

# Spring Is Almost Here!

WE SELL  
& REPAIR:

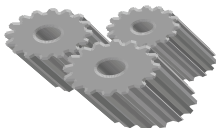
STEAM  
CLEANERS

PRESSURE  
WASHERS

PAINT  
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EQUIPMENT

COMMERCIAL  
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AND —  
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## OUR FIRST NEWSLETTER!

First off, thank-you for taking the time to read this! Our goals for our newsletter?

- Send out quarterly news letters to help keep every one informed of the goings on here at Tim Allen Equipment.
- Try to provide some tips that prove useful in your business, and to let you know of any new products or pricing specials we may have.
- Finally, we'd like to have some interesting quotes for business and personal life, as well as some noteworthy community news and maybe even a recipe or two for the camp fire. In other words, we hope to make this interesting reading as well as get something useful out of it!

In each issue we'll try to give some specific tips for the various kinds of equipment we service and sell here. You may read about something we've heard can make a tool more productive or a storage tip that will help insure the transition from winter storage to the busy season goes as smoothly as possible.

Another possibility is a "classifieds" section where you may wish to list job openings, the need for a subcontractor for a job you have coming up or to list equipment you have for sale.



*Will your equipment be operational this Spring?*

We'd like to hear your thoughts on this as to whether you think it would prove useful and/or if there are other headings you would like to see in the "classifieds" section.

Again, thanks for taking the time to read this and hopefully you'll find something of value in this and future issue's!

## DAYLIGHT SAVINGS TIME EARLIER THIS YEAR?

The rumors are true, with the hope of saving energy, our political leaders have revised the daylight savings time schedule. Until the Department of Energy study is completed, we will "spring forward" the 2nd Sunday in March, and "fall back" the first Sunday in November. This extends the

Daylight Saving period by approximately one month. Arizona and Hawaii are the only States in the US that don't observe daylight savings time but instead stay on "Standard Time" all year long. If you've spent any time in the sweltering summer sun in either of those places you understand

why residents there don't need another hour of sunlight. Some of our computers may need to have the new time manually entered, aside from that the change should be fairly uneventful. I know we'll appreciate the extra hour around our house!  
-Tim-



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## NEWS FROM THE C.E.T.A. SHOW IN VEGAS!

*C.E.T.A. .... Cleaning Equipment Trade  
Association*

Wow are there some changes going on in the pressure washer industry! Most importantly to note is the amount of market share Karcher is acquiring through buy-outs of existing companies. In a nut shell, Karcher now controls, Landa, Hotsy, Shark, water maze, Cuda and Hawk pump to name a few, through the acquisition of C-Tech, the previous parent company. This is from a news release found on their website "By taking proactive steps to insure our position as the lowest cost producer in North America, it will allow us the flexibility to continue offering better sales support".

This in in reference to their consolidating 5 manufacturing facilities into three, one of which is in Mexico.

Our position? It has long been known you get what you pay for. We're also not really into going outside of our borders for labor if its not necessary. In our shop we're seeing more and more proprietary parts on these machine's, not for performance reasons but to drive parts costs up. It may be an unusual thread pitch, or something similar, making it difficult for the end user to source parts for their machine. We prefer to do what we can to make life easier for the end user. Downtime is critical in any business, it would

seem having affordable parts close by would be beneficial to the end user, reduces our inventory costs, and allows us to pass the savings along.

C Tech Industries was purchased in March 2004 by Alfred Kärcher GmbH & Co., the world's largest manufacturer of pressure washers with headquarters in