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Contact:

Name (s): **Kelly J. Grace**
Address: 4401 Park Road, Benicia, CA 94510
Phone: 866-780-9392
Cell 707-580-5318
Fax: 707-747-7401
Website: www.1800radiator.com
E-mail Address: kellyg@1800radiator.com

Franchise Sales:

Single Unit: Yes
Multiple Units: Yes
Area/Master Developer: Yes

Description of Franchise:

Each franchise operation is typically comprised of a 2,000 to 3,000 square foot warehouse stocked with approximately 1,200 radiators. You and your staff of 2 to 3 people will make field sales calls, take phone orders, manage inventory, dispatch drivers and deliver products within 3 hours of orders being taken in metro areas and shipped next day into more rural parts of your territory. You will typically be open 9 hours per day, 5 1/2 days per week. Your ability to call on new prospective customers and service them to high levels will be the key to your success.

Background:

Year Established: 1983
Year First Franchised: 2003
Franchised Units: 230
Company Owned Units: 5
Projected New Units (12 months): 8
States/Countries Registered In: 50 States, 2 Countries.
Availability in Canada: 8 Territories available
States, Countries or Geographical Areas from which Broker Referrals **ARE** being accepted:

State/City Area. Other Cities in immediate vicinity and surrounding zip codes are available, see www.1800RADIATOR.com for complete map of available territories

- Albany, NY
- Boise, ID
- Buffalo, NY
- Charlotte, NC
- Cherry Hill, NJ
- Colorado Springs, CO
- Corpus Christi, TX
- Dayton, OH
- Elizabeth, NJ
- Fairfield, NJ
- Fargo, ND

Greenville, SC
Knoxville
Lafayette, LA
Lombard, IL
Macon, GA
Madison, WI
Minneapolis, MN
Monterey, CA
New Haven, CT
Oak Park/Oak
Lawn, IL
Orlando, FL
Phoenix, AZ
Pittsburgh North
Sacramento West
San Fernando, CA
Seattle, WA
Scranton, PA
South Bend, IN
Tampa, FL
Ventura, CA
Youngstown, OH

Financial/Terms:

Cash Investment: \$59K
Total Investment: \$159K
Minimum Net Worth: \$200K
Franchise Fee: \$45K
Royalty: 8%
Ad: 2%
Average # of Employees: 3-4
Passive Ownership Allowed: Possibly, as long as certain qualifications are met.

Support & Training Provided:

Financial Assistance Provided: SBA Approved Status, Familiarity with Several Lenders, variety of available sales data for business plan creation.

Site Selection Assistance: Yes

Lease Negotiation Assistance: Yes

Co-operative Advertising: Yes

Training: There are three weeks of training. A one week training course is provided at the corporate headquarters in the San Francisco Bay Area. This is followed by two to three more weeks at your location. You are taught all about how radiators work and why they fail. Most of your training is on how to use 1-800-Radiator's marketing systems to grow your business quickly. You are taught how to talk to different types of automotive shops. For example, you will learn that radiators for body shops tend to be for late model cars and radiators for repair shops tend to be for older model cars.

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