



AUTO DEALERS

INVESTOR GUIDE, CAR WASH PROFIT CENTER

Make CarWashing Easy

www.SonnysDirect.com | Call 1.800.327.8723



OUR BUSINESS GROWS YOURS.

INCREASE GROSS PROFITS.

Auto Dealers are tremendous entrepreneurs who adapt to compete and take care of their customers and the bottom line. With the right car wash equipment and process in place, your car wash program can be a center for profit, not cost. This can happen quickly and successfully.



Solution to Unique Challenges

We know Auto Dealers face the unique challenge of having to wash a large number of cars in a few hour crunch time of the day. From service vehicles to lot vehicles, the demand is endless. A tunnel car wash gives Auto Dealers the ability to clean 100 cars in 1 hour or less. Far better than having a system like an in-bay that generates a bottleneck in the washing and detailing department. Your staff, your customers, and your wallet will be happier.



Minimize Labor, Increase Satisfaction

Today, finding labor is a struggle, we hear you loud and clear. A tunnel car wash is not only the fastest, safest, and most efficient method of washing vehicles, it can also operate automatically with minimal labor. Add a conveyor to the wash and consistency and throughput will increase and your cost-per-car washed will be incredibly efficient.

- Cut Labor Expenses
- Boost Customer Satisfaction Index (CSI)
- Increase Throughput
- Create Profit Center
- Improve Wash Quality
- Add Value to Buying Experience with Unlimited Monthly Wash
- Subscriptions and Bundle Marketing

Conveyorized Tunnel Washes are used by Auto Dealerships Worldwide!
Wash 50 to 120 cars per hour

DRIVE BUSINESS TO YOUR DEALERSHIP

OPTION

Auto Dealer RETAIL Conveyorized Car Wash:

01

Stand-Alone Profit Center

A tunnel is a perfect complement to your dealership experience and a huge money-maker on its own! As a retail wash, you not only bring your customers back to the dealership but you also attract new customers to your property. With monthly wash subscriptions or bundle marketing promotions with the service and sales departments, you will drive loyalty and repeat business. This option usually features express exterior wash equipment, free vacuums, automated pay station, and a gated entry.

OPTION

Auto Dealer SERVICE Conveyorized Car Wash:

02

High Volume, Cost Efficient

In as little as 40ft, a mini tunnel is labor-efficient and produces more than 50 clean, dry and shiny cars in under an hour. Rather than having to hire a large staff for a few hours a day, this system smooths out the peaks of the high-volume time of the day with limited staff needs. Manage your labor, operation costs and maximize your capacity.

OPTION

Auto Dealer DRIVE-THRU Car Wash:

03

On Demand, Professional Wash

A drive-thru car wash is activated by a driver entering the wash and driving the vehicle through the wash. A drive-thru is a cost-efficient way to clean a large volume of fleet vehicles on a regular basis and improve customer satisfaction ratings. Recommended use for trained staff and not suggested for unattended, general public use. Just a cost effective way to wash a lot of cars.



PROFIT BUILDER
BUFF UP CUSTOMER CONNECTION & RETENTION



REACH
 Reach a bigger audience.



CONNECT
 Connect with customers more often.



CONVERT
 Convert customers faster with high-quality connection.

Set Yourself Up For
Success

Ongoing Revenue

Sales Teams negotiate an extra \$500 with customers, why not make an (easy) extra \$500 per customer net profit with the addition of a car wash? By adding a tunnel wash and selling unlimited monthly subscriptions to your offering, you can reap the benefits of an ongoing revenue producing profit center.

Profit Potential

Who doesn't love a clean car? A car wash is a proven way to improve customer satisfaction. It creates retention, fuels loyalty, and adds value. It gets a customer to look past the perception of a dealer being too pricey or too inconvenient for other service related needs.

Keep them Coming Back

A Cox Automotive study showed that service is directly tied to new-car sales. Customers who use a dealer's service department are twice as likely to shop that dealer for a new car compared to customers that get their vehicles services elsewhere. Get your customers coming back and keep them for a longer run.

It's Not Risky Business

Sonny's CarWash Services assists investors in setting best practices for staffing and wash practices, as well as, service.



