



# THE COMTEC **Investment**

Transform Water Into A Lucrative Business

This Informational Brochure was created and distributed by:

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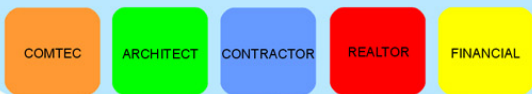
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## BUILDING BLOCKS

There are many different processes and elements involved in building a carwash. But you'll feel secure working with Comtec's interface of architectural, construction, financial and real estate professionals.

### Your Team



You will have the control of choosing the team of professionals that will work with you throughout this entire process.

That team will consist of the following professionals:

- Comtec - to help you choose the best equipment for your carwash.
- Your architect, who will help you design the ideal size and style of carwash and work it all within your set budget.
- Your construction engineer, who will work with you to construct plans for your building and determine the local building codes and the necessary utility requirements and permits.
- Your real estate agent, will help you to locate and purchase the appropriate property with the correct zoning.
- Your financial professional will assist you with preparing a business plan and putting together all of the pertinent documentation to submit to the bank for financing of your project.

We bring all of the professional team members to the table for you, at no additional cost. This will be your team, working directly for you, to help you design and build the carwash of your dreams.



\* This time-line is merely a guide to show each team member's basic responsibilities and schedule. Your particular time-line may change based upon your particular carwash needs and the unique responsibilities that may be required.



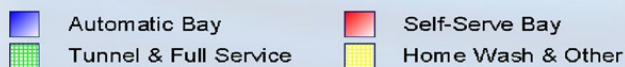
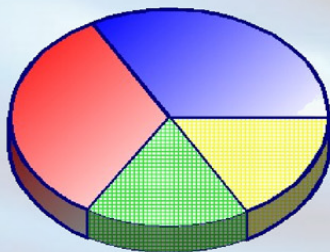
## EQUIPMENT SELECTION INTERFACE

Choosing the right equipment is a very important issue for us here at Comtec. Our philosophy is to offer equipment pieces with the best performance quality and efficiency for your carwash so that your wash will run smoothly and be as trouble free as possible.

Comtec does not believe in using just one manufacturer for your entire carwash equipment order, like some of our competitors. Because we believe that although some manufacturers offer some great pieces of equipment, not all of their equipment may be as reliable. So we pick and choose based upon our twenty-plus years of experience working with many different key pieces of equipment from a variety of manufacturers.

An average carwash in our marketplace today will consist of approximately four self-serve bays, and one or two automatic bays. By offering your customers an automatic bay as well as the self-serve bays, you will attract a greater portion of the carwash market.

## **CARWASH USAGE**



Since approximately two-thirds of all residents who wash their cars will use their neighborhood carwash, we feel it is an important issue for any potential owner to choose the best equipment, that does the best cleaning job. Most carwash users will go to their local investor owned carwash because they can count on getting their car cleaner than at their local gas/convenience store carwash.

Throughout the Rocky Mountain area, a touch-less automatic is the most widely desired choice. These units use a touch-free high pressure spray to clean the car, instead of touching the car's surface with brushes. We offer both types of automatics, but our belief is in the touch-less because of the minimum stress on the cars paint and finish.

There are many manufacturers and brands of automatic carwashes, and it may be a little overwhelming to have to decide on just one machine. But first, you must decide what you would like out of a carwash, a "wish list" of sorts. Bring your ideas to us so that we can help you match up your list with the machines that are currently on the market.

Your automatic choice is only the first of many pieces of equipment you will need for your wash. We have the expertise to help you choose the appropriate equipment pieces for your carwash size, market and location.

Since Comtec's beginning, we've always believed in Customer Service as a key element to our success. So we've promised to be there for our customers, when they need us. That's why our Service Technicians are available, Monday through Friday from 8:00 a.m. to 5:00 p.m.

But of course, we realize that this is the "real world", and carwash problems don't always happen on a schedule, so we've also established a 24 hour, 7 day a week voice mail system that is digitally monitored. Once a customer leaves us a voice mail message after hours, the system will automatically page the Service Technician on duty.

You can feel confident that Comtec will not only supply and install your equipment, but that we are also available to you after you open your carwash, so that if you do experience any problems - we will be just a phone call away.



## ARCHITECTURAL INTERFACE

An architect performs the task of many professionals, including designer, artist, project manager, and construction supervisor.

Your architect will be responsible for the overall design of your carwash and for the way the building relates to the surrounding environment.

It takes a great deal of talent and precision to create a carwash design that will blend your needs and wishes, utilize the building materials available specifically in the area, blend your design seamlessly with the surrounding hardscape and landscape, all while keeping within your financial realities.

