



**Last Update October 12, 2009**

## **CONTACT:**

Contact: **Susan Fraize** / Vice President Franchise Development

Address: 12318 Medalist Parkway, Carmel, IN 46033

Phone: 317.575.9664

E-mail: [susanfraize@infinityconsultingservices-indy.com](mailto:susanfraize@infinityconsultingservices-indy.com) or [susanfraize@earthlink.net](mailto:susanfraize@earthlink.net)

Website: [www.cactuscarwash.com/franchise.htm](http://www.cactuscarwash.com/franchise.htm)

## **REFERRALS:**

Please refer to the Business Alliance, Inc. website under **Forms** and use the following forms: "**Confidential Questionnaire**" and "**Assets-Liabilities Chart**"

## **DESCRIPTION:**

The Cactus System is a proven system for locating, designing, equipping, and operating a flex-serve car wash for the highest levels of customer comfort, quality, volume and profit. With four profitable car washes, numerous awards, and more than ONE MILLION CUSTOMERS served since 1996, Cactus Car Wash has demonstrated the value of the Cactus System. Our system makes Cactus Car Wash an oasis in the car wash industry. We use advanced tunnels, specific procedures, and efficient layouts to serve the highest customer volume while achieving the highest quality standards. Besides a Full Service option, there is an exterior only express option and detail services for the customer. As a Cactus Car Wash franchisee, you will receive the knowledge, experience, and operating system that make us the number one car wash in Atlanta, GA and Charleston, SC.

## **BACKGROUND**

Year Established: 1996

Year First Franchised: 2005

Franchised Units: 3 (6 in development stages)

Company Owned Units: 5

Projected New Units (12 months): 5

States Registered In: AL, ARK, AZ, CA, CO, FL, GA, IL, IN, KY, LA, MA, MS, NC, NJ, NV, NY, OH, OK, PA, SC, TN, TX, VA (will register in all registration states)

## **FINANCIAL/TERMS**

Cash Available to Invest: \$650K - \$750K

Total Investment: \$1.8M - \$2.8M (Excluding the land \$1-1.5K+)

Minimum Net Worth: \$1.5M

Franchise Fee: \$30K

Royalty: 5.5% Monthly on Gross Sales

Ad: 0%

Average # of Employees: 70

Passive Ownership Allowed: Prefer Active, but will discuss on a case by case basis

## **SUPPORT & TRAINING PROVIDED**

Financial Assistance Provided: No, will provide information on lending institutions.

Site Selection Assistance: Yes, provide written and verbal instructions. Will visit and evaluate a minimum of three potential sites at our expense. Additional on-site evaluations of potential sites may require reimbursement according to the Franchise Disclosure Document ("FDD").

Lease Negotiation Assistance: Yes

Co-operative Advertising: No

### **Training:**

1. Initial training for up to 3 persons in the Cactus System for two weeks at a Cactus Car Wash location selected by Cactus Franchise Co. Travel, lodging, etc., at franchisee's expense.

2. On-site opening assistance, at Cactus Franchise Co. expense, one week before and one week after opening. Assistance will include publicity, employee hiring and training.

3. Operating Assistance. Cactus Franchise Co., will provide advice regarding operations, methods and procedures, services offered, advertising and promotions, pricing, employee training and supervision, bookkeeping and accounting, purchasing, and new developments and improvements to the Cactus System.

4. Provide Operating Manual and updates when necessary.

5. Additional Training will be provided from time to time after the facility opens as Cactus Franchise Company deems appropriate. Training fees and reasonable out-of-pocket expenses MAY be charged for such programs at its then current rate.

6. Upon request of the Franchisee, advice, assistance, and consulting services will be provided regarding the operation of the Cactus Car Wash, fees will be at the current rate. If such services are rendered on-site, the Franchisee will bear the cost of reasonable out-of-pocket expenses incurred by Cactus Franchise Co.

[Back to Franchisor Listings](#)