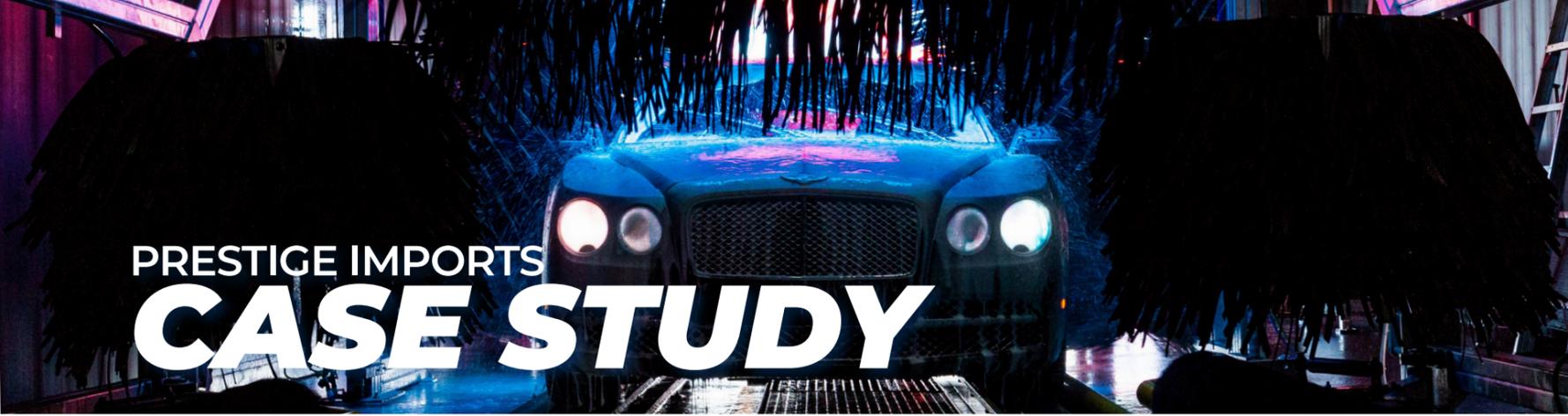
THE CAR WASH DIFFERENCE

Car owners need four things: gas, maintenance, repair and cleaning. With a car wash and service center, you fulfill 75% of needs. Plus, a car wash is a good value in providing another touchpoint with customers.



Prestige Motorcars, Miami, FL. Founded in 1978. Prestige is a pioneer in importing and providing Luxury and Exotic European cars to the residents of South Florida. Always on the cutting edge of technical automotive developments, CEO Brett David is always looking for ways to offer new and unique ways of providing unrivaled customer service. Brett felt a professional level car wash could play a large role in extending the celebratory atmosphere created from the Lamborghinis and other luxury brands his customer's prefer.

OPTION 1
STAND-ALONE PROFIT CENTER | AUTO DEALER
 RETAIL CONVEYORIZED CAR WASH



PRESTIGE IMPORTS
CASE STUDY

- Location **NORTH MIAMI, FL.**
- Business **AUTO DEALER**
- Car Wash **EDT 80FT EXPRESS EXTERIOR**
- Operational **1 YEAR**

Challenge

Adjoining the Prestige Imports Auto Dealership was a multi-use retail property consisting of a gas/c-store, an older full-service car wash, and a restaurant. Prestige CEO, Brett David, bought the property with the idea of integrating the car wash with the dealership for an additional customer service touchpoint. He also wanted to open to the general public as a supplementary revenue stream.

Solution

Brett's due diligence led him to Sonny's The CarWash Factory. He met Scott Collette (Sonny's representative in South Florida) along with several members of the Sonny's design, engineering and manufacturing team. Although the car wash and dealership are located on different properties, Brett wanted the wash experience to feel like an extension of his dealership. Sonny's made the recommendation to update the existing wash to a modern Flex configuration with an Express Exterior Tunnel, Free Vacuums, Monthly Unlimited Wash Club Plans and an area for Full-Service Interior / Exterior. Brett and his team approved. Model plans were drawn up and due diligence commenced.

The site was in two jurisdictions and part of the parcel was on railroad property. The team overcame these challenges, permits were received, and old equipment was removed. A complete tunnel facelift took place. The team installed a Sonny's 90ft Front wheel pull conveyor with a complete Express Detail package including Diamond Shine's Fusion and Ceramic X³ chemical applications and state-of-the-art Mammoth Drying System. Two free Vacuum areas and Sonny's Controls pay stations with License Plate Recognition (LPR) were installed. Mr. Foamer signage completed the marketing package.



Sonny's and Scott's teams have been fantastic, they have stuck with us all the way, permitting was difficult, requiring lots of changes and revisions, they hung in there! We have initiated selling monthly unlimited subscriptions and bundle marketed the car wash with our other outstanding services we provide our customers! Our employees have attend Sonny's CarWash College which has helped us provide a better car washing experience from the beginning. Our customers love the wash and our services – they see and feel the professional level of wash we are providing; we are excited about the future. Covid-19 has slowed us down but we will overcome this interruption and continue to push the envelope!

Brett David
 CEO, Prestige Imports



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SHELOR MOTOR MILE CASE STUDY



Location
CHRISTIANBURG, VA.



