

# Car Wash Business Plan

## Soapy Rides Car Wash

Soapy Rides is a prominent hand car wash serving the East Meadow, Long Island, NY community. Soapy be run by Mark Deshpande, of the prominent Deshpande family. The Deshpande family has been serving Island area with a car repair business and property development /management for over 30 years. Mark leveraging the incredible good will and brand recognition of the Deshpande family name to quickly gain penetration.

### The Business

Soapy Rides will be providing customers with three services: exterior car washing, interior cleaning, and Soapy Rides has no true competitors that are trying to offer a high quality service for a reasonable rate. trying to compete on price alone. Soapy Rides' ability to provide a high quality service, both in regards to washing as well as customer service is all based on their ability to find the best employees. Hiring the best is cost effective because it decreases HR costs associated with turnover and other employee costs. Hiring employees and making sure that they are well taken care of ensures that they in turn take care of the Study after study proves that a happy employee is far more likely to provide the highest level of customer compared to an employee who is not happy and feels that they are being taken advantage of.

### The Customers

Soapy Rides will target three main groups of customers: individual car owner and leasers, car dealerships, businesses. The surrounding area is quite affluent, 40% of the residents earn over \$70,000 a year. they have nice cars and want them to look nice. There are five different car dealerships within a three-mile which will require car washing services for the various fleets. Lastly, there are many different local have company cars and that require clean appearances.

### Management

The strength of Mark's experience and his family's name equity and assistance is Soapy Rides' competitive well as a significant asset. Mark has been involved in the family's car repair business for the last ten years. worked his way through the organization and has been the manager for the last five years overseeing \$1.2 million annually. Before the family venture, Mark received his MBA from Cornell University. With 30 invested in the community, the Deshpande family name has generated significant value as a fair, active the community. Lastly, Soapy Rides will be able to leverage several of the Deshpande's for their business

Soapy Rides is positioning itself as the premier hand car wash serving the Long Island area. Mark has 20% market share. The business will generate a very high gross margin and a modest net margin and comfortable margin after year three. By year three the business will have developed a respectable profit.

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**RS Peters**



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