



National Carwash Solutions

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Affiliate Companies

Car Wash Technologies – www.carwashtech.com
Pittsburgh | Columbus | Cleveland | Harrisburg

TEC Services – www.thecarwashsource.com
Knoxville | Nashville | Raleigh

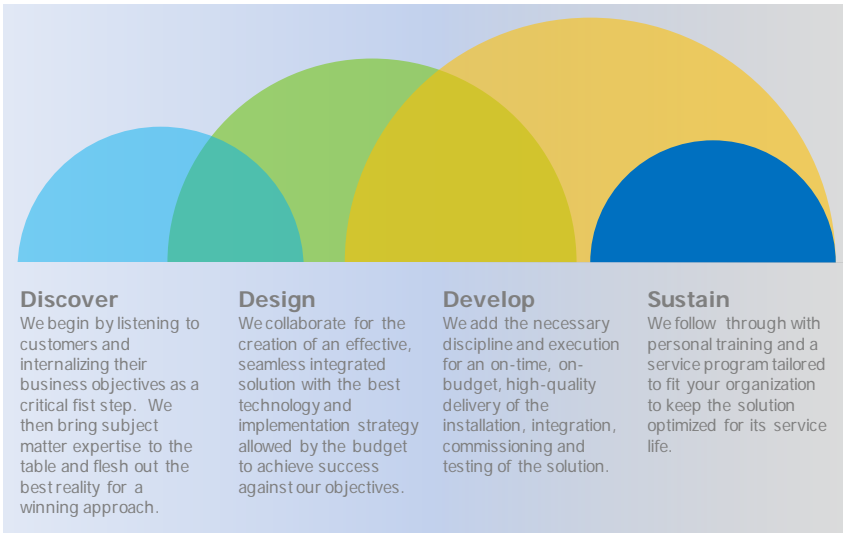


Convert to Mini-Tunnel

Although the mini-tunnel car wash format is a small percentage of the total retail petroleum carwash segment, it has proven to be highly successful for organizations dedicated to maximize the revenue and profit potential of their high volume locations and the Express Exterior Car Wash format, big brother of Mini-Tunnel Express, is coming to your town soon.

- Mini-Tunnel Express clearly excels at elevating the customer experience – look at their volume
- Mini-Tunnel Express delivers significantly better convenience to the customer – just ask their customers
- Mini-Tunnel Express has optimized current technology for superior operational efficiency – cost/car way down
- Mini-Tunnel Express is very scalable, allowing expansion similar to rollovers

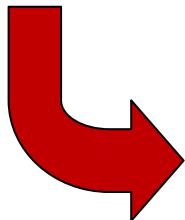
If you don't address the service gap in your trade area, someone else will ... you can count on it ... National Carwash Solutions has a proven design model that delivers successful conversions from one format to another.



IMMEDIATE QUALIFICATION for MINI-TUNNEL EXPRESS

Let's not even waste time discussing a mini-Tunnel unless you are committed to operational excellence!

- **Staff properly** – Full time Manager with staff to cover 80+ hours / week with on call for peak demand days
- **Level One Maintenance** – Daily and weekly Preventive Maintenance and “stop gap” work arounds to stay open
- **PM and Keep Full Chemical Service** – Insures basic quality of service delivery
- **House Keeping** – dedicate resources to retain clean, bright interior
- **Quality** – You will be competing with professional car wash companies; you cannot skimp on equipment or cleaning solutions



QUICK DISCOVERY

1. Do you have the space?
2. Do you have the demand?
3. Do you have the budget?
4. Are you committed to be a “Car Washer”?
5. If “Yes” above, can we achieve your target IRR?

Customers that drive revenue and profitability and need high volume washing should consider Soft Touch Tunnels

PROS

Highest Volume 30-120 cars/hour
Most Convenient
Highest Perceived Value
Highest Revenue Generation

CONS

Moderate COGS
Most Space Required
Some Vehicle Damages
Highest Operational Commitment

Step 1 Re-Image the Brand

Curb Appeal - New Signs, New Paint, New Lights. Your customers need to know that you have changed.

Staff – New Grooming Standard, New Uniforms, New Rules. Your customers need to feel the renewed culture through your staff.

Streamlined Menu – New Value Price Point, New Premium Services - Your customers want both the ability to get a quick, good, basic wash today and premium wash next time.

Wash Experience – New Automation, New Interior (Bright White Paneling and Lights), New Delivery Mode, New Premium OnLine Services. Your customers need to experience a new wash process.

FREE Vacuums – New Free self service vacuums. Your customers will love this “FREE extra” getting thrown into your offering so much that without it, it may not be worth converting.



Step 2 Deliver Convenience

Gotta have convenient payment options - it increases speed of service and encourages premium service sales – need to use upgraded, more feature rich pay heads which accept cash, credit and codes and can drop tokens for FREE Vacuums.

All Site Redemption – for Unlimited Wash Clubs, Gift Cards and promotional codes.

Menu preview while in queue shortens selection time and streamlined menu presentation (packages with minimum options) makes service selection easier and quicker.

Self service menu selection with avoids ordering errors.

Automated service delivery mode eliminates off line manual processes to save time.



Step 3 Engage Technologies for Efficiency

Increase Margins Today and Protect against Future Increases –

- **80% reclaim** and more is available without the wretched stink that scared you away from it in past years. Knowing the cost of water and sewer, you must engage this proven technology.
- These aren't the VFD's from the 90's that weren't reliable and didn't deliver a return. The technology is bullet proof and the savings unreal – **20%-40% when dryers and vacuums are controlled with VFDs.**
- It's not hype, customer after customer is switching over to high pressure, high speed solenoid injection cutting chemical costs by **15%-25% over hydro-minders and meter pumps.**



Step 4 Get Access to Data and Get Help

Management will have the **right tools** and systems in place to successful rollout across multiple units

CCTV over the web puts **eyes on the location from any web device** and remote process management with monitoring systems insures quality, safety and facility security

Performance data available remotely for summary or granular review

Consistent Service Programs from professional aftermarket service companies remove maintenance and repair burden from retail operations