Business
STAND ALONE PROFIT CENTER



Car Wash
100FT EXPRESS TUNNEL



Operational
1 YEAR

Challenge

Shelor Motor Mile is a family owned diverse group of eight different automobile brands working together to create a one stop shopping and service mega center! General Sales Manager Chuck Hagan is always searching for ways to optimize the mega center concept. To help drive their already fantastic CSI of 98% to even higher levels, he wanted to create a central automated washing facility. His team evaluated several potential lots and finally settled on an adjoining property to the dealership that would allow easy access to all the dealerships, their customers, and the general public.

Solution

Research led Shelor's team to Sonny's where they met Sonny's representatives, John Pierce of Alliant Car Wash Services and Jonathan Braun of Washtech Car Wash Systems. Sonny's worked closely with Chuck Hagan and Missy Gentry through the site evaluation, car wash planning, designing and installation phases to ensure the completed project would meet the dealership's needs and create an inviting and accessible retail business. Shelor selected a Sonny's 100ft

Express conveyORIZED tunnel with full Fusion chemical process and two pay stations. In 2019, Shelor opened a successful Car wash retail profit-center.

Outcome

One of the secrets to Shelor's success has been treating the wash as a standalone, retail profit-center business but with shared dealership services in accounting, payroll and facilities. The perspective of the car wash being a profit-center, along with the support of the dealerships, has made this Car Wash popular to the general public as well as Shelor Motor Mile customers.

"The Sonny's team of Alliant Car Wash Services and Washtech Car Wash Systems brought incredible expertise, guidance and they continue to provide timely supply, support and service as we need them. Having Sonny's involved is like having a family member in the car washing industry on your team. We did good research finding Sonny's and the efforts are being well rewarded," says Hagan.



We have accomplished all of our goals, we are providing complementary washes for all of our customers when they purchase a new car or visit one of our award-winning service departments, says Hagan. The monthly subscription plans have brought us 100's of new customers and our current customers are visiting our properties many, many more times per year! The marketing opportunities are abundant, and we are taking full advantage utilizing these to increase sales, CSI and profits

Melissa Gentry
CFO, Shelor Motors

OPTION 1

STAND-ALONE PROFIT CENTER | AUTO DEALER
RETAIL CONVEYORIZED CAR WASH



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125-EDT

Exterior Detail Hybrid Tunnel System

Wash, Wax, Seal, Tire Shine & Dry

UP TO

140 Cars
Per Hour

OVER-UNDER CONVEYOR

- 125ft Painted Rear Wheel Push
- Air Take-Up
- Hydraulic Drive
- Log Chain
- Direct-Connect Rollers
- 8ft x 25in Correlator
- Banana Peel Guide Rails
- Fiberglass Grating

FEATURED EQUIPMENT

- 1 Entrance Arch & Pre-Soak Applicators
- 2 SFM901 Double Jog Spyder Wrap Combo
- 3 DCW Top Brush and OMNI 300
- 4 SFM807 Pendulum Combo
- 5 RainMA Arch
- 6 Ceramic X³ Applicator Arch
- 7 135HP Drying System
- 8 Buff-n-Dry & Tire Seal Combo

80-EDT

Exterior Detail Hybrid Tunnel System

Wash, Wax, Seal, Tire Shine & Dry

UP TO

90 Cars
Per Hour

OVER-UNDER CONVEYOR

- 80ft Painted Front Wheel Push
- Air Take-Up
- Hydraulic Drive
- SC78 Chain
- Direct-Connect Rollers
- 8ft x 25in Correlator
- Banana Peel Guide Rails
- Fiberglass Grating
- Kickoff Plate
- Tracking Bars

FEATURED EQUIPMENT

- 1 Entrance Arch & Pre-Soak Applicators
- 2 DCW Top Brush Combo
- 3 Double Jog Wraps
- 4 OMNI 352 w/807 Flat Basket Mitter
- 5 Rinse Arch
- 6 Ceramic X³ Applicator Arch
- 7 105HP Drying System
- 8 Buff-n-Dry & Tire Seal Combo

