Sonny's CarWash
Controls

DRIVE
BUSINESS
FORWARD

Complete car wash management technology to deliver efficiency and profitability across your locations.

Product Catalog

SONNY'S®
The CarWash Factory

www.**SonnysDirect**.com

DRIVE BUSINESS FORWARD

SONNY'S
The CarWash Factory

Sonny's CarWash **Controls**

Complete car wash management technology to deliver efficiency and profitability across your locations.

Real Time

Access virtually everything you need to know about your business – from dashboard widgets, detailed reports, incident tracking and more anytime, anywhere.

Intuitive Everything

From interchangeable parts and modular, non-proprietary components to our single-touch interface, everything is designed to make your job easier.

Easy Integration

We build technology that is designed to work seamlessly with your current setup – no matter where you bought your equipment.

Win More Business

Built to support the latest in sales and marketing features, Sonny's Controls allows you to stay ahead of the competition.

POS Systems
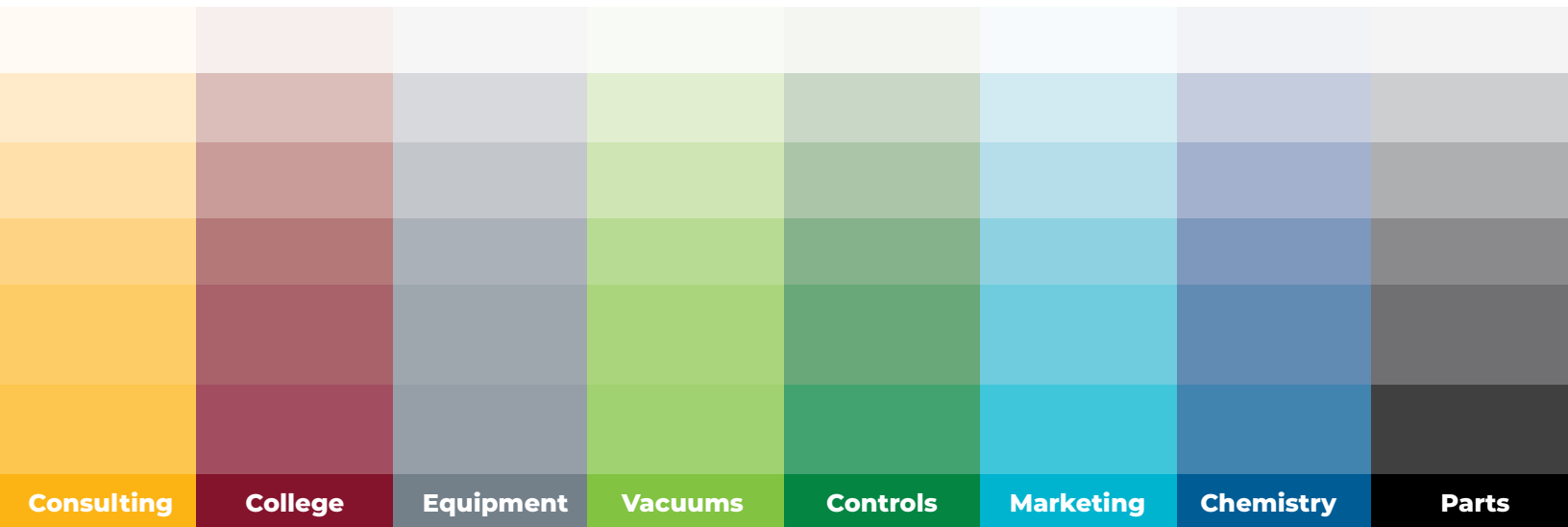pg. 6

Pay Stations & LPR
pg. 10

Tunnel Controllers
pg. 18

Digital Menus
pg. 14

Join and Save ✓

Consulting	College	Equipment	Vacuums	Controls	Marketing	Chemistry	Parts

Sonny's OneWash™ Membership

With your **OneWash™** membership, you'll have unlimited access to the industry's only complete suite of car wash business solutions with benefits.

Eight **Powerful** Solutions.
All in **One** Place.

Member Benefits

Consulting	INVEST WITH CONFIDENCE	**FREE Annual Audit** of your Car Wash KPIs. Invitation to Annual 'State of the Industry' Seminar.
College	MASTER YOUR TRADE	**FREE Unlimited** College Course Registrations.
Equipment	WASH MORE CARS	**5% Credit** On Equipment Purchases up to $5000 Annual Credit.
Vacuums	MAXIMIZE CUSTOMER EXPERIENCE	**FREE Annual Turbine Swap** or 5% Credit on Vacuum System Purchases up to $5000 Annual Credit.
Controls	DRIVE BUSINESS FORWARD	**FREE Subscription** to Incident Tracking and Reporting Suite & 5% Credit on Controls Equipment Purchases up to $5000 annual Credit.
Marketing	WIN EVERY CUSTOMER	**5% Credit** on any Mr. Foamer Signage Purchases up to Annual Credit of $5000.
Chemistry	MAKE CARS SHINE	**5% Quarterly Rebate Credit** on any Diamond Shine Chemical Purchases.
Parts	KEEP ON WASHING	**50% Off** Ground Shipping and **25% Off** Expedited and LTL Shipping for Online Parts Orders. **No Questions** Asked Warranty Exchanges.

