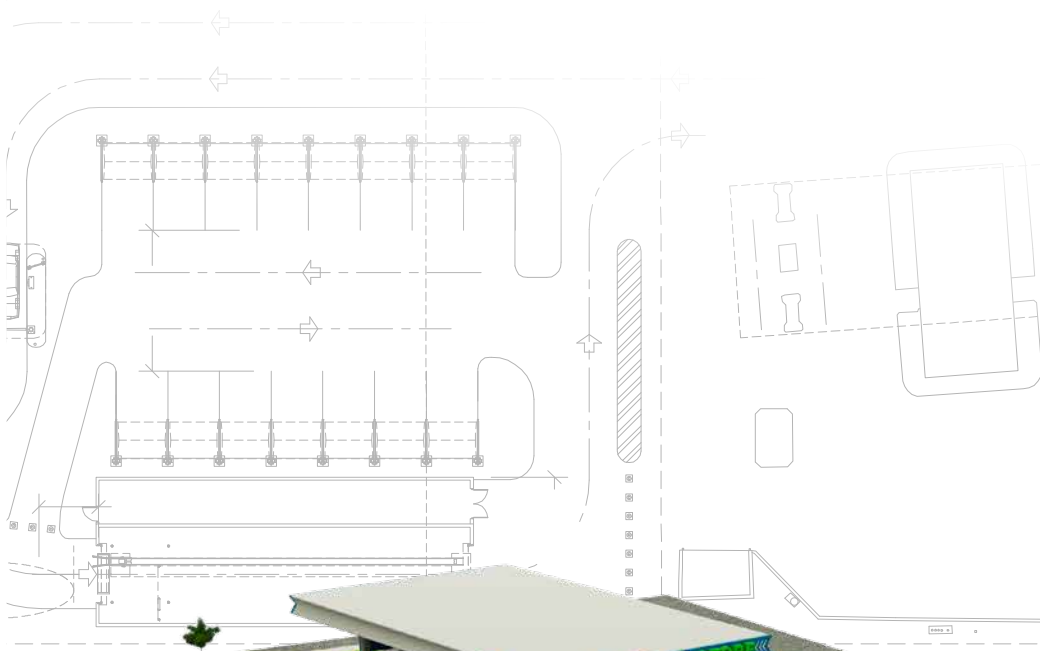


SITE LAYOUTS



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CONFIDENCE**

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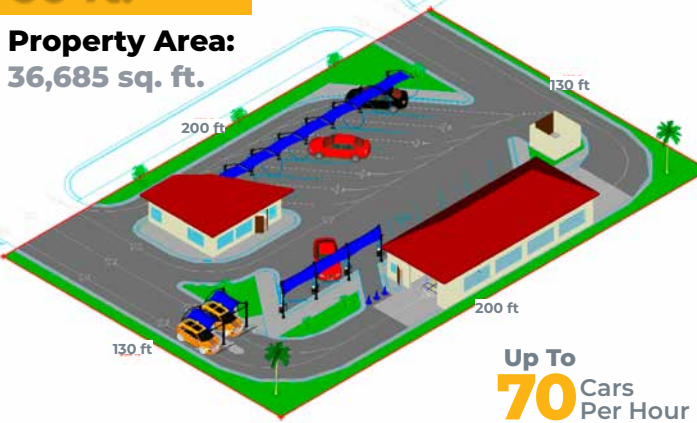




SITE LAYOUTS

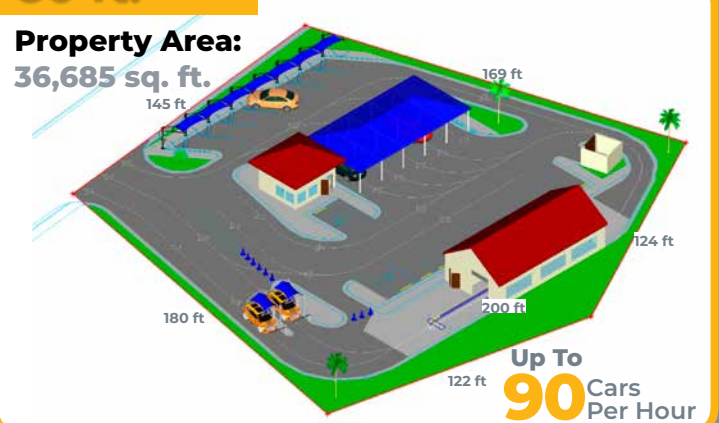
Express 60 ft.

