

4Q/2014 Newsletter

THANK YOU

Two words that are easy to say when you **really mean it!**

Some business's are extremely lucky in that they have a product or service that can be considered a monopoly or unique and that things like leadtime, customer service or pricing is less important to the profitability of that business. Others like ours have many competitors that are readily available to take our spot if we fall down on the job.

We have been in business for many years now and we have come to understand the importance of all the other things that make a good business model other than just supplying products for our industry. Quality products, attentive customer service and commitment to our customers business needs are highest on our priority list and we endeavor to succeed in these areas.

We know without you, our customer, we have no business. We rely on your continued patronage and kind referrals to continue the broad support and growth our company has had throughout the years. We want to assure you that we are committed to the success of your future projects and your business.

We wish a happy and safe holiday season for both you and your family. We hope 2015 turns out to be a healthy and successful New Year.

Thanks again.

Stan and Dwight Royal

Maintenance Reminder.

Oil & Lubricate all necessary pumps, belts, and Components as required.

CON-SERV HELPS VERMONT SUGAR HOUSE SAVE ENERGY



Maple Syrup is made by removing the water from the Maple Sap to concentrate the sugars, salts and flavors into a syrup



Historically this has been done by boiling the water away in large shallow pans. Heating fuels make up a significant portion, of the costs, to manufacture maple syrup.



To reduce overall energy use and production costs, Con-Serv came to the rescue with a specially designed RO System to dewater the maple sap prior to boiling. With Con-Serv system in place, owner Bill Henry, says "that he can remove at least 75% of the water from the maple sap without affecting the quality, or taste, of the finished product". Actually "it's better" he says "as the finished product comes out a little lighter in color".

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Featured Product**Water Reclaim
Without
Breaking
The Bank**

Utilizes particle separation to provide quality filtered water for reuse in many applications. Built on a compact custom powder coated frame with splash guard, this small system will provide 50-60 gallons per minute of water to your equipment as well as providing continuous circulation of the reservoir tanks with aerated water and BIOZONE odor control. The new system utilizes dual particle separation technology, proven to provide better quality end results than other common singular separation techniques. The dual separator reclaim system includes VFD driven continuous duty three phase motor, self priming centrifugal pump, constant circulation of reservoir, mass air injection, BIOZONE odor control system, powder coated splash guard frame, and control signal activation. Options are available to customize unit to your specification.

Did you know?

All RO systems eventually will require membrane cleaning. Cleaning is recommended when the RO shows evidence of fouling. The time to clean the membranes is either just prior to a long-term shutdown, or when prompted by deterioration of performance. Fouling characteristics that signal cleaning is necessary are a 10 percent to 15 percent decrease in permeate flow, a 10 percent to 15 percent decrease in permeate quality, or a 10 percent to 15 percent increase in pressure drop as measured between the feed and concentrate flows.

RO cleaning frequency due to fouling will vary by site. A rough rule of thumb as to an acceptable cleaning frequency is once every three to 12 months. Having to clean membranes more often indicates something in the feed water source that should be corrected through pretreatment. Under normal circumstances RO membranes can last several years, and with periodic cleaning it is possible to maintain the performance of the membranes

For more information visit our website www.con-servwater.com under the Technical tab.

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On the Web

As a reminder don't forget our resource page on the web. This page was created to provide you a Quick way of finding the Information often requested.

www.con-servwater.com under the technical tab.

A short list of what's available:

- [Reverse Osmosis Basics](#)
- [The Filtration Spectrum](#)
- [Temperature Corr. Factors](#)
- [Pipe size flow rates for PVC](#)
- [Electrical full Amp Load Currents](#)
- [Reverse Osmosis System Trouble-shooting](#)
- [Treatment Process for Recycling water](#)
- [Sieve Mesh Conversion Table](#)
- [Understanding pH](#)
- [Membrane Replacement Chart](#)
- [Settling Tank Theory](#)

Con-Serv Technologies:

Auto Backwashing Filters . Particle Separation . Media Filtration

Chemical Dosing . Pump Skids . Reverse Osmosis . Ozone

Repressurization Systems . Biocide Injection . Ultrafiltration

Flocculation . Oil/Water Separation . Physical Conditioners

Carwashing By the Numbers

Carwash Industry Statistics	Data
Car wash industry annual revenue	\$5.8 billion
Car wash industry annual revenue including gas purchases	\$48 billion
Annual car wash industry revenue growth from 2006-2011	-1.60%
Number of full-service carwashes	9,000
Number of exterior conveyor washes	10,500
Number of self-serve car washes	36,000
Number of in-bay automatics	58,000
Total number of carwashes	113,000
Total number of car wash employees	350,000
Number of cars washed annually	2.3 Billion
Number of cars washed per day	8 Million
Percent of car washes that also dispense gasoline	65%
Percent of car washes owned by small business persons	90%
Estimate number of gallons of water used on each car	38 gallons
Average annual number of gallons of water lost per car wash	48,000
In-Bay Automatic Statistics for a single operation	
Average number of cars washed annually	19,947
Average sale per vehicle	\$6.34
Average profit per vehicle	\$4.35
Average annual profit	\$86,531
Average annual revenue	\$139,000
Self-Serve Statistics for a single operation (Wand or Coin-op Style)	
Average monthly revenue per bay	\$1,489
Average percent of time bay is in use	10%
Average annual revenue for a 2 bay operation	\$41,000
Tunnel Carwash Statistics for a single operation	
Average number of cars washed per year	45,750
Average price per carwash	\$15
Average annual revenue	\$686,250
Busiest Carwash Days by Percent of Weekly Washes	
Saturday	25%
Friday	20%
Sunday	12%
Monday	12%
Strongest Seasons of the Year by Percent of Sales	
Winter	32%
Spring	25%
Summer	25%
Fall	18%

Statistic Verification

Source: MSSP, IRS, Professional Carwashing and Detailing, US Census Bureau

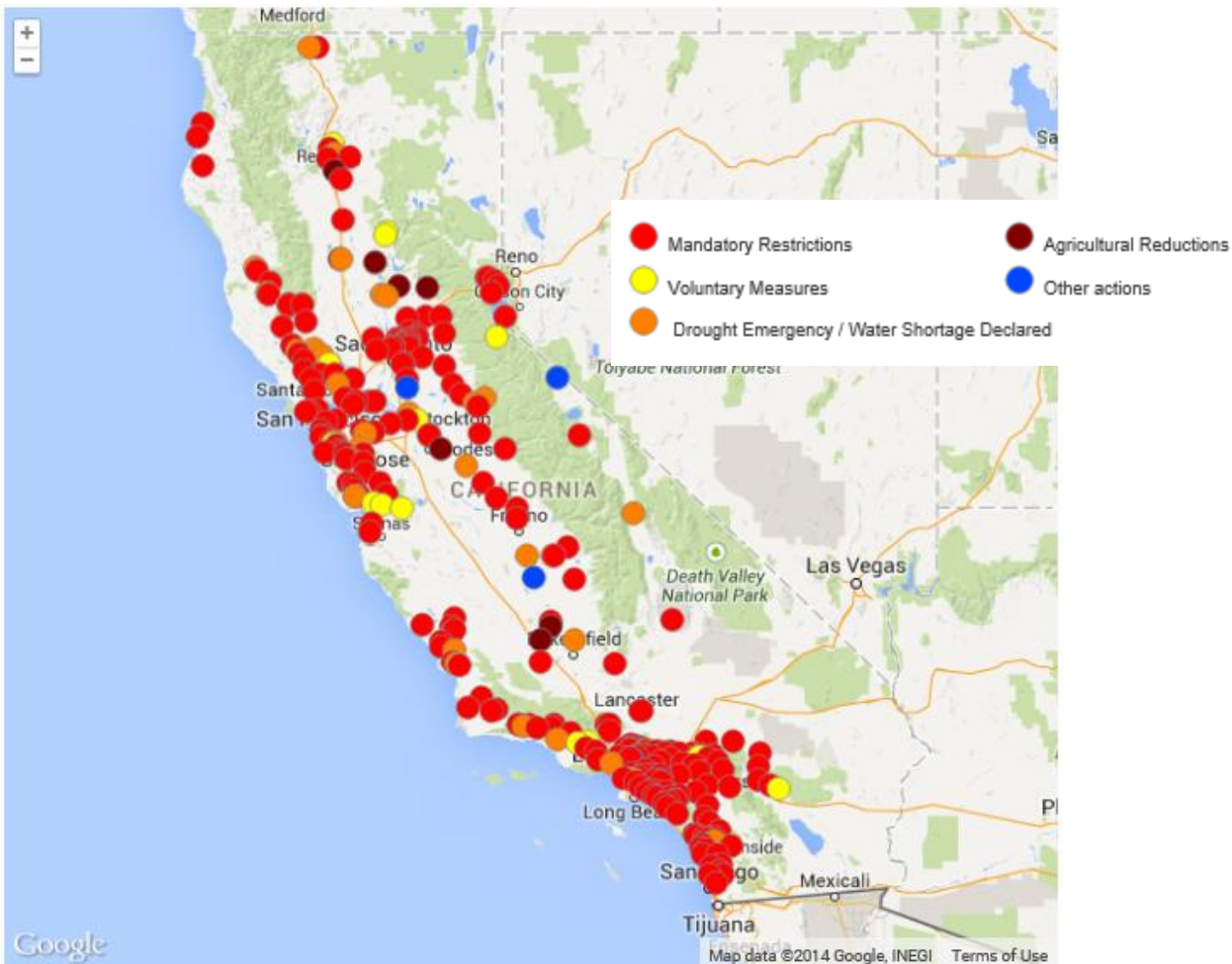
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In The News.... **Status of response to the 2014 drought in CA**