www.**sonnysdirect**.com/**onewash** or **Call 800.327.8723**

CarWash Controls **Point-of-Sale (POS)**

Sonny's Complete Point-of-Sale & Back-Office Management System

Easy
Our POS system was designed from the ground up with an intuitive simple-to-use interface, enabling you and your team to focus on managing your business.

Secure
Stay secure with the only Linux Point-of-Sale system in the car wash industry, making you less vulnerable to internal and external security threats.

Complete
Engineered with state-of-the-art technologies, Sonny's POS and Back-Office Management System comes with everything you need to increase revenue, manage operations and cut costs across all of your locations.

Item #	Description	Price
20015750	Sonny's POS System	**$9,995.00***

*Price includes complete POS System with automatic software updates and cloud backup. Requires $349 monthly service fee.

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Features

Unlimited Plans

Flexibility to sell, redeem and manage unlimited plans at all your sites. Monitor your actual costs, customize the redemption and frequency limits to match your business model.

Flexible Point-of-Sale System

Whether you have a Full-Serve, Flex-Serve or an Express wash, we have all the features you need to operate your wash.

Real-time Reporting

Compare daily, monthly, and/or annual site metrics with simple, at-a-glance reports. Plus, with automatic email and text reporting, you'll have the information you need to make quick operational decisions on the fly, saving you time and money. Access all Back-Office features right from your phone or tablet.

Operations Management

Manage employees, labor costs, maintenance requirements and monitor incident claims to reveal trends that allow you to operate more efficiently and profitably.

Intuitive Interface

All interfaces – from our Back-Office management portal to our POS touchscreen – are designed to reduce the time it takes to perform any action.

E-Commerce & Account Management

Start selling your unlimited plans, wash books and gift cards online within a matter of seconds. Give your customers the convenience to completely manage their own plans from their computer or phone.

True Multi-Site

Share Customers	Share Employees	Share Promotions
Access customer data, redeem recurring plans, wash books and gift cards from all sites or limit to specific sites.	Freely allocate employees across sites and manage their time sheets at a global or site-specific level.	Quickly create custom promotions and allow the redemptions at all sites or limit to specific sites.

Truly Flexible Secure & Always Up-to-Date

- Linux-based OS for maximized security
- Instantly sync all site data to the cloud
- New software features added regularly

Easy Maintenance & Support

- Off-the-shelf, non-proprietary parts
- Device statuses for easy troubleshooting
- Remote access for immediate support

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2019
Innovations
The Tunnel Experts

Sonny's mPOS™
Mobile Point-of-Sale

Compact

Sonny's mPOS™ contains all the same functionality as our larger standard Point of Sale in a compact and lightweight design. Don't lose functionality because you need to be mobile.

Rugged

Sonny's mPOS™ is IP65 rated and designed to withstand suboptimal environments such as extreme temperature, high humidity and dusty locations. The mPOS™ features a Solid State Drive and has been tested to withstand drops of up to 5 feet.

Dual batteries can be swapped individually so you never have to power down.

10.1in Rugged Tablet
Built to Endure

Item #	Description	Price
20017784	Sonny's mPOS™ Mobile POS	**$5,995.00***

*Price includes mPOS with docking station, card reader, 2 batteries, automatic software updates and cloud backup. Requires $49 monthly service fee.

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Forward thinking Controls

Hand Strap
Comfortable hand strap to ensure easy open-hand operations.

Docking Station
Desktop Docking Station with a DC jack, two USB 2.0 ports and an HDMI port. Equipped with two battery charging slots to keep your backup batteries ready for a quick swap out.

Shoulder Strap
Padded shoulder strap for easy carrying that decreases the chance of an unexpected drop.

Mobile Card Reader
No wires needed to take credit card payments and issue receipts. Mobile Card Reader clips to a belt for hands-free operation.

Making Internet
Outages
A Thing of the Past

Fail-Safe Hotspot™

- Continue processing credit card transactions without interruption even if your internet service goes down.
- Sonny's Fail-Safe Hotspot™ automatically detects any loss of internet and immediately switches your connection to cellular until internet service is recovered.
- Plug-and-play design simply connects to between your router and your provider's modem for true set it and forget it peace of mind.
- Sonny's Tech Support Team will notify you of any internet outages so you'll never be internet blind again.