Property Area:
36,685 sq. ft.



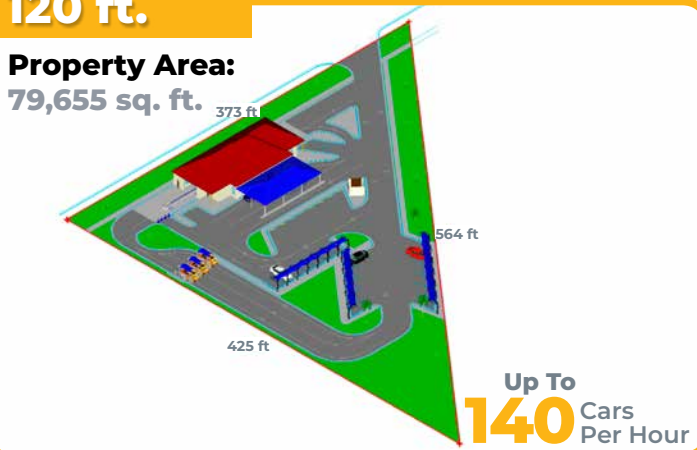
Express 80 ft.

Property Area:
36,685 sq. ft.



Express 120 ft.

Property Area:
79,655 sq. ft.



Express 130 ft.

Property Area:
48,560 sq. ft.



Watch new case studies online and
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Sample **Flex-Serve** Layouts

Start Your Planning at SonnysDirect.com

As with an Express Exterior, customers can select higher wash packages at the automated attendant, with tire shining, wheel cleaning, total shine, and other extra exterior services delivered by equipment online. Since there is no labor variable, the wash can remain open even when the weather is not ideal and remain open for a greater number of hours. Increased hours of operation, shorter wait times, and lower price points have proven to increase customer wash frequency and spread the volume more evenly throughout the week.

Unlike Express, where the customer has no interior option, with Flex the customer can exit directly or add quick interior and exterior services, requiring 15 minutes or less to complete. If space permits, additional detailing options can be offered that require additional time. This is not the same as Full Serve where the object is to get every customer to purchase as many extra services as possible. A properly executed Flex-Serve carefully manages and adjusts aftercare service pricing to maintain a controlled flow through the property and allocates labor where the margin makes sense. There are differing opinions as to the exact mix and ratio, but a good rule of thumb to start your planning with is that you want 30% of all exterior customers to purchase aftercare services with 25% or less of gross revenue going to labor costs.

Flex-Serve

Car Wash

Definition:

Flex-Service washing is the combination of Express Exterior and Full-Service interior offerings on one property. The most popular layout utilizes an automated attendant offering affordable express wash packages, as well as interior and express detailing options. All customers stay in the car during the wash. Express customers directly exit the wash, often routed past free or vended vacuum islands. Full-Service customers pull into an aftercare area, exit the vehicle, and wait while attendants vacuum the car, clean the windows, and perform any other express detailing services the customer has selected. This style attracts a broader customer base than either express only or full serve.

Considerations:

The Flex-Serve location style combats customer sharing by offering multiple specialties or services on the same property. When executed correctly, it can offer a diverse population of customers with different preferences, a wash where they feel in control of both the time and money they are investing to get a clean car.



