



Sony's CarWash
Parts



Sony's CarWash
Equipment



Sony's CarWash
Consulting



Sony's CarWash
Services



Sony's CarWash
College



Sony's CarWash
Signage



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Make CarWashing Easy



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Controls



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Australian Car Wash Association

New Investor Panel Session

WELCOME



New Investor Panel Session

Tracey Michaels

**DIRECTOR AND DESIGNER
TMC BUILDING DESIGN GROUP.**

Let the Debate **RAGE!!!**

To Purchase an Existing Site

-v-

*Building a New One?
That is the question...*



*By Tracey
Michaels*



Introduction

- Show me the MONEY!!!
- Hidden Costs- what are they
- Site Layout Limitations.
- Car Wash Equipment.
- Your loyal or NOT so loyal Customers.
- Car Wash Site Procedures and Processes- Yes you'll need them.
- Conversion of a Self-Serve Wash Bay into an Automatic Wash Bay.



Show Me the Money!!!

DEVELOP NEW SITE:

- More expensive to build from scratch,
- May take 12 – 24 months from the start until you are operational,
- No income and possible loan repayments until operational.



PURCHASE EXISTING SITE:

- Cheaper to purchase or lease an existing site,
- Immediate income stream,
- Good opportunity to rebrand or renovate to increase turnover,
- Short down time for renovations of up to 12 weeks,
- Utilities already connected.

Hidden Costs ☹️

DEVELOP NEW SITE:

- Weather & material delays,
- Material & Labour price rises,
- Trade shortages,
- Construction delays,
- Poor soil conditions,
- Utility connection costs,
- Council Fees and charges.



PURCHASE EXISTING SITE:

- Higher maintenance costs in the building & equipment,
- Higher chance of equipment breakdowns and lost revenue,
- Unknown existing build quality,
- What are the problems that you can't see?

Equipment

DEVELOP NEW SITE:

- New Equipment installed,
- Higher Equipment cost,
- Low chance of breakdowns,
- Need to document & implement a equipment maintenance program.

PURCHASE EXISTING SITE:

- Older aged equipment,
- Possibly costly to maintain,
- More frequent breakdowns,
- May look to replace existing aged equipment,
- May be losing a lot of \$\$'s in wash bay closures.



Customers

DEVELOP NEW SITE:

- Need new customer base,
- Develop a new effective marketing campaign,
- Have a “Grand Opening” event,
- Support local community and sporting groups.

PURCHASE EXISTING SITE:

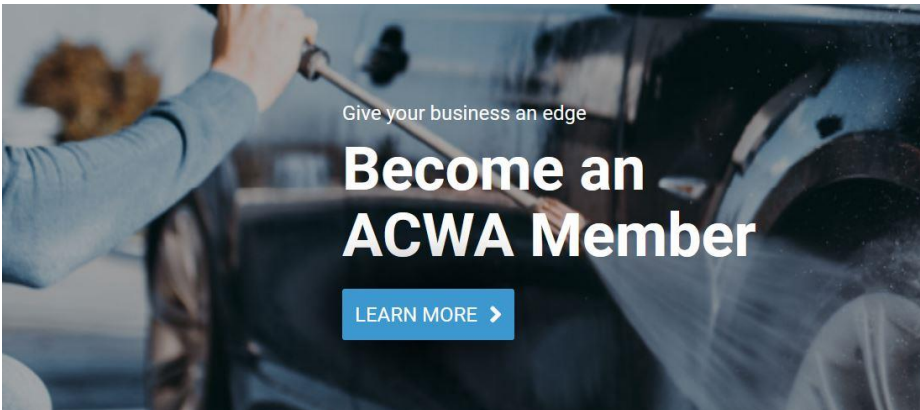
- Existing customers,
- Differentiate yourself from the previous operator,
- Promote that the site is “Under New Management”.



Documenting Processes

DEVELOP NEW SITE:

- Create new systems & operational manuals,
- Develop new work practices and standards,
- Employ and train staff.



PURCHASE EXISTING SITE:

- Access to existing site documentation & systems,
- Negotiate a hand-over period with the existing operator,
- Then improve upon existing systems and work practices to make them suit the way you want to run your business.

Site Layout

DEVELOP NEW SITE:

- Get it right from the start,
- Design to maximise your return on investment,
- Future proof the layout for potential expansion.

PURCHASE EXISTING SITE:

- Limited opportunity to change existing design flaws,
- Possibility that the site will never achieve its full earning potential.



Tips for Existing Site Purchase

- Prior to purchase, request the following documentation:
 - Stamped copy of Town Planning Permit and drawings,
 - Full set of construction documentation- Architectural, Civil, Structural and Hydraulic Engineering,
 - Certificate of Occupancy,
 - Soil Test reports, all other reports.

Before-



After-

Auto Bay Conversion Tips

- Will it fit in the existing Wash Bay?
- Will equipment fit in the Plant Room?
- Existing power and water supply,
- New queuing requirements,
- Are secondary plant upgrades needed?

Before-



During-



After-

Come and visit me at Booth 63
Thank-you for your time.