Item #	Description	Price
20017788	Sonny's Fail-Safe Hotspot 3210B 1WAN1LAN	**$649.00***

*Price is per location and requires a $99 monthly service fee

Our Fail-Safe Hotspot™ enables you to keep working without interruptions when your primary Internet Service Provider isn't available.

Join Sonny's
OneWash
and Save

Sonny's Pay Station™

Simple
Sonny's Pay Station was designed with USB plug-and-play components, so if any hardware fails, replacements are quick and easy. With Sonny's Pay Station, there's no more worrying about motherboards, chips or wiring.

Customizable
Sonny's Pay Station includes custom powder-coating and decals to match your brand. Each unit ships with a custom programmed interactive menu to welcome customers and quickly guide them through an intuitive interface to promote your top wash packages and increase your average ticket.

Comprehensive
Sonny's Pay Station does it all. Quickly process cash or credit transactions, sell or redeem unlimited memberships, process house accounts, dispense gift cards and more. All bundled in a stainless steel enclosure designed to protect your investment.

USB Plug & Play Compatibility
If a component fails, unplug the malfunctioning item and plug in the new one – no need for complicated wiring of board replacements.

Device Monitoring
Status of all devices on the POS to streamline troubleshooting and know if something needs to be repaired or replenished.

Scheduled Promotions
Automatically change the Pay Station price for time-based promos, redeem discounts and issue event promos.

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Features

Unlimited Plans

Quickly sell, redeem, and renew unlimited plans directly from the pay station. Plus, with License Plate Recognition (LPR) or Radio Frequency Identification (RFID), customers can access your wash quickly and easily through express lanes, minimizing your customer wait time.

Process House/Fleet Accounts

Sonny's Pay Station allows corporate customers to seamlessly receive discounts, redeem specific washes and make purchases with RFID tags and cards.

Gift Cards & Wash Cards

Conveniently sell, recharge, and dispense all cards directly from your Sonny's Pay Station. The card is programmed as a gift card or wash card when purchased and dispensed to the customer ready for instant redemption.

Built-in Security

Protect your investment with a stainless steel enclosure and keep your pay station safe from damage and theft with a built-in stainless steel security door that easily folds back and secures for normal operations and additional marketing.

Sell Unlimited Plans with LPR (Optional)

On-screen Unlimited Plan Contracts with LPR

Dispense Gift Card and Wash Card (Optional)

Built-in Security Door and Locks

USB plug-and-play components

Lockable Security Bar Prevents Access to Cash Boxes

Custom Branding Included

All Sonny's Pay Stations Include Custom Paint, Decals and Menus

Description	Price
Sonny's Pay Station	**$32,749.00**
Sonny's Pay Station w/Card Dispenser	**$34,744.00**

Material ID: PAYSTATION

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The Tunnel Experts

Sonny's LPR™ License Plate Recognition System

Fast
Don't make customers get out of their car to sign-up for your unlimited plan Sonny's LPR™ License Plate Recognition system lets them register and pay directly from the Pay Station.

Economical
Save thousands of dollars managing RFID tag inventory, paying employees to track down customers to place an RFID tag on their window and never again worry that customers are sharing their monthly plan with another vehicle.

Marketing
Track how often customers visit, how much they spend, and market to them with promotions to join your unlimited plan directly on the Pay Station.

Front View

Back View

Description	Price
Sonny's LPR (License Plate Recognition System)	**$10,495.00***

Material ID: PAYSTATION

*Price is per lane and includes loop detector, enclosure and camera. Requires $125 monthly service fee

SONNY'S®
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Simplify Your Unlimited Plan
With Sonny's LPR™

Features

Unlimited Plans
Customers can access your wash quickly and easily through express lanes, minimizing your customer wait time without the expense and hassle of managing RFID tags.

Visit Tracking
Ever wonder how often customers come back to your site? Now you can see how often your non-member customers visit the site and how much they spend.

E-Commerce Integration
Let your customers sign up, manage their plan online, enter their plate and instantly redeem on-site without interacting with an attendant.

Marketing like Never before
Now that you know how often your "mystery" customers come, you can market to them at the Pay Station based on visits to join your unlimited plan.

Other Entry Options

RFID System
With Sonny's RFID option, redeeming monthly unlimited plans or house accounts is quick and easy. Add RFID antennas to your existing lanes or create an express lane for unlimited members only without the expense of a Pay Station.
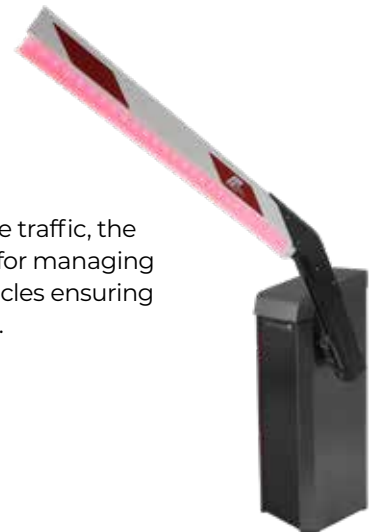
Description	Price
Sonny's RFID Entry System	**$4,595.00***

Material ID: PAYSTATION

*Price is per lane and includes RFID reader and antenna. Optional pole is available for $850

Magnetic Pro Entry Gate
Designed for high-volume traffic, the Magnetic Gate is perfect for managing the flow of customer vehicles ensuring your queue stays in order.

