

GENERAL PLANNING GUIDELINES MULTI-BAY CAR WASH

Information to be considered when planning your Multi-Bay Car Wash. The information presented is for a 4 – 6 bay coin operated car wash. It is based on past customer history and statistical averages gathered by reputable trade publications.

- Lot size – How large? Price? Frontage?

The minimum suggested lot size is 15,000 sq. ft.

The suggested purchase price for the lot is dependent on the number of bays planned. The suggested average is \$18,000 to \$25,000 per bay.

- Building size and design

A bay must be large enough for a customer to easily use your equipment and stay dry. Typically the industry suggests 24 ft. x 15 ft., the clearance height will depend on your typical clientele. Cars and pickups will require minimum 8 – ½ ft, if you intend to include a bay for specialty traffic, the targeted customer vehicle height will have to be considered.

You must also consider where your equipment will be located. It will generally require the same square footage as a wash bay, 350sq. ft. Consider building maintenance when selecting materials, choose those that will retain their look at minimal cost and attention.

- Cost of Construction

The cost of the constructed building shell based to current building codes, averages \$20,000 to \$25,000. The finished cost per bay including equipment is typically \$25,000 to \$30,000 (land not included). These costs would increase due to variables such as, site preparation, local bylaws etc.

- Site access and traffic – What to consider.

Location! Location! Location!

Consider 90% of your business comes from a ten mile radius.

Planners also use an average of 1500 people per bay in the trading and marketing area.

A successful site must be easily accessed and exited from existing traffic patterns. The building should be situated parallel to the street. The bays should be well lit and open to the view of the public. This will make customers feel safer and increase traffic. The car wash must also be conveniently located near good traffic flows such as those generated by shopping malls, supermarkets, and apartment/housing developments.

- Cost of operation

The variable costs will run at an average of 35% of the gross revenue. These costs include, but are not limited to, electricity, heat, water, sewerage, chemicals, building and equipment maintenance & repair, insurance supplies and labour.

The remaining 65% of the gross is available for profits, taxes, debt, reduction, and depreciation. Working closely with a trusted accountant will assure the depreciation variables will work for you. He or she can advise you on the best strategy to adopt, as well as tax benefits available.

- Revenues – we saved the best for last.

In surveys conducted by reputable trade publications, operators report gross income per bay of \$1,200 to \$1,500 per month, depending on location. These numbers do not include gross revenues available from vending machines and coin op vacuums

EASY-KLEEN

PRESSURE SYSTEMS LTD.
INCOME ANALYSIS

MONTHLY WASH INCOME = _____

(# of bays _____ x # of cycles per bay per month _____)
x Avg. cost per cycle _____

MONTHLY VACUUM INCOME = _____

If min. of one vacuum per bay used, assume 10% of total monthly wash income.
Where there is less than one vacuum per bay, adjust income proportionally.

Monthly income _____ x 10%

MONTHLY RELATED VENDING INCOME = _____

Including towels, detergents, air freshners, etc.

Monthly income _____ x10%

MONTHLY MISCELLANEOUS VENDING INCOME =

Monthly income _____ x10%

TOTAL MONTHLY INCOME = _____

Wash income _____ (+) Vacuum income _____ (+) Vending
income _____

SAMPLE COST/REVENUE ANALYSIS

COST OF LAND	
COST OF SITE PREPARATION	
TOTAL LAND COSTS	

BUILDING PLANS	
COST OF CONSTRUCTION	
TOTAL CONSTRUCTION COSTS	

WATER HEATERS	
FLOOR HEAT	
CAR WASH EQUIPMENT PACKAGE	
FOAM BRUSH PACKAGE	
AIR COMPRESSOR	
VACUUMS	
BILL CHANGERS	
VENDING MACHINES	
SIGNAGE	
LIGHTS	
TRASH RECEPTACLES	
TOOLS	
WATER TREATMENT	
TOTAL EQUIPMENT COSTS	

LEGAL COSTS	
ACCOUNTING COSTS	
UTILITY HOOKUPS	
PERMIT COSTS	
APPLICABLE TAXES	
OPERATING CAPITAL	
START UP SUPPLIES	
START UP CHEMICALS	
FREIGHT CHARGES	
ADVERTISING	
MISCELLANEOUS	
TOTAL MISCELLANEOUS COSTS	
TOTAL COSTS	

TOTAL DEVELOPMENT COST PER BAY =

Total cost _____ / _____ bays = _____ per bay

The following variables will affect the amount of customers that your Coin Operated car wash will attract. Although some are beyond an operator's control, they should be considered in your overall long-term plans.

