



EXPERIENCE SCWA

CONNECTING THE CAR WASH WORLD

CONVENTION & EXPO FEBRUARY 25-27, 2026 FORT WORTH, TEXAS WWW.SWCARWASH.ORG

February is upon us. The [SCWA show](#) is next week and we are only 4 weeks from Spring. For United Auto Wash, we are in the thick of prime washing season and this year's weather has been very supportive. We have doubled-down on [Site Level Memberships](#) at United and continued to harden and develop the environment further from Dencar. We hope you will all be able to take advantage of these updates and further enhancements coming soon. Here goes:

What's new?



Bundles

Can a "bundle" really be new? We have heard from many operators that are just not ready to embrace monthly memberships. Up until this point, we have either tried to convince operators to move into the membership model, or hopefully part ways on friendly terms.

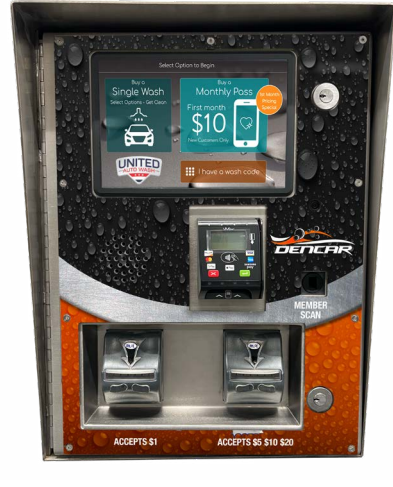
[Read More](#)



VPS Count Up

Our Virtual Pay Station stability, consolidation, and hardening efforts are coming to fruition. We pushed an app update last month and we have updated Site Controller logic nearing release as well.

[Read More](#)



Revive Series

Third time's a charm. Retro door version 1 and retro door version 2 are end of sale. We have optimized version 3, now called the [Revive Series](#), using a common Dencar components platform based on the Eco-13 model where the entire retrofit pay station is built using the same standard as the Dencar pay station lineup.

[Read More](#)



Site Level Memberships

What started as a vision for the Dencar platform is now being fully realized. With the updates coming from the VPS platform, [Site Level Memberships](#) are now ready for prime time. The idea of a site level membership is simple.

[Read More](#)

[Watch Video](#)



Keep your kiosk. Add our technology.

QR Pay Station (Keep your Kiosk, a.k.a. Overpass)

We clearly went through a naming conundrum when coming up with this solution and have finally settled on "QR Pay Station" as our go to market release. The premise of the [QR Pay Station](#) is simple - provide an ultra low cost pay station that includes VIA Guard fraud mitigation and sales agent technology.

[Read More](#)

Did you know?



Network Installation

The network install is becoming less of a question these days because the "why do I need this" question is getting answered more quickly. Most people are seeing the deep integration between point of sale solutions and the Internet. However, old habits die hard so we have some "gotchas" we published about the environment.

[Read More](#)

Dencar Customer Support: Putting the "unattended" in unattended car wash

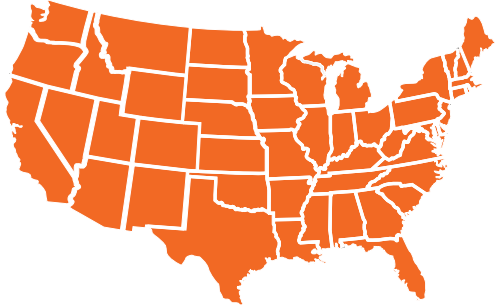
Many of our operators have full time jobs outside of car washing. The idea of taking on customer support for monthly membership customers has been a hurdle to entering the monthly membership space.

[Read More](#)

Installation Training: Making installations easier and faster

Learning doesn't need to be just in time. While we are all familiar with the old adage, "if it weren't for the last minute, nothing would ever get done," this is not the approach we advise when installing a pay station.

[Read More](#)



Where's Dencar?



Come visit us at the [Southwest Car Wash Association](#) show February 25-27 in Fort Worth, Texas.



Come visit us at the [Southeast Petro-Food Marketing Expo](#) March 4-5 in Myrtle Beach, South Carolina



Come visit us at the International Car Wash Association "The Car Wash Show" May 11-13 in Nashville, Tennessee



Come visit us at the [Northeast Regional Car Wash Convention](#) October 5-7 in Atlantic City, New Jersey

Dencar By The Numbers

8

2026 marks 8 years in business for Dencar.

10.2 million

Dencar processed over 10.2 million transactions in 2025.

38%

VIA Guard sales agents deliver an average multi-vehicle family plan rate of 38%.

A closer look behind 38%:



We built [VIA Guard](#) to tempt fraud. Membership codes are easy to share. But getting past VIA Guard at the wash? Not happening. [VIA Guard](#)—our Vehicle Identification Authorization—catches it at the gate, every time.

So what do customers do instead of admitting they tried to game the system? They do the only thing that works: they add the second car.

That's why, across our largest chain-install customers, an average of **38%** of members now have multi-car memberships. *Cha-ching.*

Featured Case Study



Car Wash Express Alpharetta, GA

Robert Greene, the owner of Georgia's Car Wash Express chain, has been in the business since 1998. Known for keen market instincts and staying ahead of trends, he was an early adopter of the membership model, which he brought to his locations nearly 20 years ago. These days, Greene turns to Dencar Technology to help execute his vision for the future.

[Read More](#)