



Sony's CarWash  
**Parts**



Sony's CarWash  
**Equipment**



Sony's CarWash  
**Consulting**



Sony's CarWash  
**Services**



Sony's CarWash  
**College**



Sony's CarWash  
**Signage**



**SONNY'S**<sup>®</sup>  
The CarWash Factory

**Make CarWashing Easy**



Sony's CarWash  
**Controls**



Sony's CarWash  
**Marketing**



Sony's CarWash  
**Backroom**



Sony's CarWash  
**Vacuums**



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**Water**



Sony's CarWash  
**Chemistry**



**Carwash Solutions**  
AUSTRALIA

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# Australian Car Wash Association

## New Investor Panel Session



# New Investor Panel Session

## Matt Hood

**PROPRIETOR  
SMILEY CAR WASH.**



**PERSPECTIVES**



**BUYING AN  
ESTABLISHED  
SITE**

**V S**

**BUILDING  
A NEW  
ONE**



# AGE OF WASH



Everything should be ok, as long as regular ongoing preventive maintenance

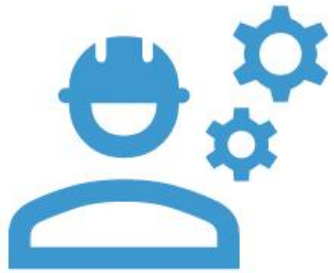


Still some life in equipment



Getting close to needing new equipment

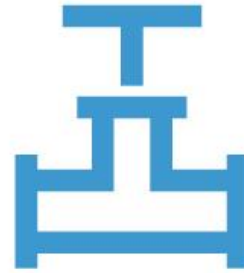
# MAINTENANCE



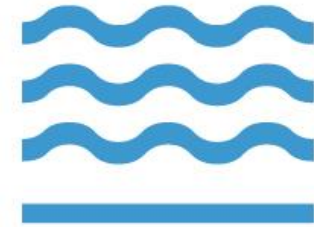
How often has the auto wash been serviced?



How often has the oil in the pumps been changed?



When were the underground pits and tanks last pumped?



Is there water over the floor in the pump room?



# WHAT DOES THE SITE LOOK LIKE?



**RENO  
REQUIRED**



**REBRAND**



**SIGNAGE  
KEEP IT  
SIMPLE**

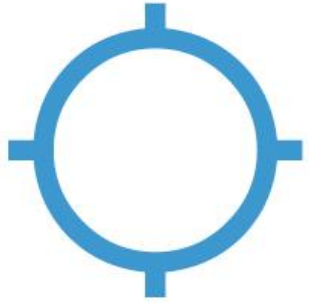


**GARDEN**

# COMPETITION

## COMPETITIVE ANALYSIS

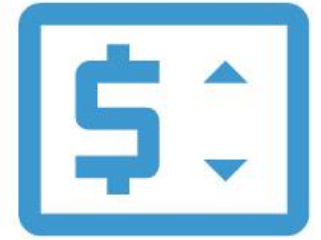
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**PROXIMITY**  
OF CLOSEST CAR WASHES



**CONDITION**  
OF COMPETITOR SITES



**PRICE**  
COMPARISON

# LEASE

BUSINESS ONLY  
PURCHASE

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**01.** How long is the lease?

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**02.** How much is your monthly lease payment?

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**03.** How will the lease payment increase - CPI or fixed percentage rate?

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**04.** If you have a 15-year lease work out how much you will be paying in years 10-15.

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**05.** Have your lawyer look over the current lease to make sure there are no hidden surprises.

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**NEW SITE**

# SITE SELECTION

## LOCATION



- Is traffic count important?
- Corner blocks will give you more bang for your buck.



- Is there residential adjoining the car wash site?

# LAYOUT



- Auto & Self-Serve queueing.
- Floor to ceiling clearance in Auto Bay.
- Vacuum & drying area.



- **Specialized build.**
- **Water Recycling - adds complexity and money to the build with the under ground infrastructure.**
- **Fixed price.**
- **Penalties for not finishing on time.**
- **Hot dip galvanisation - all steel work.**
- **Ceilings in Auto & SS Bays.**



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