SITE LAYOUTS

Car Wash Tunnel Systems

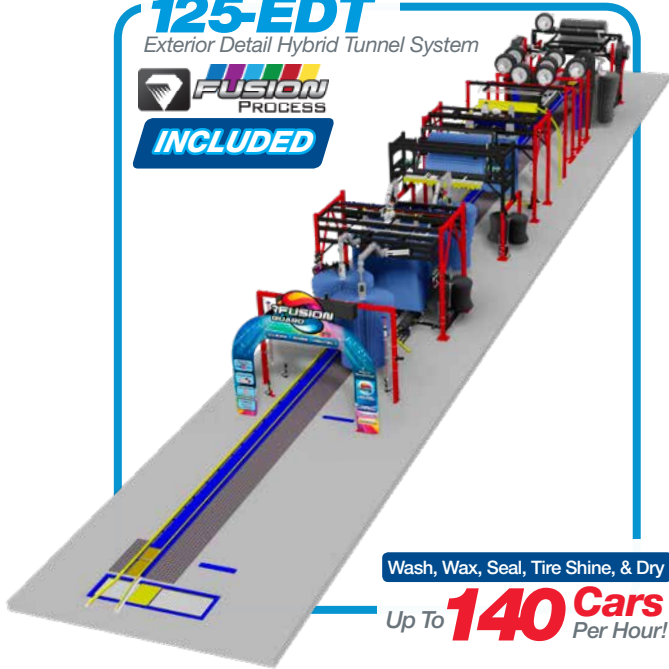
SONNY'S

125-EDT

Exterior Detail Hybrid Tunnel System



INCLUDED



Wash, Wax, Seal, Tire Shine, & Dry

Up To **140 Cars**
Per Hour!

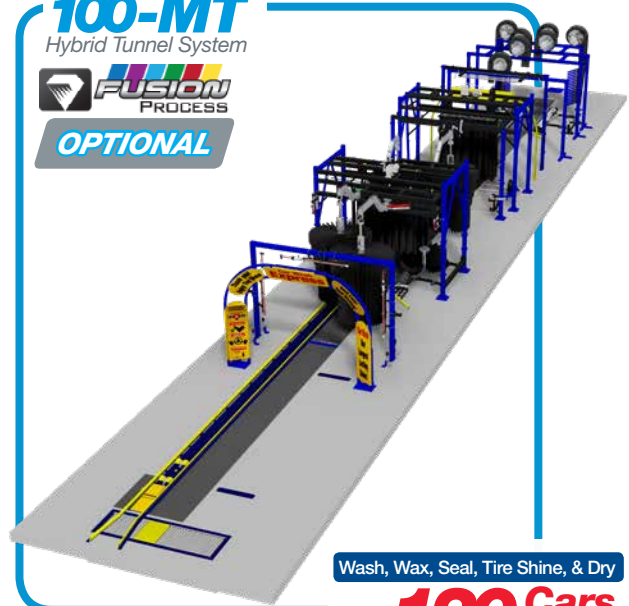
SONNY'S

100-MT

Hybrid Tunnel System



OPTIONAL



Wash, Wax, Seal, Tire Shine, & Dry

Up To **120 Cars**
Per Hour!

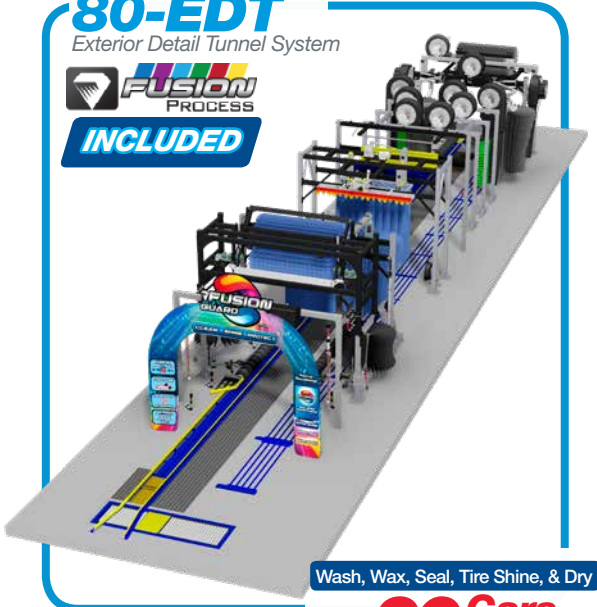
SONNY'S

80-EDT

Exterior Detail Tunnel System



INCLUDED



Wash, Wax, Seal, Tire Shine, & Dry

Up To **90 Cars**
Per Hour!