Item #	Description	Price
10011713	Parking PRO-RCB1020 Gate w/10' Varioboom	**$3,890.00**

CarWash Controls **Point-of-Sale (POS)**

55in Display Menu also available with security doors

Sonny's Digital Menu

1. It's a better way to upsell
Engaging videos are delivered on a vibrant screen with expertly-crafted motion graphics designed to upsell your top packages and additional services. Manager's specials, discounts, and other promotions can be displayed without overcrowding or otherwise distracting from the menu.

2. It's effortless
All digital menu content is fully managed by Sonny's Controls team, eliminating the need to host a server on-site. Make as many updates as you wish – across as many sites as you need – and watch your menus change in real time. Schedule all of your promotions, have your menu change during happy hours, holidays, special occasions and automatically switch back based on time and date.

3. It's durable and reliable
Sonny's digital menu is engineered to be waterproof (IP56 rated) and perform in extreme conditions from -22°F to 122°F. The display is protected by 5mm impact and vandal-resistant glass. In the unlikely event that the display malfunctions, our standard & included 5-year white glove warranty offers next day service and on-site replacement – 7 days per week.

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High Visibility

Get perfect visibility day or night with an auto-brightness sensor that adjusts from 200 nit to 3,000 nit with reflection-cancelling polarized sunglass support.

Highly Durable

Engineered to perform in extreme conditions, Sonny's digital menu is impact-resistant and has true IP56 waterproofing to ensure higher levels of ingress defense.

Digital Design

Our team creates highly effective, captivating digital menu experiences – let us create one for you that incorporates your brand, style, and drives sales.

5-Year White Glove Warranty

SAMSUNG

Your digital menu is highly durable, but if there is a malfunction, simply call the Samsung toll-free hotline and a technician will arrive within one day.

| Next Day Service* | On-site Replacement | 7-days a Week |

*Next day exchange where available excludes holidays and service call must be placed by 6 p.m local time. Up to 3 exchanges of the display per term of 5 year contract.

EXCLUSIVE! Managed Content Solutions

Services	USB Key	Basic $25/Month Per Site	Unlimited $99/Month Per Site
Fully managed multi-site / multi-menu support with cloud-based hosting and backup	–		
Managed hourly schedule to promote early bird or other time of day specials	–	✓	✓
Managed seasonal promotion schedule for holiday incentives or gift card sales	–		✓
Design changes after initial custom digital menu	Billed @ $99/hour**		Unlimited

**You will receive an estimate for any change requests before work begins

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Specifications

Diagonal Size	46in & 55in
Panel Type	S-AV
Resolution	1,920 x 1,080 (16:9)
Brightness (Typ.)	3,000 cd/m2
Contrast Ratio	5,000:1
Viewing Angle (H/V)	178/178
Response Time (G-to-G)	6ms
Display Colors	8 bit - 16.7M

Security Doors

Protect your digital display when not in use with available security doors

| Item #	Description	Price
20016030	Digital Menu Display 46"	**$10,995.00**
20016031	Digital Menu Display 55"	**$12,995.00**
10013021	Digital Menu Display 55" with Security Doors	**$14,495.00**