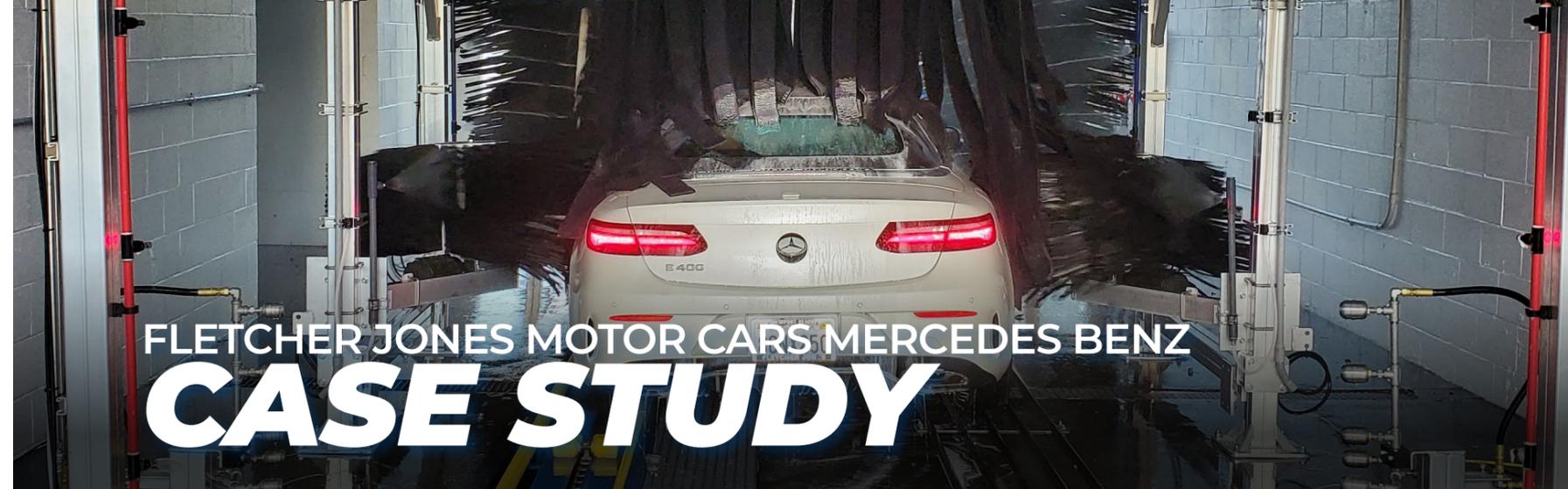
Make CarWashing Easy™



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OPTION 2

HIGH VOLUME, COST EFFICIENT | AUTO DEALER
SERVICE CONVEYORIZED CAR WASH



Location
NEWPORT BEACH, CA.

Business
AUTO DEALER

Car Wash
EDT 90FT EXPRESS EXTERIOR

Operational
1 YEAR

Challenge

The service department at one of Fletcher Jones' busiest dealerships is overseen by Fixed Op's Manager Rami Jocar. Rami's mission: meet or exceed ownership and customer expectations. This is not easily accomplished at a Mercedes Benz dealership that sells and services thousands of cars. Under Rami's Management, every car that is sold or serviced by Fletcher Jones Motor Cars Mercedes Benz is washed every time it comes to the property. On some days, that can be as many as 500 cars! Rami needed top performing equipment that is reliable and capable of washing large volumes during peak times every day.

Solution

Rami noticed the high volume "Express Style" car washes popping up all over Southern California. This led him to investigate the professional car wash industry which ultimately led to Sonny's. Rami contacted Sonny's West Coast Sales Manager Chris Miller. Chris and Rami met several times. With Sonny's engineering team, they designed a Sonny's 80ft EDT Express model, modified to precisely meet Rami's needs and goals.

The old car washing system was removed, the tunnel received a new fresh look, and the new equipment installed was the same as that used in the high-end retail express wash. The customers are thrilled and Rami is able to deliver professionally clean, dry, and shiny cars within a fraction of the time.

Outcome

"We worked with a professional car wash manufacturer, we purchased professional grade equipment and it's living up to those standards. We wash hundreds of cars a day, just like a professional car wash, so it made sense for us to work with Chris and the Sonny's team. They get it, they are the best. My car wash needs have been met and it's one area of the business I don't need to worry about," said Rami Jocar.



YOU CAN'T CLOSE CUSTOMERS...
THAT HAVEN'T ENTERED YOUR DEALERSHIP

Shifting your car wash to retail and opening it to the public



Drives revenue at the car wash



Increases business for the dealership via service and car sales.

Eventually, they'll be looking for a used or new car. The more they visit your location, the better your chances of being top of mind when purchase time comes.

Better Leads = More Car Sales

With Unlimited Car Wash memberships utilize License Plate Recognition (LPR), customer information is compiled immediately and accurately. Auto Dealers can use this to re-engage past customers with targeted promotions or engage with people that have yet to purchase a vehicle at your location. It's one-to-one intelligent marketing that is actionable, in a diverse and profitable way.

PROMOTIONS

Unlimited Car Wash Clubs

- Make a significant impact when included with new purchases
- Positively impact the bottom line when selling to the general public

Bundle Marketing Packages

- Car wash with oil changes or tire rotations keeps customers coming back for more

FEATURE BOX
BUNDLE MARKETING

Create a Service Package that helps make customers feel special and increases your gross profit.

\$59.99 Sample Bundle Package

SERVICE PACKAGE INCLUDES:

**1 YEAR
 UNLIMITED
 CAR WASH**

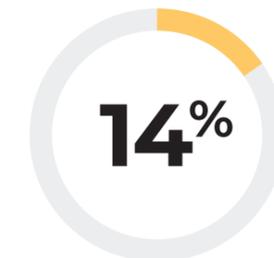
BUY ONE GET ONE
BOGO
 OIL CHANGES

**LIFETIME
 POWERTRAIN
 WARRANTY**

**RESULTS OF IMPLEMENTING A
 BUNDLE PACKAGE**



INCREASE
 Service Department
 net income



GROWTH
 In Order Repairs

Sonny's CarWash Controls **DRIVE BUSINESS FORWARD**

Boost Profits With No Additional Staff



Access virtually everything you need to know about your car wash profit center – from any mobile device – anytime, anywhere.