At Comtec, we also feel it is very important to work with an architect that understands specifically how a carwash design needs to work. Because the overall layout of your carwash design will ensure the most efficient set-up and eliminate any major mechanical problems.

The architects that Comtec works with are licensed in over 20 states, and most have many years experience specifically designing carwashes.

Your architect will also serve as a coordinator on your project to ensure that all aspects of the structure blend together to form a pleasing relationship. This coordinating will also include working together with you, the contractor, and a multitude of engineering firms that may also be working on your carwash project.

Your architect will work for you throughout the project construction to ensure that all drawings and details are adhered to.

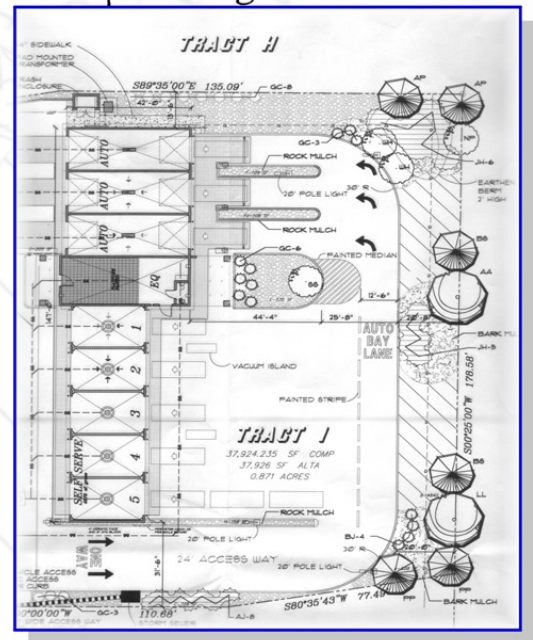
They will also be responsible for periodic meetings with the city for review of the plans, and make any required changes that the city may request. The city will occasionally require certain landscaping features, or certain

lighting and noise restriction requirements based upon the city and county that you are building in.

Your architect will take these requirements and make any necessary revisions to your carwash drawings.

Since we know that the architect will play such an integral part in your carwash project, we will help you to choose one wisely.

\*Example Drawing





## CONSTRUCTION INTERFACE

Your architect and your contractor will be working very closely together to ensure that your carwash is built to your specifications.

As we've mentioned before, Comtec feels it is extremely important work with professionals who have specific carwash experience. This is true not only for the architect you choose, but the contractor as well.

Our contractors have over 20 years of combined experience and have constructed over 300 carwashes, and are steadfast and dependable.

Your contractor will be responsible for getting the appropriate sub-contracted professionals on your job to build and detail your carwash exactly to the architect's specifications.

Once your project has broken ground, you will see your vacant piece of ground become a very busy construction site seemingly overnight. All types of construction equipment, dirt movers, diggers, block and brick layers, landscaping professionals, plumbing and electrical technicians, building inspectors, and of course, the architect, will all be coming and going on a daily basis.

Your contractor is responsible for scheduling and coordinating on a daily basis, everyone that shows up on your project site location.

Your contractor will also pull the necessary permits for your job and will periodically meet with the rest of your team to keep everything moving along smoothly.

In each case, your carwash will be designed specifically for you by your architect. However, certain specifications are standard, such as the size of your carwash bays, which will be as follows.

### \* Self-Serve Bay Size

- 16 Feet Wide
- 25 Feet Long

### \* Automatic Bay Size

- 16 Feet Wide
- 38 to 42 Feet Long

### \* Equipment Room

- 12 to 18 Feet Wide
- 25 to 40 Feet Long

## FAQ's

**Q: How much is a "water tap" for my carwash location?**

**A: The price will vary depending what city your carwash is located in, but can range anywhere from \$9,000 up to as high as \$400,000.**

**Q: What size is the average equipment room?**

**A: 40' x 16' is standard for an average 4 Self-Serve bay, with 2 Automatic bay carwash.**

**Q: Why is it better to build a new carwash, rather than buy an existing carwash?**

**A: Generally the price you may pay for an existing carwash is comparable to building a new facility. With an existing carwash you may also be taking on any problems the previous owner had but didn't take care of, and modernizing an older carwash is extremely expensive and difficult.**

**Q: How fast do the drainage pits in the bays fill up, and how will I empty them?**

**A: The pits in each bay hold approximately 400 gallons, and the pit pre-sewer holds approximately 1,500 gallons. The pits will need to be pumped out every 3-4 months. Pump trucks can be called and scheduled as needed.**



## LOAN ASSISTANCE

Our streamlined financial contacts will assist you with the preparation of a professional business plan.