Local water agencies across California are taking action in the face of record-dry conditions in 2014. Water suppliers are implementing mandatory restrictions on water use and stepping up conservation outreach to help their customers reduce water use and protect water supply reserves for a potential dry 2015.

Here is a snapshot of how local water agencies and communities are responding. Click on a location for details. (To add or change information on the map, email mariem@acwa.com.)

Updated 11/24/14



Source: Google

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Jokes Corner

NORTH POLE (API) - Amazon announced an agreement with Santa Claus Industries to acquire Christmas at a press conference held via satellite from Santa's summer estate somewhere in the southern hemisphere. In the deal, Amazon would gain exclusive rights to Christmas, Reindeer, and other unspecified inventions. In addition, Amazon will gain access to millions of households through the Santa Sleigh.

The announcement also included a notice that beginning Dec 9, 2014, Christmas and the Reindeer names would be copyrighted by Amazon. This unprecedented move was facilitated by the recently acquired North Pole Court. Amazon stated its commitment to "all who have made Christmas great," and vowed to "make licensing of the Christmas and Reindeer names available to all." It is believed that the guidelines for licensing these names, due before Halloween, will be very strict.

When asked "Why buy Christmas?" Jeff Bezos replied "Amazon has been working on a more efficient delivery mechanism for all of our products for some time, but recognized that the Santa Sleigh has some immediate benefits. We'll use it first for the next release of the Kindle Fire."

In a multimedia extravaganza, the attendees were shown a seemingly endless video stream of products that make up the deal. It ended with a green and red version of the Amazon logo, and a new Christmas 2014 trademark, leading into the announcement of the first product from the deal. Vixen, the new Director of Holidays and Celebrations said, "The first step is to assimilate Christmas within the Amazon Organization. This will take some time, so don't expect any changes this year." He continued, "our big plans are for next year, when we release Christmas 2015. It will be bigger and better than last year." He further elaborated that "Amazon users who sign up with Amazon Prime will get sneak previews of Christmas 2015 as early as November first."

Christmas 2014 is scheduled for release in December of 2014, though one unnamed source said that it is dangerously close to the end of the year and may slip into the first half of 2015. An economist at Goldman Sachs explained that a slip would be catastrophic to next year's economy and the nation's tax revenue, possibly requiring the IRS to move the deadline for filing income tax returns to three months after Christmas, whenever that was. "But it could be good in the long term," he explained. "With Amazon controlling Christmas, we may see it move to May or June, which are much slower months for retailers. This may serve to even out the economy over the year." When asked if other holidays are being considered, Mr. Bezos explained that "Christmas is the flagship of holidays, so we wanted to start there. Not all holidays are available for sale, and the remaining will have to show a good long-term business," suggesting that holidays with a short history may not be in the plans. Though specific terms of the agreement were withheld, a Santa official confirmed that the deal was "sizeable, even for a man of Santa's stature."

Some analysts think that Santa has saturated the Holiday market, and is looking for a means to expand his business to year 'round products and services. Others contend that the Jolly Red Man is looking to retire in Seattle. A spokesperson for the most famous Reindeer could not be reached for comment.