



# NEWBERRY MOTORS



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To Whom It May Concern,

It is a goal in our service department to have every car that comes through our shop leave cleaner than it was when it came in. This creates an increased work load for our detail department.

It was taking us about 30 minutes to complete an exterior wash on a vehicle, which was causing a substantial bottleneck in our work flow. Not to mention the delays it was creating in the reconditioning of internal vehicles.

In March of 2010 we purchased a Hercules 3000 car wash system. It's been nearly a year now, and I am very happy with the purchase.

The time it takes to complete an exterior wash is now five minutes, and as a result productivity has increased substantially. It has also provided precise control of product used per vehicle.

Previously our detail personnel estimated how much soap to use per bucket, and were creating a lot of waste. With the Hercules system I have control over exactly how much product is used on each vehicle, and can therefore assign a cost to each wash.

I would recommend this system to anybody in the market. With the quality of the unit, and the 25 year warranty you can't go wrong.

Thanks Hercules, for producing a great customer service tool.

Sincerely,

Kevin Vanatta  
President  
Newberry Motors, Inc.