CarWash Controls **Point-of-Sale (POS)**
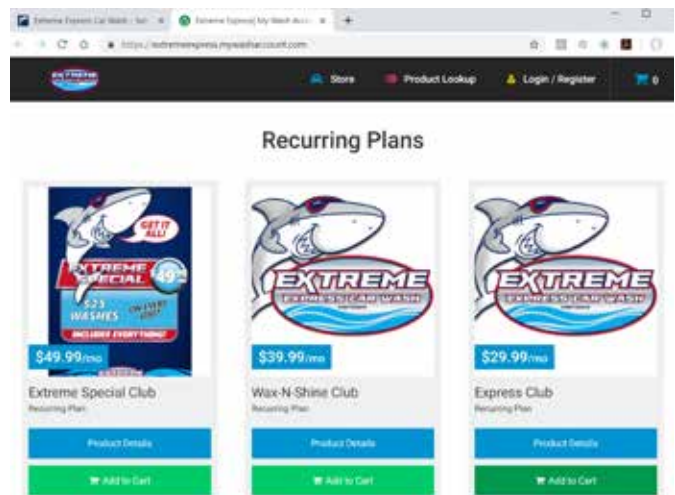
Join Sonny's
OneWash✓
and **Save**
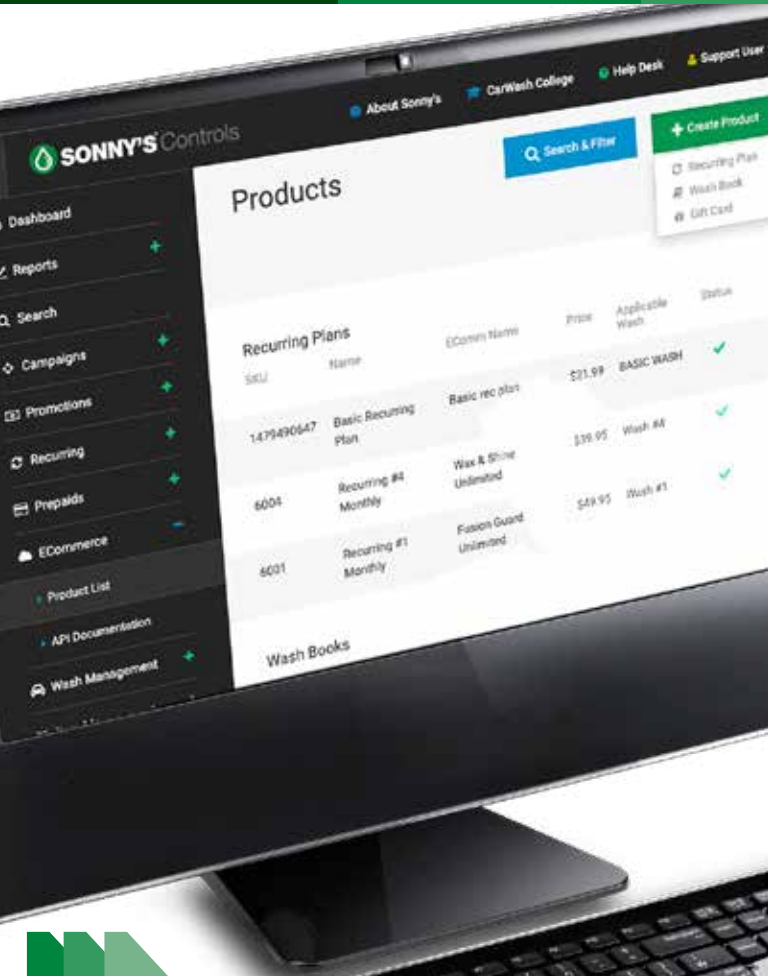
Enter Products Once
Create or update recurring plans, wash books or gift cards in the back office and they are immediately updated across your POS, Pay Station and e-commerce.
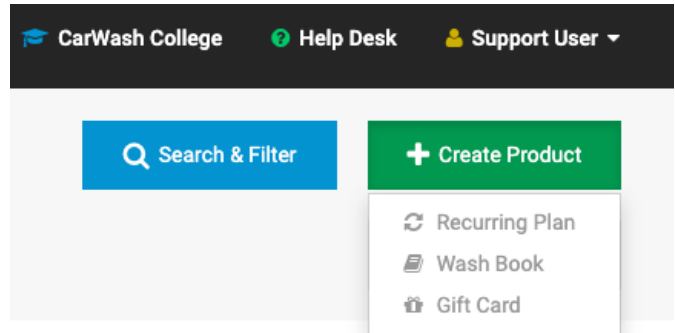
Sell Everywhere
Customers can purchase at home or on their phone and redeem directly at the Pay Station to enter the wash with no interaction from an attendant.

Measure Everything
Monitor sales and redemption from all channels and locations in one place to measure effectiveness of digital promotion.

Sonny's Integrated E-commerce

Help customers buy more from you more often with less labor. Sonny's integrated e-commerce option extends your ability to sell from the POS directly to your website. Sales, credit card processing, account management and product maintenance are all controlled by Sonny's POS so you're always secure and in synch while letting your customers shop the way they prefer.

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CASE STUDY:
Magic Tunnel Express CarWash

With Integrated
E-commerce
and LPR

▶ **Subscribe & watch the Magic Tunnel Express Car Wash case study video at:** You Tube **/sonnyscarwashfactory**