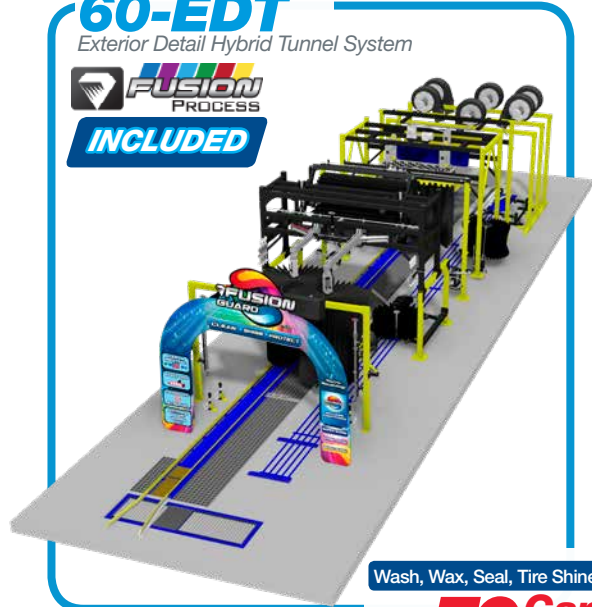
SONNY'S

60-EDT

Exterior Detail Hybrid Tunnel System



INCLUDED



Wash, Wax, Seal, Tire Shine, & Dry

Up To **70 Cars**
Per Hour!

Xtreme Tunnel Systems

SONNY'S

50-XTB

Xtreme Hybrid Tunnel System



INCLUDED



Wash, Wax, Seal, Tire Shine, & Dry

Up To **60 Cars** Per Hour!

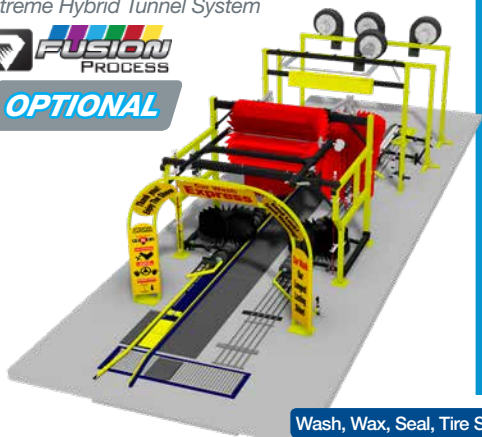
SONNY'S

43-XTB

Xtreme Hybrid Tunnel System



OPTIONAL



Wash, Wax, Seal, Tire Shine, & Dry

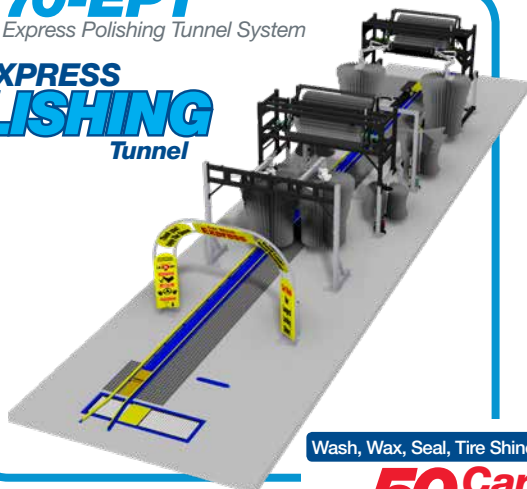
Up To **50 Cars** Per Hour!