Your business plan will allow you to properly begin negotiations with financial institutions in order to obtain financing for your carwash and will include the following:



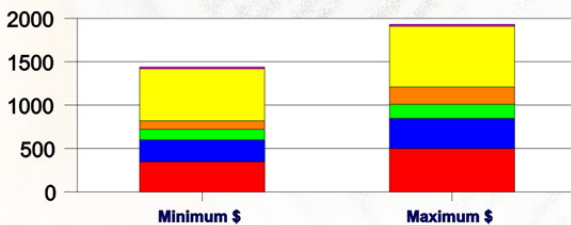
The business plan may also include supporting documents such as Management Resumes, Demographics, Hard Cost Contracts, Facility & Equipment Analysis, and any other pertinent documentation.

Once you have all the documentation required, you will begin searching for a financial institution that can help you with your business loan. Over the years, we have worked with a variety of high-profile financial institutions and would be happy to match you with one that would have the ability to meet all of your financial needs.

## Estimated Building Costs

(Typical 4+2 Bay - in Thousands of \$)

- |   |   |
|---|---|
| <span style="color: magenta;">■</span> ARCHITECT    | <span style="color: green;">■</span> SELF-SERVE BAY |
| <span style="color: yellow;">■</span> BUILDING      | <span style="color: blue;">■</span> AUTO BAY        |
| <span style="color: orange;">■</span> MISCELLANEOUS | <span style="color: red;">■</span> LAND             |



Our financial contacts may also have the ability to assist our customers with finding the most competitive financing options. This may allow you to be pre-qualified, and introduce you to the rates and terms you can expect.

In the "Building Costs" chart we used a typical sized carwash as an example. With 4 self-serve bays and 2 automatic bays (the equipment room must also be included as an extra bay) this chart will give you an idea of what size of financial investment will be required of you.

The costs estimated in this chart include all electrical, plumbing and site work. The architect costs include stamped plans including all mechanical, electrical and structural, but do not include any civil engineering or surveying report costs.

If you would like to figure your own estimates based on a different size of carwash, the breakdown is as follows. (Remember to include the equipment room as a bay.)

Land -	\$350,000 to \$500,000
Building -	\$85,000 to \$100,000 (per bay)
Equipment -	
Automatic	\$125,000 to \$175,000 (per bay)
Self-Serve	\$30,000 to \$40,000 (per bay)
Architecture -	\$2,500 to \$3,500 (per bay)
(remember to include the equipment room as a bay)	

There will be additional costs that arise which are not included here because they will vary depending on where your carwash site is located, such as water and sewer tap costs. Or additional equipment that may be required by the city of your specific site location, such as a water reclaim system.

Keep in mind that all carwash projects have great variables, and the charts created here are only to be used as a reference.



## REAL ESTATE INTERFACE

One of the most important decisions you will need to make before you begin your carwash project, is where you will build.

You'll need the right piece of property, and our "on staff" Site Location expert is ready to assist you with finding the perfect location and price range. And the best part, is that we've already done the footwork on each piece of land that we locate to ensure that it is properly zoned for your carwash business.

Once you find the perfect location, we have Real Estate professionals available to assist you throughout the closing process.

Or if you prefer, you may bring in your own Real Estate agent, but be sure that your realtor has previous experience closing land for carwashes.

There are many contracting dates that must be met during a carwash property closing, and an inexperienced realtor may cause you to breach contract, or cause you to lose your soft/earnest money. So remember to use a realtor that works for you - not for the seller.

To help you make an informed decision about your ideal site location, we can create specific customized demographic and proforma reports.

These reports will show you the specific population and household information for the exact location where you are planning to build. This crucial information will assist you with your decision about what size of lot to purchase, and what size carwash to build in order to receive the best financial return on your investment.

*Before choosing a location, there are a few things to consider.*

- ✓ *Are there any existing carwashes in the area surrounding your desired location? If so, how many? What size? It will benefit you to do a little research and find out who your competition will be.*
- ✓ *Corporate anchors are always a positive feature. Any extra traffic flow will help your business as well.*
- ✓ *Concentrate on site locations with visibility. Never more than one block off of a main road, and view within 500 feet from the main road.*
- ✓ *Existing homes, condominiums or apartment buildings are most crucial to your success. Surrounding households have cars, and they will need a close and convenient carwash location.*

At Least  
.5 Acres  
21780 Sq Ft



3 + 1 BAY

At Least  
.6 Acres  
26136 Sq Ft



4 + 1 BAY

At Least  
.7 Acres  
30492 Sq Ft



4 + 2 BAY

At Least  
1.0 Acres  
43560 Sq Ft



5 + 2 BAY