



Heading Into Fall

Well it is has been a very busy and great 2019 so far! It seems there continues to be continued investor interest in the industry as well as the increasing purchase of smaller chain locations by bigger chains. The underlying economy still seems very strong despite warnings of a possible recession. There again there always seems to be a warning about a recession.

We at Modernwash have had unprecedented order frequency this year and construction across the country has been very busy. The wet weather earlier this year has caused several clients delays in getting their sites completed and ready to receive their buildings so this has caused a super busy Fall delivery schedule.

The forecast for the car wash industry still is very healthy. We see new investors as well as a high frequency of current owners still developing good locations. There are concerns in the economy as the year comes but I believe the economy is much stronger than the indicators are relaying. One good thing from this shaky economy talk is that interest rates will probably drop again before year end. This will give some extra relief on those with commercial mortgages.

Now back to business:

I am giving my regular speech at this time of year regarding planning. This time of year is a great time to get started on your plans for possible upcoming sites. The overall process of creating a new car wash facility takes longer than most folks think. The time to decide site layouts, building styles, submittals to the cities, HOA approvals etc. takes a while. Less time in some instances but more in others.

So while most folks are thinking of waiting until the Spring to start planning, actually Fall and Winter are great to start working your plan. There are many benefits of starting now. Typically these are traditionally slower times for all the city officials (you may have to work around city staff time off) and you may move through some of the early basic paperwork quickly.

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Benefits of Planning in Fall / Winter months

- **Extra time to work on design selection**
- **Have documents prepared in a quicker timeframe due to slower part of year**
- **Extra time to prepare and refine the design**
- **Extra time to prepare and refine documents and drawings**
- **Extra time to do color selection**
- **Faster document insertion through city**
- **Less busy local officials have time to answer questions**
- **Potential to lock in year end pricing on materials**
- **Less pressure due to extended timeframe to turn in documents**
- **In some cases initial city feedback is faster**
- **Starting early enables extra time if there is an issue**
- **Lock in current Building Code**
- **Officials typically more friendly during The Holidays**



- *If you are using a system building such as Modernwash, you may find that at the end of the year is an excellent time to work on design decisions, material and color selections as well as preparing necessary drawings and renderings for your new project.*
- *In some cases you may be able to lock in pricing with year end deposits and / or take advantage of year end incentives.*
- *Starting early will enable you not to be as pressured when trying to have materials ready to be able to meet timed planning / zoning board reviews.*
- *Starting the process early may help you be able to build within less restrictive current building codes instead of new codes the city may adapt in the upcoming year. In most cases if you have filed the initial paperwork and required applications, then the city will lock your project into the current code even though you may not actually build until the next year.*

So it is important to start early and prepare for the journey. I am showing our list once again of benefits for planning in this time of year so that it might be a help to the that are starting the process, for those of you already knee deep in the new site process, we would like to remind you that ordering your building in the winter months and has the benefit of shorter fabrication timeframes. This could be useful in your overall strategy as well as planning for your most desired opening schedule.

Books

A few business books that we have been reading:

Leaders Eat Last: Why Some Teams Pull Together and Others Don't: by Simon Sinek, this is part of a great trilogy of books. Imagine a world where almost everyone wakes up inspired to go to work, feels trusted and valued during the day, then returns home feeling fulfilled. This is the premise of this book. It is a great read for any Team Leader!

Find Your Why: A Practical Guide for Discovering Purpose for You and Your Team: by Simon Sinek, This is another great book by Simon written on 2017 Start With Why has led millions of readers to rethink everything they do – in their personal lives, their careers and their organizations. This book can help you to scale where others fail. It is a great read for business owners wanting to grow their business.

All books are available at Amazon. Check them out

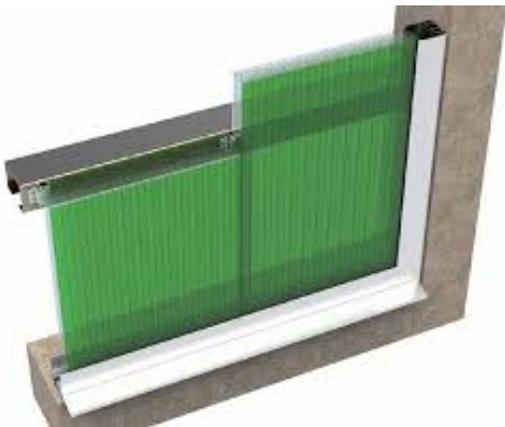


Polycarbonate Light Wall

A really interesting option that we offer is the **Multi Wall Polycarbonate Light Wall / Light Tower Option**. This option is great for a wall section of your building, a complete Sign Tower, or other area that you would like to highlight.

The Polycarbonate panels are translucent allowing light from inside the building or customize light modules placed behind or within the wall system to glow.

This option goes one step further in allowing you to Stand Out from your competition!



The **Multi Wall Polycarbonate Panels** secure within a structural framework. The translucent nature of the panel allows for a very interesting marketing and branding potential.



The **Multi Wall Polycarbonate Panels** come in many colors and offer multiple designs when mixing or using as an accent panel.

The panels do not require cleaning to the extent of glass and are an interesting choice in place of glass on the tunnel sidewall.

Systems Benefits Overview



System Benefits include: An overall design and marketing focus



System Benefits include: structural, engineering, MEP as well as Architectural design all in one

Give us a call to see how our Building System can help you!

Benefits of using the Modernwash Pre-engineered System

- Proven unique distinctive design that attracts attention
- Modern building system that has been thoroughly reviewed to decrease issues
- Can be erected quickly using less skilled labor
- Much faster than conventional construction
- System is made from HSS structural tubular steel meeting and exceeding all codes
- Super strong building system meets hurricane codes
- Requires no welding
- Architectural Design and Structural Engineering
- MEP, Slab and LGM engineering available as part of package
- Cool cladding systems meet any aesthetic or local theme
- Many claddings designed to attach mechanically
- Many branding opportunities
- Major accelerated tax benefits
- Building writes off in one year

Let us Help

It is never too soon to start putting your building plan together.

Where do you start?

We offer many helpful white papers on our website to get you started:

Site Design, Initial Design Documents, System Benefits etc. - Give us a call!

WRAP UP

Finally, Fall is moving into the country, and even though it is getting close to the year end we have to keep pushing into that final quarter of the year! We hope the you are having a profitable year but don't forget to plan for next year because it will be here sooner than you think!

Use this time to do your planning for the upcoming year. Make a list with each objective that you wish to attain and list them by month, week ,etc. Use this list as a guide as it will change through the year, but keep the list handy as a written reference to achieve your goals!

If you have questions about our building systems and how to plug them into your total project then please give us a call! Its never to early to start!

Happy Halloween

We appreciate our many customers and wish for each of you a great end of your year as well as a profitable bottom line!

Keep planning and working strong thru the year end!

Thank You from everyone at **MODERNWASH!**



TIMOTHY HOGUE is the President and Senior Designer of Modernwash Buildings and Solutions, Inc. Modernwash designs and creates multiple Pre-Fabricated structures for the Carwash as well as Retail Industry They utilize a modern HSS frame System that features a proprietary hidden fastening system.