

## DISCOVER THE ADVANTAGE OF ADDING A MARK VII AUTOMATIC CAR WASH

Site Name:  
 Street:  
 City, State, Zip  
 Contact Name:

	<b>Estimated Traffic Count</b>	
<b>24-Hour TDOT Traffic Count</b>	<b>7,500</b>	<b>Min Traffic Capture Rate</b>
		Potential wash purchase by .002 (minimum) of 24-hour estimated traffic count
	<b>Monthly Washes Sold</b>	<b>15</b>
<b>Minimum Potential Washes Sold</b>	455	
<b>Minimum Wash Potential</b>	<b>Wash Sales Breakdown</b>	<b>Ratio</b>
Estimated #1 The Works Wash Package	182	40%
Estimated #2 Ulimitate Wash Package	136	30%
Estimated #3 Super Wash Package	45	10%
Estimated #4 Express Wash Package	91	20%
		<b>Discounted Wash Price</b>
		\$12.00
		\$10.00
		\$8.00
		\$6.00
<b>Minimum Automatic Revenue Potential</b>	<b>Gross Wash Revenues</b>	<b>Monthly Gross Revenue</b>
Average #1 The Works Wash Sales	\$2,182	<b>\$4,454</b>
Average #2 Ultimate Wash Sales	\$1,364	
Average #3 Super Wash Sales	\$364	<b>Monthly Est. Expenses</b>
Average #4 Express Wash Sales	\$545	<b>\$545</b>
	<b>Total Monthly Net Income</b>	<b>Total Yearly Net Income</b>
Monthly Net Income Less Operating Expense	\$3,909	\$46,904

	<b>Estimated Traffic Count</b>	
<b>24-Hour TDOT Traffic Count</b>	<b>7,500</b>	<b>Max Traffic Capture Rate</b>
		Potential wash purchase by .005 (maximum) of 24-hour estimated traffic count
	<b>Monthly Washes Sold</b>	<b>38</b>
<b>Minimum Potential Washes Sold</b>	1,136	
<b>Minimum Wash Potential</b>	<b>Wash Sales Breakdown</b>	<b>Ratio</b>
Estimated #1 The Works Wash Package	455	40%
Estimated #2 Ulimitate Wash Package	341	30%
Estimated #3 Super Wash Package	114	10%
Estimated #4 Express Wash Package	227	20%
		<b>Discounted Wash Price</b>
		\$12.00
		\$10.00
		\$8.00
		\$6.00
<b>Minimum Automatic Revenue Potential</b>	<b>Gross Wash Revenues</b>	<b>Monthly Gross Revenue</b>
Average #1 The Works Wash Sales	\$5,454	<b>\$11,135</b>
Average #2 Ultimate Wash Sales	\$3,409	
Average #3 Super Wash Sales	\$909	<b>Monthly Est. Expenses</b>
Average #4 Express Wash Sales	\$1,364	<b>\$1,364</b>
	<b>Total Monthly Net Income</b>	<b>Total Yearly Net Income</b>
Monthly Net Income Less Operating Expense	\$9,772	\$117,261

The information and data depicted in this worksheet is for illustration purposes only and is merely intended as a guide in site selection. Other unknown variables may

## MARK VII EQUIPMENT

5981 Tennyson Street, Arvada, CO 80003 (corporate)

[www.markvii.net](http://www.markvii.net)



Site Name

Site Address

City, State, Zip

Contact Name:

3 Self-Serve Bays

1 Automatic Bay

### Proforma: Projected Monthly Income & Operating Expense

INCOME	<i>Projected Minimum</i>	<i>Projected Mid-Range</i>	<i>Projected Maximum</i>
* Self-Serve Bay Revenue	\$ 3,000	\$ 3,600	\$ 4,200
* Vacuum Revenue, including Fragrance & Carpet Shampooer	\$ 540	\$ 648	\$ 756
* Vending Revenue	\$ 180	\$ 216	\$ 252
** Touch Free Automatic Bay Revenue (#1)	\$ 5,000	\$ 8,100	\$ 11,200
** Touch Free Automatic Bay Revenue (#2)			
<b>TOTAL MONTHLY PROJECTED INCOME</b>	<b>\$ 8,720</b>	<b>\$ 12,564</b>	<b>\$ 16,408</b>
EXPENSES	<i>Projected Minimum</i>	<i>Projected Mid-Range</i>	<i>Projected Maximum</i>
Electricity	\$ 565	\$ 815	\$ 1,065
Natural Gas	\$ 345	\$ 500	\$ 655
Chemicals (soap, wax, salt, etc.)	\$ 640	\$ 936	\$ 1,232
Water & Sewer	\$ 695	\$ 1,003	\$ 1,310
Trash Collection	\$ 65	\$ 98	\$ 130
Clean-up Labor (Attendant)	\$ 345	\$ 500	\$ 655
Misc Maintenance(parts, repairs, etc)	\$ 260	\$ 375	\$ 490
Vending Supplies	\$ 40	\$ 60	\$ 80
Insurance (prorated)	\$ 310	\$ 310	\$ 310
Property Tax (prorated)	\$ 130	\$ 130	\$ 130
Advertising (prorated)	\$ 40	\$ 60	\$ 80
Personal Property Tax (prorated)	\$ 130	\$ 130	\$ 130
<b>TOTAL MONTHLY PROJECTED EXPENSE</b>	<b>\$ 3,565</b>	<b>\$ 4,916</b>	<b>\$ 6,267</b>
CASH FLOW SUMMARY	<i>Projected Minimum</i>	<i>Projected Mid-Range</i>	<i>Projected Maximum</i>
Total Monthly Projected Income	\$ 8,720	\$ 12,564	\$ 16,408
Total Monthly Projected Expense	\$ (3,565)	\$ (4,916)	\$ (6,267)
<b>TOTAL PROJECTED PROFITS BEFORE DEBT SERVICE*</b>	<b>\$ 5,155</b>	<b>\$ 7,648</b>	<b>\$ 10,141</b>
Total Annual Projected Income	\$ 113,360	\$ 163,332	\$ 213,304
Total Annual Projected Expense	\$ (46,345)	\$ (63,908)	\$ (81,471)
<b>TOTAL ANNUAL PROJECTED PROFIT BEFORE DEBT SERVICE</b>	<b>\$ 67,015</b>	<b>\$ 99,424</b>	<b>\$ 131,833</b>

\*One month = 4 weeks of 7 days/week; one year = 13 4-week periods.