Everything is designed to make your job easier and to provide the fastest, most efficient sales and redemption process for your customers.



With marketing features like membership enrollment already built-in, you can stay ahead of the competition.



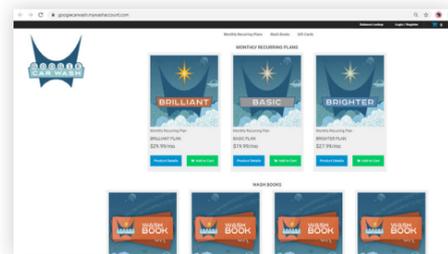
Sonny's® License Plate Recognition (LPR)

You car wash customers can enroll from their phone, add their plate information, and be recognized as an unlimited member on their next visit for fast pass service.



MEMBERSHIPS

Convert customer to car wash members with ease. All members recognized by license plate. All reporting accessible to you, anytime, anywhere.



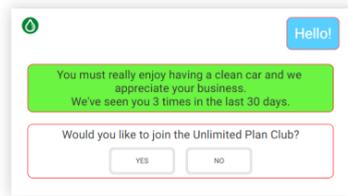
SEAMLESS E-COMMERCE INTEGRATION

Using your website, customers can join your membership plans online by entering their license plate number and instantly redeem when arriving on site.

Account	Customer	Phone	Plan	Amount	Credit Limit	Available Credit	Balance
00001114	PINSON POLICE	402703862	\$0.00	\$7000.00	\$7000.00	\$2,490.38	
00009020	ENTERPRISE SYSTEMS	402-574-9094	\$0.00	\$20,000.00	\$20,000.00	(\$490.00)	
146882047	John	940830306	\$0.00	\$2,000.00	\$2,000.00	(\$914.48)	
148722476	Barry Test	505555555	\$0.00	Unlimited	Unlimited	\$79.00	
147011308	A Dealership	555-555-5555	\$0.00	\$1.00	\$0.00	(\$49.00)	
001502715	Unlimited House Account	555555555	\$0.00	Unlimited	Unlimited	\$0.00	

HOUSE ACCOUNTS

Make it easy for service techs to quickly redeem a wash. Simply assign a wash to a wash code.



MARKETING LIKE NEVER BEFORE

Get to know your customer's visit patterns, promote upsell, present compelling messages to increase member conversion, collect phone numbers for text marketing.

OPTION 3

ON DEMAND PROFESSIONAL WASH | AUTO DEALER DRIVE-THRU CAR WASH

HENNESSY LEXUS AUTO DEALER CASE STUDY



Challenge

Located in Gwinette, GA, Hennessy Lexus is a state-of-the-art dealership trying to provide the utmost in customer service, increase their CSI and meet the high expectations of their customers in a cost effective manner. Gwinette is an upscale area near retail trade, so space is limited and costs run high.

Solution

Given these unique limitations, Hennessy's Service Director Kenny Smith, CarWash Services of the Southeast, and Sonny's The CarWash Factory put their heads together to develop a plan to build the new car wash into the roof area of the parking garage. Sonny's Fleet-O-Matic DT 7000 was selected to address the dealership's high volume, low footprint requirements. Kenny also wanted an opportunity to upsell his customers by offering them Hot Wax and Tire Shine for a fee with their complimentary washes at time of service.

Outcome

The Sonny's Fleet-O-Matic is the perfect choice for Hennessy, as it provides a consistently high quality wash in less than two minutes. Hennessy provides a great working environment for the car wash and detail team – the drivers are trained, the equipment maintained, and the quality of the chemicals is set at a professional level. Upselling revenue off-sets the cost of operating the wash!



"The concept of using professional-grade equipment and chemicals is not new! It's done at the highest quality professional car washes in our local market; we have simply adopted the same philosophy and our customers love it! It's super convenient for them, they enjoy having it done here at the dealership and we love providing the service for them. We are getting great results from the Hot Wax and Tire Shine, and the department is well on its way to becoming a profit center!," relates Smith.



OPTION 3

**ON DEMAND PROFESSIONAL WASH | AUTO DEALER
DRIVE-THRU CAR WASH**



CASE HISTORY SPREEN HONDA **CASE STUDY**

 Location
LOMA LINDA, CA.