0:02 / 3:48

Magic Tunnel Express Car Wash

Join industry veteran Roger Beck as he details his recipe for starting a successful new car wash chain from the ground up – and do it even better than before. Building new locations as fast as he can, Roger shares his insights on everything from branding and service offerings to pricing, marketing and leveraging Sonny's Complete Point-of-Sale & Back-Office Management System to deliver a better customer experience and more efficient operation across his locations.
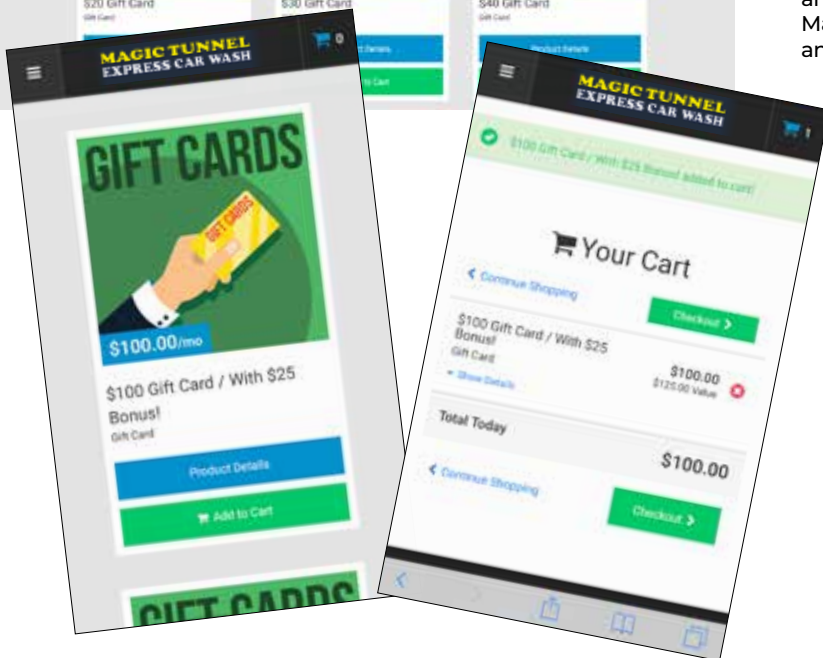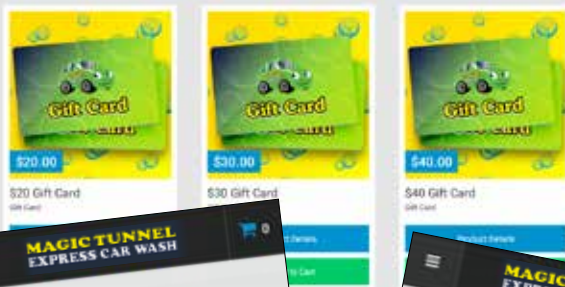
Sonny's PLC Tunnel Controller

Accessible

The Sonny's cloud-based Tunnel Controller can be accessed anytime, anywhere, from an internet connected device, giving you the flexibility to make adjustments to the configuration and timing while at the car wash or offsite. With Sonny's Tunnel Controller you gain real-time insight into unpaid washes triggered by the photoeyes or tunnel entry keypad.

Configurable

Step-by-step guidance allows you to quickly and accurately configure up to 170 functions and 64 inputs. Program anything from mirror bumps to scheduling the activation of irrigation systems. And since Sonny's PLC Tunnel Controller is cloud-based, you can manage all of your tunnel locations from one simple interface on any device.

Reliable

Programmable Logic Controllers (PLCs) have been used for years in industrial automation. They are designed to be accurate, maintain uptime and operate in harsh environments. Sonny's Tunnel Controller utilizes top-of-the-line hardware from leading PLC and industrial automation manufacturers to ensure optimal reliability.

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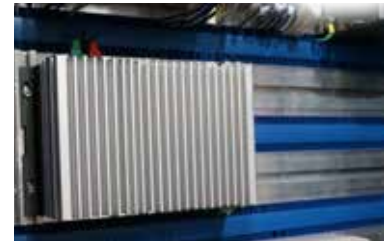
Features

Entry Keypad Configuration

Simple online drag-and-drop button editor allows you to quickly and easily configure all the buttons needed on the keypad. Password protect buttons you don't want employees to access.

Queue Management

Easily manage your queue from the Entry Keypad. You can add, remove and reorder vehicles. If a vehicle needs to step out of line, place them on hold and reinsert into the queue when ready.

Multi-Site Tunnel Management

Manage and configure all of your tunnel locations online – all from one single interface that communicates with each individual site.

Built-in* Truck Bed Retract

Automatically identify both open and covered truck beds, retracting assigned tunnel equipment to protect your customer, your property and save on chemical and water usage.

Function Configuration

Configure standard, special and signage functions. Program up to 170 functions, turn equipment on at various points of a vehicle and schedule functions to activate on selected days and times.

Input Alarming

Trigger alarms based on activating an input to keep you aware of any equipment failures or fluid levels. Automatically stop the conveyor for any critical alarms. All displayed on the Entry Keypad.

Built-in* Gate Controller

Seamlessly control the flow of your site to ensure that cars clear your gates and stay in sequence.

Built-in* Conveyor Speed Controller

Counts cars as they're being processed, comparing real numbers to your pre-set conveyor speed, and automatically increase throughput based on your site's ability to process demand.

*Built-in options are pre-installed at the factory prior to shipment.