SONNY'S

70-EPT

Express Polishing Tunnel System

**EXPRESS
POLISHING
Tunnel**



Wash, Wax, Seal, Tire Shine, & Dry

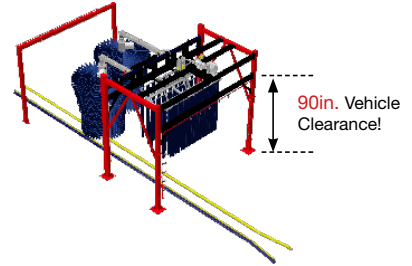
Up To **50 Cars** Per Hour!

Fleet-o-Matic Tunnel Systems

Drive Through Car Washes with Electric Drive

FOM 300D 3-Touch Drive Through

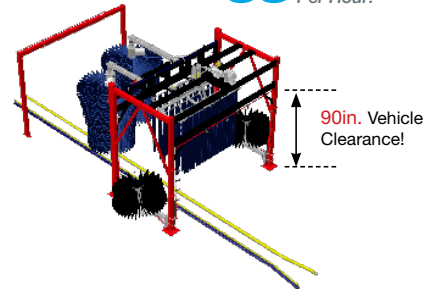
High Volume, Up To **55 Cars** Per Hour!



90in. Vehicle Clearance!

FOM 500D 5-Touch Drive Through

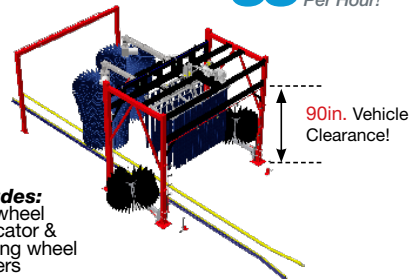
High Volume, Up To **55 Cars** Per Hour!



90in. Vehicle Clearance!

FOM 700D 5-Touch Drive Through

High Volume, Up To **55 Cars** Per Hour!

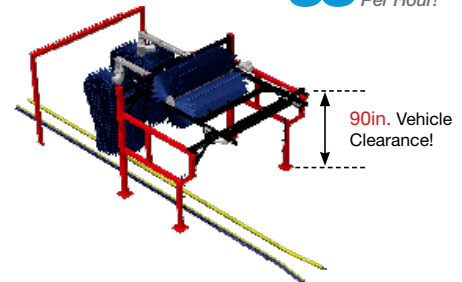


90in. Vehicle Clearance!

Includes:
CTA wheel applicator & pivoting wheel blasters

FOM 300TB 3-Touch w/ Top Brush

High Volume, Up To **55 Cars** Per Hour!



90in. Vehicle Clearance!