 Business
AUTO DEALER

 Car Wash
FLEET-O-MATIC DT 5000

 Operational
1 YEAR

Challenge

Spreen Honda was looking for a cost efficient, reliable way to provide a quality, complementary car wash before returning their service cars to their customers. Jim Schultz, an experienced Service Director, has had several rollover style washes and found them too slow, unreliable and above all costly. He knew he had to find a reliable system capable of processing high wash volumes during peak times. He also aimed to produce clean, dry, and shiny cars for the lowest possible cost.

Solution

Jim's research led him to Sonny's The CarWash Factory. He believed that Sonny's experience in washing 100,000's of cars professionally everyday could help him find the perfect solution.

Enter Chris Miller, Sonny's West Coast Sales Manager. Chris listened to Jim, understood his needs and brought in Sonny's engineering. They designed a Sonny's DT 5000 drive thru with a stand alone dryer and spot free rinse. The equipment, bay rehab cost and scheduled project time met Jim's needs.

Outcome

Since project completion Spreen has washed 10,000's of customers cars safely, reliably and cost effectively. The project went smooth from start to finish, "Chris and the Sonny's team were right on, they lived up to all of their promises! We are easily meeting our daily wash needs, it's costing us pennies compared to what we used to spend, our porters are trained and doing a great job! Our customers and our ownership are very happy!" said Jim Schultz.

IS A CONVEYOR BETTER THAN A DRIVE-THRU?

Many dealerships utilize drive-thru tunnels for their car washing needs. However, adding a conveyor creates several distinct advantages as volume needs increase.

CONSISTENCY

The biggest downside to a drive-thru unit is it requires the driver to slowly and consistently drive the vehicle through the wash. This requires training and patience. As time pressures build, it becomes difficult to ensure that the wash process is not rushed. The driver controls the quality!

SAFETY

Once the driver begins to drive through the wash, damages can occur to both the wash equipment and the vehicle if the customer drives too fast!

QUALITY

Consistent speed allows for the equipment to be precisely dialed in creating the best possible wash. The addition of the conveyor allows for all consistency and safety issues to be addressed making it worth the investment.



Conveyorized Considerations:

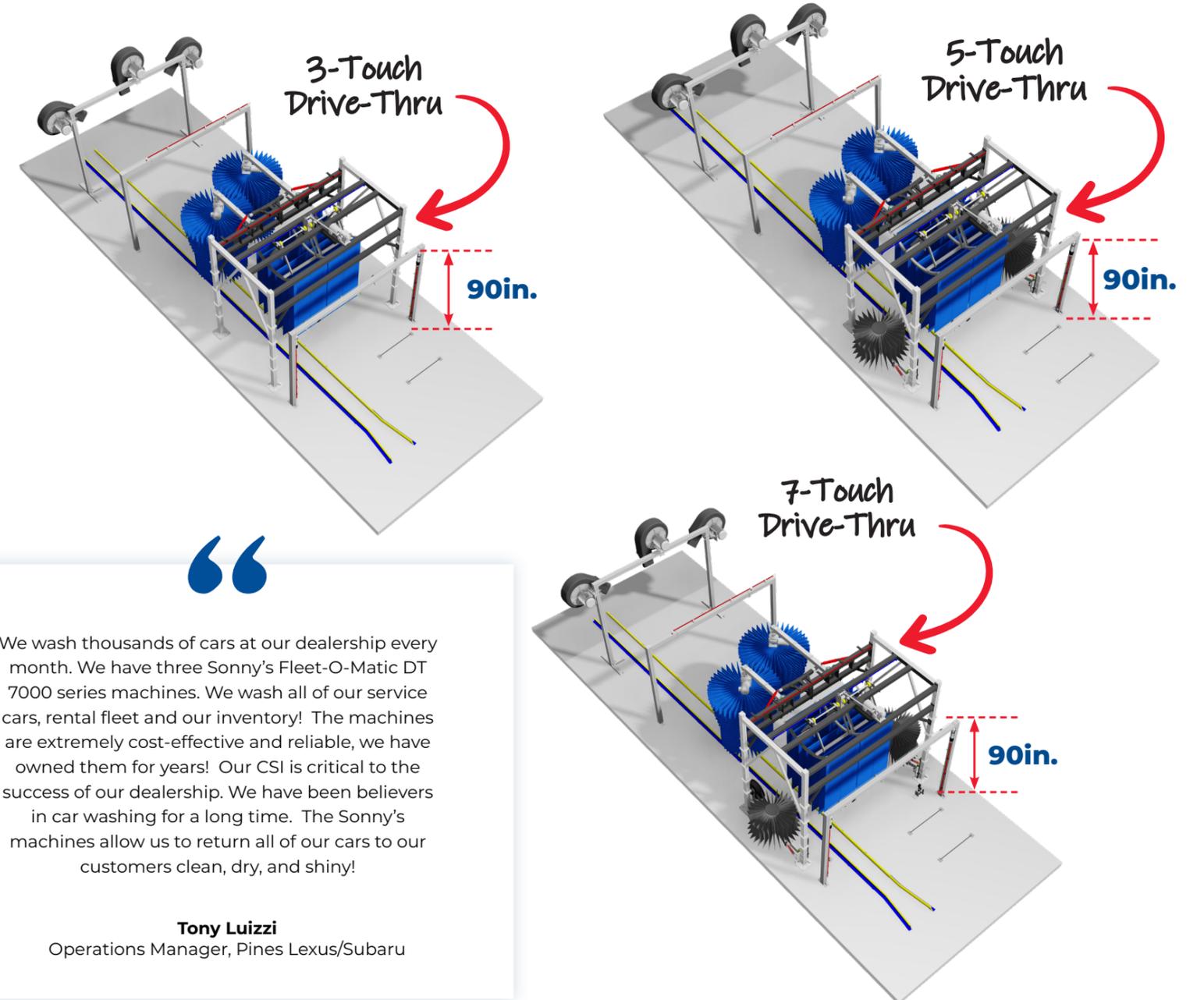
- Capable of 60 to 130 Cars per Hour
- Less staff required
- High car wash count per hour
- Vehicle spacing is automated
- Consistent wash quality
- Rental Opportunity