- Availability of Water and Sewerage
- Location, size and readability of business signs, consider your customers are in moving vehicles
- Speed of traffic
- Number of target vehicles passing per day
- Population
- Neighbourhood development
- Tourist traffic
- Income of customer base (mid to lower income preferred)
- Neighborhood demographics
- Business or residents on adjoining lots
- Major employers in the area
- Necessary landscaping or screens
- Lighting
- Security
- Hours of operation
- Configuration of lot in terms of traffic flow
 - Corner lot
 - Stop lights/signs
 - Medians
 - Difficulties during peak traffic hours
 - Restriction of turning during peak traffic hours
 - Number of traffic lanes, turning lanes

MONTHLY EXPENSE ANALYSIS

VARIABLE EXPENSES PER MONTH

Usually estimated at 35% of monthly gross

Labour	
Utilities	
Heating	
Insurance	
Waste removal	
Water	
Sewerage	
Chemicals	
Maintenance	
Security	
Various taxes	
Miscellaneous	
TOTAL	

FIXED EXPENSES PER MONTH

Debt service	
Depreciation	
Miscellaneous	
TOTAL	

SUMMARY

TOTAL INCOME	
LESS VARIABLE EXPENSES	
GROSS PROFIT	
LESS FIXED EXPENSES	
NET BEFORE TAXES	

COIN OPERATED CAR WASH INSTALLATION

Labour

- Mount pump package in equipment room
- Mount center boom in the center of each bay
- Mount coin-box on driver's side in front of each bay
- Mount signs in visible areas
- Connect preassembled wash gun and hose assembly to center boom
- If foam brush option is purchased, mount boom bracket on drivers side 1 ½ feet from ceiling, then bolt boom to the bracket
- Hook up foam brush hose and brush assembly to boom
- Make sure all this equipment is mounted in such a way and with proper material that it can not be pulled off or pried off by vandals
- Mix chemicals in containers and put soap tube into containers

Electrical

- Electrical controls within system are all prewired
- Run power feed to control panel on each pump unit
- Install proper gauge wire for motor size, volts and amp draw
- Connect control size (#16 gauge 8 wire) from each control to each coin box on car wash bay (NOTE: there are 8 terminals all numbered: simply make connections) Test to verify all systems in working order

Plumbing

- Inlet to each pump, unit requires ½" direct feed at max 60 PSI (NOTE: there are two inlets for each pump, one cold water and one hot water)
- Outlet to each pump is 3/8" take flex hose from outlet into ½" galvanized pipe which is plumbed to each center boom. This is done for each plumbing kit
- For foam brush option run 3/8" copper or plastic tubing to foam boom connection on unit
- NOTE: Foam brush unit is mounted on pumping unit frame assembly

COIN OP **Car Wash Information**

Customer Responsibility

1. Hot water is required for a hot water wash. Each pump requires 3 to 4 gpm. Your options are rental or purchase an either fired by oil or propane. Check with your local oil or propane companies. 110 degrees maximum temperature.
2. Should you decide on a floor heat system you should check with your local plumbing heating contractor.
3. A 2 hp air compressor is required for your foam brush system.
4. Electrical hook up should be noted for vacuum, you will install wires underground. Also, you will have to make a cement stand to bolt vacuum onto.
5. Bill changers and coin box size can be provided for insertion of walls.

High Pressure Pump

1. Water hose $\frac{3}{4}$ "
2. Connection on pressure pump
3. 1 hot water line
4. 1 cold water line

Foam Brush

Requires 2 hp compressor

1. $\frac{1}{4}$ " hose air tube from compressor to control panel
2. Water hose $\frac{3}{4}$ " cold/hot this is mounted on pump stand
3. Install $\frac{1}{2}$ " air tube to foam generator

Electrical

1. Run power in to the main box of each pump system. Motors are 5 hp 220 volt 1 phase 24 amps each
2. Wire 8-16 gauge wire connections from pump controls such as hot water solenoid, cold water solenoid, soap wax and foam brush to coin box controls all wires are marked.

HP-Hose Connections

You will be required to supply or our company can supply hoses from your pump system to your booms located in each car each bay they will consist of $\frac{3}{8}$ " high pressure 3000 PSI rating.

SITE EVALUATION SURVEY

Property Costs

Certainly the cost of the property must be considered. Although the self service car wash business generates good income, it does not have the ability to support any property investment, regardless of cost. A conservative formula for calculating the cost of affordable property is 15% of the projected monthly gross income. Example: If the wash is expected to gross \$8,000 monthly, \$1,200 would be an affordable monthly lease payment.

If you are purchasing the property, you should always keep in mind that good commercial property is a finite commodity. The property will probably appreciate in value faster than the wash itself and so you may be justified in buying a more expensive lot, if it is “just perfect”.

Lot Sizing

The following are recommended lot sizes, based on the number of bays the wash is to have. These sizes are not necessarily the least you can get by with. In fact many washers have been built on lots smaller than these. These dimensions do not include any consideration for set-back requirements. Either dimension can be the frontage.

2 bays: 115'x58'
3 bays: 115'x74'
4 bays: 115'x90'
5 bays: 115'x106'
6 bays: 115'x122'
7 bays: 115'x138'
8 bays: 115'x154'
9 bays: 115'x170'
10 bays: 115'x186'