SITE LAYOUTS

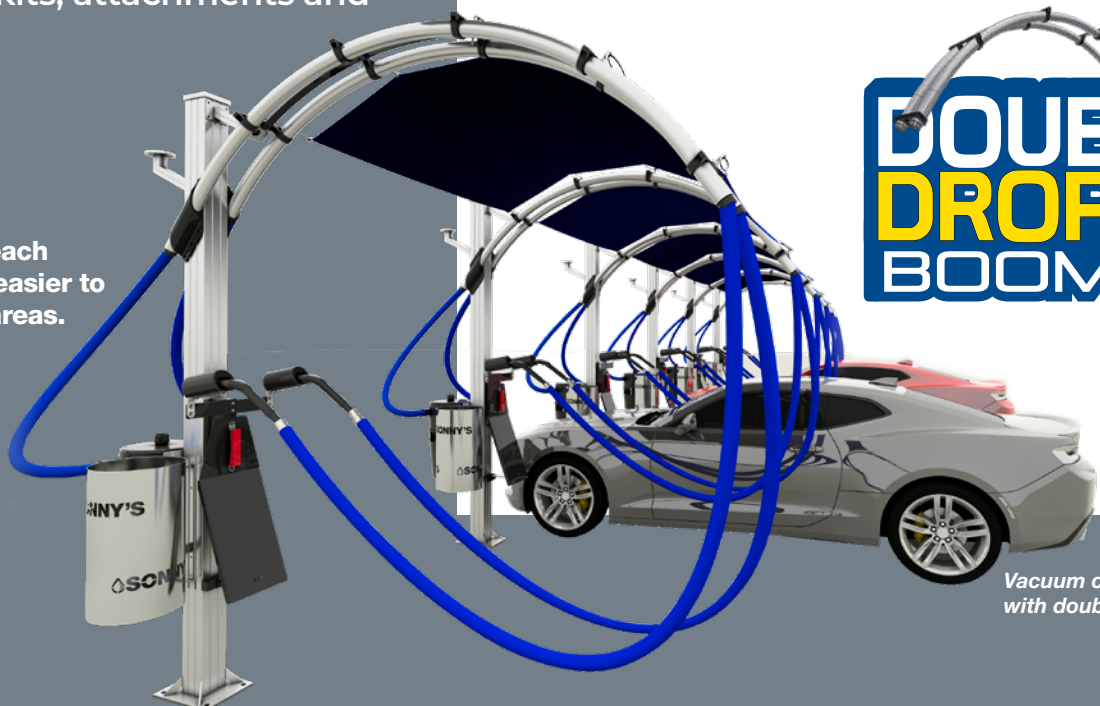
Sonny's Vacuum

Canopy Systems

Overview:

SONNY'S Vacuum Canopy is the perfect solution to all your vacuuming needs. It's simple design allows for easy installation and maintenance. Customers will have easy access to your vacuum stations and will be sheltered from harsh elements. The boom design keeps hoses securely off the ground providing better access to both sides of the vehicle and reducing wear and tear. Choose from different boom styles, canopy colors, drop kits, attachments and piping.

Longer boom reach makes it even easier to vacuum cargo areas.



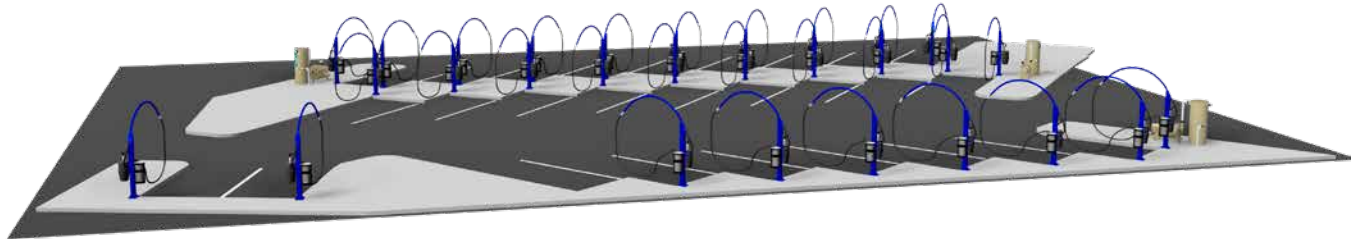
*Vacuum canopy shown
with double boom style*