Description	Price
64 Outputs	$17,035.00
80 Outputs	$18,535.00
96 Outputs	$20,035.00
112 Outputs	$21,535.00
128 Outputs	$23,035.00

Material ID: TUNNEL_CONTROLLER

All include Standard or Waterproof Push Button Station

Additional Options

Description	Price
Gate Controller	$2,495.00
Conveyor Speed Controller	$3,400.00
Truck Bed Detection	$3,680.00

Material ID: TUNNEL_CONTROLLER

Tunnel Controller Retrofit Kits

- WashPilot™
- Tunnel Master Jr. ™
- Kesseltronics® rTC
- DRB Systems® Tunnel Watch™

Upgrade your old controller to the latest technology without rewiring your tunnel.

DRIVE BUSINESS FORWARD

CarWash Controls **Controllers**

Join Sonny's OneWash and Save

Sonny's
Stand-Alone PLC Functional Controllers

Built into Sonny's PLC Tunnel Controller, this stand alone Sonny's Conveyor Speed Auto Controller can be added to any tunnel to count cars as they're being processed, compares that to a preset conveyor speed, and increases or decreases throughput based on the location's ability to process demand. As volume increases, conveyor speed increases incrementally to a preset limit. As volume decreases, conveyor speed decreases proportionately at pre-determined levels to maximize wash quality. This advanced PLC controller replicates the adjustments that an experienced car wash operator would make during the day to balance throughput, wash quality, and resource consumption – automatically.

Conveyor Concie

- Excellent for managing throughput and maintaining a consistent quality product with any tunnel configuration

- You can pre-set up to 6 different conveyor speeds i.e. 60, 80, 100, 130, 150, 200 CPH. Or run at a fixed conveyor speed in manual mode

- Always returns conveyor to optimal speed to maximize your quality and customer satisfaction

Item #	Description	Price
20010900	AP Conveyor Concierge, 10HP, 208~230VAC	$3,748.13
20011335	AP Conveyor Concierge, 10HP, 380~460VAC	$3,748.13

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Sonny's Stand-Alone: Gate Controller

Built into Sonny's PLC Tunnel Controller, this stand-alone Sonny's Gate Controller automatically controls multiple gates at sites where automated pay stations are used. Sonny's Gate Controller manages the flow of vehicles in order to avoid accidents as well as ensuring that the tunnel controller's queue stays in order. The unit can control up to 3 gates and has a built-in provision for a merge loop. Sonny's Gate Controller offers peace of mind to express and flex car wash operators who have multiple gated lanes on site.

- Configurable options: - Gate specific settings
  - On-time to open the gate
  - Delay for wash in use signal
- Global settings:
- Time out for vehicles to reach the merge loop
- De-bounce for all wash inputs
- Compatible with all wash in use signal types (active/ passive)
- Time out to close gate

- Automatically queue cars in order
- Controls up to 3 gates
- Gate status LED display
- UL listed
- Built-in alarm display functionality for troubleshooting purposes
- Provisions for a merge loop
- Graphic User Interface to override outputs in manual mode and monitor input status

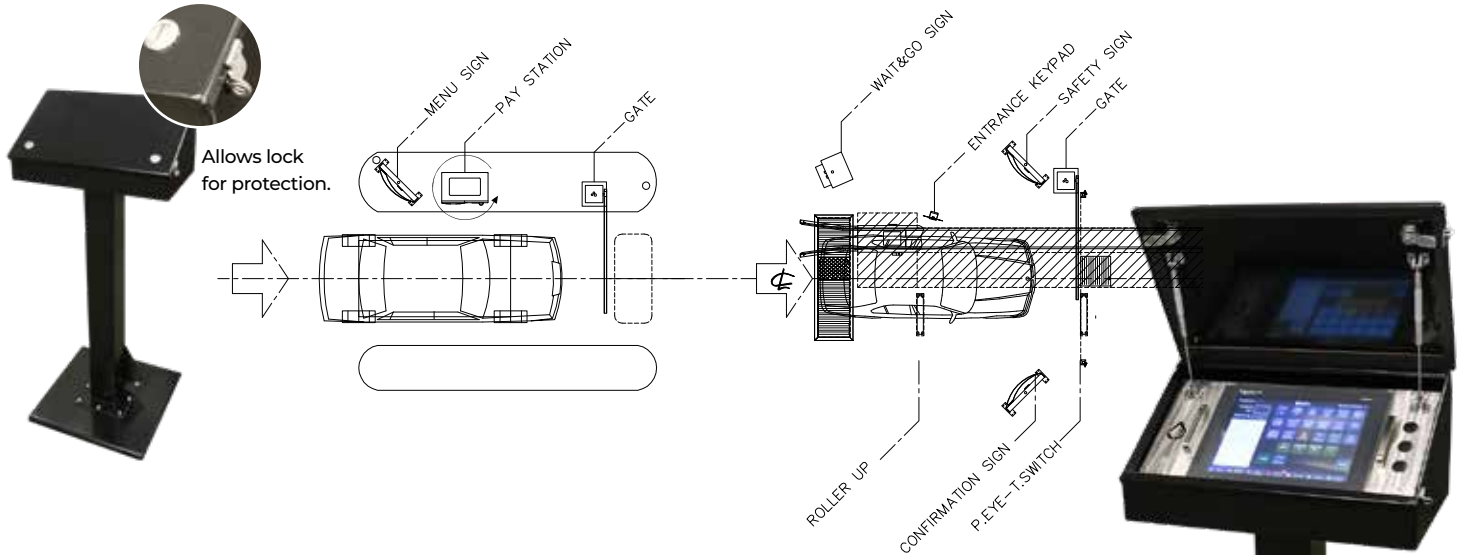| Item #	Description	Price
20012285	Sonny's Gate Controller	$2,806.27