Drive-Thru Considerations:

- Capable of 35 to 55 Cars per Hour
- Driver must drive car through tunnel
- No Control over wash speed
- Difficult to control wash quality
- Vehicles may run into each other
- Equipment costs less than conveyorized
- Lowest cost per vehicle washed

OPTION 3 DRIVE-THRU FLEET-O-MATIC CAR WASH

On Demand, Professional Wash



We wash thousands of cars at our dealership every month. We have three Sonny's Fleet-O-Matic DT 7000 series machines. We wash all of our service cars, rental fleet and our inventory! The machines are extremely cost-effective and reliable, we have owned them for years! Our CSI is critical to the success of our dealership. We have been believers in car washing for a long time. The Sonny's machines allow us to return all of our cars to our customers clean, dry, and shiny!

Tony Luizzi
Operations Manager, Pines Lexus/Subaru

MAKE CARWASHING EASY

OPTIONS & ADDITIONS



Vacuum Stations

Free vacuums are a huge customer draw at any Express Wash, or they can be used by your employees to quickly and conveniently vacuum cars. Available as either a central vacuum system allowing for multiple stations on one vacuum; or individual stations, Sonny's will configure a system that will work for you.



Spot Free Rinse

Utilizing a Reverse Osmosis System (RO) to remove the minerals and deposits from city water will leave your cars shiny! Any residual water that is left on the vehicle, or runs out of a crevice, will not leave spots, thus reducing the need for towel drying.



Water Reclaim

Water is a precious, limited resource that can be very expensive in many areas. Conserve and recycle up to 90% of your total water usage with Sonny's Reclaim System – reducing your water bill by up to 90%.



Automated Pay Station

Sonny's Automated Pay Stations give you the convenience, security and innovation to improve your throughput and monitor your cash without needing an employee. Multiple options are available to process club plans and fleet accounts with options to upgrade for additional revenue.



Car Wash Business Point-of-Sale

Sonny's POS is a full-featured Point-of-Sale System that helps you grow your car wash business. Designed exclusively for the car wash industry, this system helps you control your cash and employees and also provides loyalty and discount programs to keep your customers coming back.



Tire Shine

Increase customer satisfaction and revenue while reducing labor and chemical costs on tire dressing with Sonny's Tire Seal Machine.



Air Drying System

Sonny's Air Drying Systems include a unique unibody plastic blower housing which has no seams or plastic welds that are prone to cracking. Scrolled housing design allows for maximum drying performance. Add Sonny's Gator to instantly control airflow and save electricity.



Custom Signage

Sonny's CarWash Signage helps you increase your ticket average and earn repeat business with engaging designs that compel customers to purchase your top package. Deploy multiple menus across sites to maximize seasonal and other promotions with our managed digital solutions.



Ceramic X³

Sonny's Ceramic X³™ delivers the satisfying water repellency customers crave – with long-lasting protection and shine – to keep them coming back month after month. Give customers a compelling reason to choose your top wash package.



ABOUT
Sonny's® Enterprises

Sonny's The CarWash Factory is the largest manufacturer of conveyerized car wash equipment in the world. Headquartered in Tamarac Florida, the company has been washing cars since 1949 and prides itself on competing globally with a product that is designed, built, and backed in the USA. With over 400 employees in 20 states, Sonny's ten lines of business – Consulting, College, Equipment, Services, Vacuums, Controls, Marketing, Signage, Chemistry, and Parts combine to create OneWash, the industry's first and only complete car wash management suite designed to promote the growth of car wash businesses everywhere.