VacuumLayouts

28 Vacuum Post Boom Layout

10 Drop: Requires **25HP** Turbine,
Motor & Silencer Set Up

2 - 9 Drop: Requires **25HP** Turbine,
Motor & Silencer Set Up

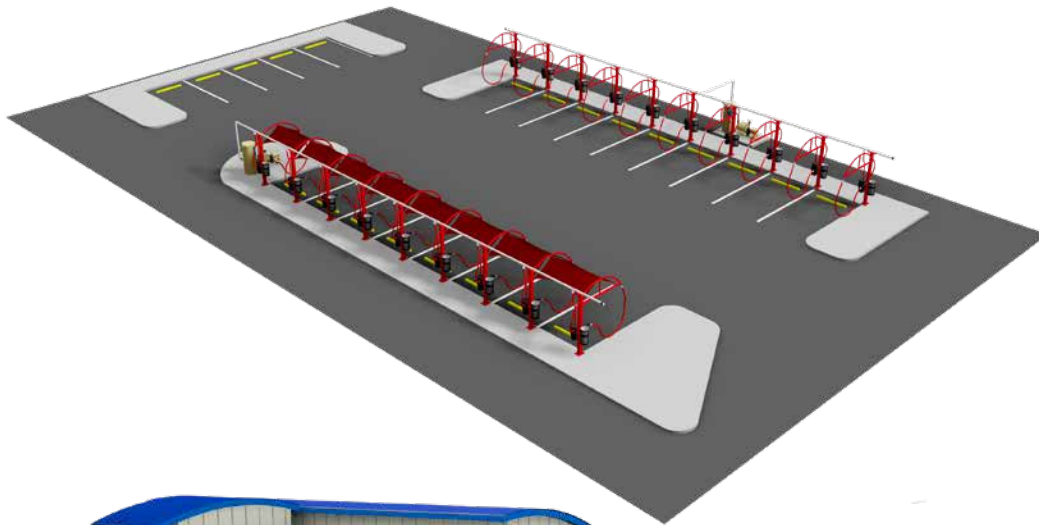


19 Vacuum Boom Layout

Optional Canopy

10 Drop: Requires **25HP** Turbine,
Motor & Silencer Set Up

9 Drop: Requires **25HP** Turbine,
Motor & Silencer Set Up





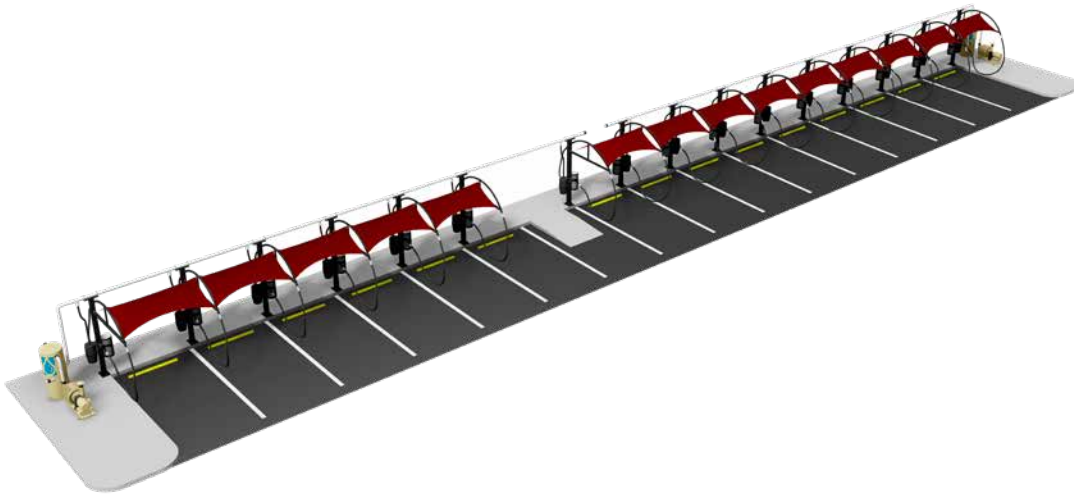
SITE LAYOUTS

16 Vacuum Boom Layout

Optional Canopy

7 Drop: Requires **15HP** Turbine,
Motor & Silencer Set Up

9 Drop: Requires **25HP** Turbine,
Motor & Silencer Set Up

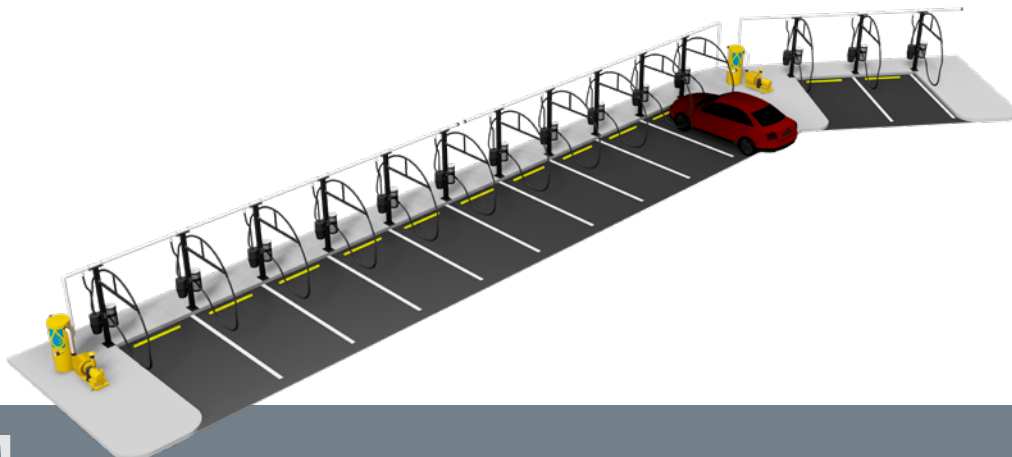


14 Vacuum Boom Layout