Sonny's Stand-Alone: Truck Bed Retract Controller

Built into Sonny's PLC Tunnel Controller, this stand-alone Sonny's Truck Bed Concierge can be added to any tunnel to eliminate the need for a human attendant to retract equipment and is available with standard interface programming for WashPilot, DRB Systems, and ICS controllers. The system uses a sonar sensor with 16 programmable relays that work independently from the tunnel controller to identify both open and covered truck beds. Necessary retracts occur automatically while customers receive the best possible wash. Capable of automatically retracting top brushes, turning off applicators, and activating dryer Gator Gates™ over open truck beds, Truck Bed Concierge saves chemistry, energy, and improves your customer's experience in the tunnel.

- Allows you to process trucks unattended or serves as a backup to your attendant
- Sonar profiling of vehicle detects open truck beds
- Retracts Top Brush and Buff-n-Dry
- Stops foaming applicators from filling open truck beds
- Saves energy by turning off blowers over open truck beds
- Truck Bed Concierge can control up to 16 functions
- Multi-color touch screen for easy programming

Item #	Description	Price
20013256	Sonny's Truck Bed Retract, 8 Outputs	$4,741.46
20013257	Sonny's Truck Bed Retract, 16 Outputs	$6,389.73
20013258	Sonny's Truck Bed Retract, 8 Out, Extens	$2,217.00

Allows lock for protection.

MENU SIGN

PAY STATION

GATE

WAIT&GO SIGN

ENTRANCE KEYPAD

SAFETY SIGN

GATE

ROLLER UP

CONFIRMATION SIGN

P.EYE-T.SWITCH

STOP

STEP 1: Place Car In **N** Neutral
STEP 2: Take Foot Off Brake
STEP 3: Hands Off Steering Wheel
STEP 4: When Ready Press

To 🔘 **Start**

STEP 5: Roll Up Window

Enjoy Your Wash!

Sonny's Self-Loading Technology

Self-Loading tunnels are becoming more popular with each year. Sonny's Self-Loading Entry System offers peace of mind to the unattended, self-loading car wash owner & operator who wishes to deliver a quality wash without having an attendant loading the vehicle on the conveyor.

Features

- Customer approaches gated pay station lane, transaction is processed and gate opens

- Customer is signaled to move forward onto the conveyor

- Customer is stopped at a second gate to prevent them from driving through the wash

- Customer reads the safety instruction sign, pushes the "start" button, the gate opens and the roller is fired, pushing or
- pulling the vehicle through the tunnel

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Sonny's POS: Fuel Pump Integration

Sonny's POS fuel pump integration seamlessly communicates with gas station POS systems in order to issue one-time use codes either at the pump or in the store.

With Sonny's Car Wash Controls, you can sell with ease from a pay station, inside the gas station, and now at the pump. The back office mobile web platform will track and report on all codes, keeping your fingers on the pulse of your wash anytime, anywhere. Utilizing industry standard protocols, Sonny's POS can also communicate with most major gas station POS systems.

What's more, Sonny's POS multi-site structure makes it easy for customers to purchase a wash at one off-site station and redeem it later at a different location.

Item #	Description	Price
20017786	Sonny's Fuel Integration	**$3,135.00**
20017787	Sonny's Remote Fuel Integration	**$5,995.00**

*Price is per location. Standard fuel integration requires $25 monthly service fee. Remote fuel integration requires $99 monthly service fee.

Increase Revenue At The Pump

Increase Revenue At The Pay Station

Increase Revenue Inside Your C-Store

SONNY'S®
The CarWash Factory

Eight **Powerful** Solutions.
All in **One** Place.

Consulting	College	Equipment	Vacuums	Controls	Marketing	Chemistry	Parts

INVEST WITH CONFIDENCE

MASTER YOUR TRADE

WASH MORE CARS

MAXIMIZE CUSTOMER EXPERIENCE

DRIVE BUSINESS FORWARD

WIN EVERY CUSTOMER

MAKE CARS SHINE

KEEP ON WASHING

Call: **800-327-8723**

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