Make CarWashing Easy

<p>Consulting</p> <p>INVEST WITH CONFIDENCE</p> <p>Expert guidance to help you go from breaking ground to ground-breaking performance.</p>	<p>College</p> <p>MASTER YOUR TRADE</p> <p>Comprehensive hands-on training to plan, manage, maintain and grow your business.</p>	<p>Equipment</p> <p>WASH MORE CARS</p> <p>Trusted leadership from the world's largest manufacturer of conveyerized car wash equipment.</p>	<p>Services</p> <p>LEVERAGE LOCAL SUPPORT</p> <p>Local installation, service and support to build and operate your business.</p>	<p>Vacuums</p> <p>MAXIMIZE CUSTOMER EXPERIENCE</p> <p>The industry's best-selling central vacuum with professional grade durability to maximize uptime.</p>
<p>Controls</p> <p>DRIVE BUSINESS FORWARD</p> <p>Complete business management technology to deliver efficiency and profitability across your locations.</p>	<p>Marketing</p> <p>WIN EVERY CUSTOMER</p> <p>Marketing consultation, design and campaign management to attract, upsell and retain customers onsite and online.</p>	<p>Signage</p> <p>INCREASE YOUR TICKET</p> <p>Custom branded signage and lighting to create a value proposition and onsite experience that dominates.</p>	<p>Chemistry</p> <p>MAKE CARS SHINE</p> <p>The most convenient and accurate way to deliver a clean, dry and shiny car.</p>	<p>Parts</p> <p>KEEP ON WASHING</p> <p>12,000 parts in stock for immediate delivery to support your business with inventory for every OEM.</p>

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ONE MEMBERSHIP. MULTIPLE BENEFITS.

SAVE MONEY NOW

Sonny's makes it simple to manage and grow your car wash business by combining everything you need into one membership program with meaningful benefits and savings. We provide you with the support necessary to make a difference for your business—regardless of how much you buy from us.

Join Sonny's
OneWash ✓
 and **Save**

Exclusive Member Benefits



✓
FREE
CarWash College Courses

Hands-on training to plan, manage, and grow your business.
 \$1,095 Value (per student/per class)



✓
FREE
Shipping

Ground freight, LTL & up to 1 truckload is free for all purchases.
 Expedited shipments are 25% OFF.



✓
FREE
SYNC Marketing Setup

Get found on "near me" searches.
 Manage your reviews and reputation.
 \$500 Value

Membership Price \$999

Learn More at:
www.sonnysdirect.com/onewash



Consulting



College



Equipment



Services



Vacuums



Controls



Marketing



Signage



Chemistry



Parts

Top 10 Reasons

More Conveyerized Car Wash Operators Choose Sonny's Than Any Other Manufacturer in the World!

1 We Really Are #1

Sonny's has been washing cars for over 60 years and has more than 850 years of retail car wash operations experience in our network. We use this knowledge and unique experience to help drive your business forward.

2 The Carwash Experts

Sonny's has been washing cars since 1949 and sells more tunnel equipment than anyone in the world with a product proudly designed, built, and backed in the USA. We are true manufacturers, not just an assembly house, which allows us to be instantly market responsive with new product innovations, better equipment quality, and faster delivery.

3 In Stock for Immediate Delivery

Sonny's stocks over 12,000 parts with \$12 million in inventory ready for delivery. Inventoried parts orders in by 6pm EST are shipped the same day.

4 World Class Installation & Support

Sonny's industry leading network of Select Service Organizations (SSO's) is there to support your project every step of the way. Our distribution team has the experience and infrastructure to help you succeed.

5 Hands-On Training

Sonny's CarWash College offers the industry's only on going hands-on training, to plan, manage, and grow your business. We deliver the classes that teach you how to manage your wash, maintain your equipment properly, and make any necessary repairs.

6 Financial Strength & Security

Sonny's is repeatedly recognized with Dun & Bradstreet's strongest financial rating, confirming that we'll be here to support you for generations to come.

7 State-of-the-Art Controls

Sonny's CarWash Controls delivers efficiency and profitability across all your locations. Detailed dashboard reporting allows you to access information about your wash anytime, anywhere to make real-time cost saving and revenue generating decisions.

8 In-House CAD Team

Sonny's CAD Team has designed more car washes than anyone in the world, and applies that knowledge to maximize your property's revenue potential. Each tunnel system includes over 65 pages of site-specific drawings to reduce costly construction issues and delays.

9 Straight-Forward Design & Pricing

Sonny's equipment designs utilize open architecture – no proprietary parts. Our durable frames carry the industry's only Lifetime Warranty, and our equipment pricing is published on the web and in our catalog so you can buy with confidence.

10 The Complete Car Wash Solution

To deliver top value and improve your bottom line, you need a complete suite of car wash business solutions. Sonny's OneWash™ gives you the tools required to simplify your operations and return your focus to what matters most – your success.



Make CarWashing Easy



Consulting



College



Equipment



Services



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