Optional Canopy

6 Drop: Requires **25HP** Turbine,
Motor & Silencer Set Up

8 Drop: Requires **10HP** Turbine,
Motor & Silencer Set Up

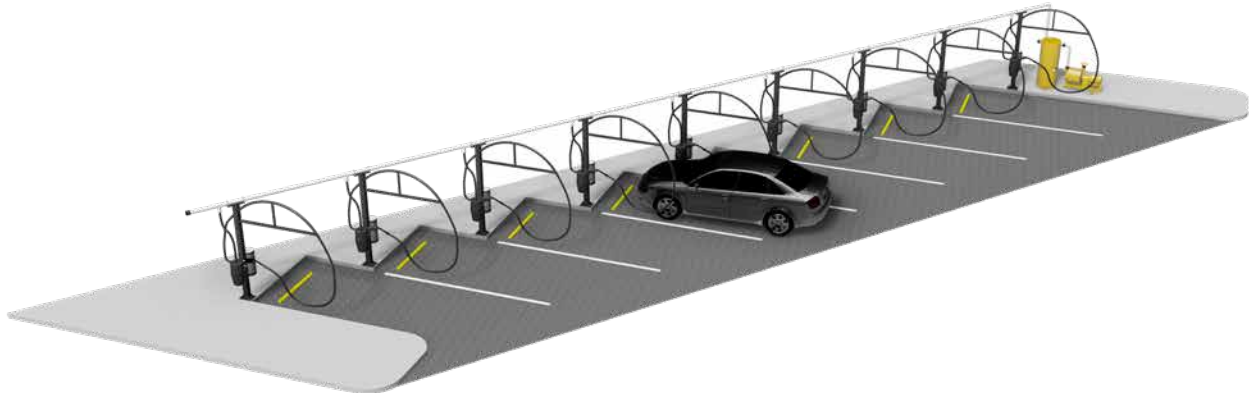


VacuumLayouts

9 Vacuum Boom Layout

Optional Canopy

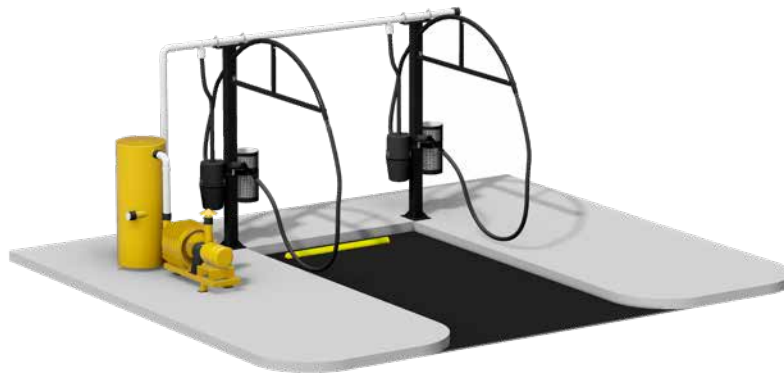
9 Drop: Requires **25HP** Turbine,
Motor & Silencer Set Up



2 Vacuum Boom Layout

Optional Canopy

2 Drop: Requires **10HP** Turbine,
Motor & Silencer Set Up



Let there be **light!**

*Linear LED design
for uniform lighting*



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The Tunnel Experts™



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