All Paws Pet Wash

Join the FAMILY!
We sincerely appreciate your interest in our All Paws Pet Wash product. Please allow us to share a bit about the self-service pet wash industry with you. At this very moment we are witnessing the birth of an entirely new industry. Within a very short period of time, 5 – 10 years, a self-service pet wash station will be as common in every town, as the once unheard of, ATM machine is today. Much like the infamous tale of walking uphill both ways to school, the children of today will hear from their parents that they had no option but to wash their pet in the back yard or else take it to a groomer.

The All Paws Pet Wash is a modular building with fully integrated equipment, and is a leader in the advancement of the self-serve pet wash industry. Entering into the self-serve pet wash industry is almost immediate, as the modular building and the equipment of our All Paws Pet Wash is delivered fully assembled. The host site of an All Paws Pet Wash simply needs utility connections—electric, water, and waste. Once connected, your All Paws Pet Wash is ready to do business.

- The All Paws Pet Wash can either be sold as a complete unit or as the structure itself.
- All Paws Pet Wash is a state-of-the-art self-serve modular building that is designed to meet your specific pet minded customer’s needs.
- The building structure’s finish is a baked on powder coat, electrostatically applied in your choice of color.
- The building structure’s sliding glass doors are made of 5/8” double glazed units. Safety tempered glass is standard in the sliding door and the remainder of the glass is fixed panels.
- Certified engineering details can be supplied by a registered engineering firm and, if necessary, can carry your state’s seal.
- Blueprints showing elevation, as well as ground dimension layout may be ordered.
- All Paws Pet Wash buildings are delivered to your site by one of our factory trucks.
- Technical training and installation assistance is available by All Paws Pet Wash technicians.
F.A.Q.

What can these units generate?
Self-serve pet washes are a very new industry and as we grow as a company the awareness of our product does as well.

By the numbers (Example – unit that is 365 days open, 24/7, with heat and air conditioning)

Average Cost Per Wash – $10.00 – 10 minutes of washing time.

56–70 Washes per week (8–10 per day)

Revenue per week – $560–$700
Revenue per month – $2,240–$2,800
Revenue per year – $26,880–$33,600

Cost of Operation (Soaps and Utilities) – 10%

Profit after Cost of Operation – $26,880 – $2,688 – $24,192
                                           $33,600 – $3,360 – $30,240

Cost of unit – $30,000 (Depending Options)

Based on 56–70 washes per week it would be a 1–2 year pay back.

This is based on 8–10 washes a day – About TWO HOURS of washing time a 24 period!!
Are the chemicals included with the building and equipment?
Yes. All Paws Pet Wash does supply the unit with start-up chemicals (12 packets per treatment), as well as vending products (Vending is an additional option).

What do I do for signage?
All Paws Pet Wash can assist you with signage and promotional materials. Also, we can assist you with direct mail pieces to pet owners in your area, which can help announce the new service in your area.

What colors can my All Paws Pet Wash Building be?
Most color combinations are available to accent your needs. In addition, if you wanted to customize your outer walls (instead of 10mm PVC) we have many different products to accommodate your needs for an additional option.

Do you have vending available?
All Paws Pet Wash offers bill breaker change options. Also, a token program with token vending with a guaranteed no token cross-over is available. Vending options include a single tier machine that holds an All Paws Pet Wash Treat.

Can you customize your own self-serve Pet Wash?
Yes, you can have an All Paws Pet Wash built to your size. In addition you can create and customize your own type of unit in a single or a double unit. You can choose different door placements as well as colors and signage.

How often does an All Paws Pet Wash need to be maintained?
This unit is intended for use on its own. We would suggest that the pet wash be checked on a daily basis to ensure everything is working properly and is clean.
How long does it take to daily maintain an All Paws Pet Wash?
The double unit, close to the factory, can be cleaned in fifteen minutes if you are not removing the money or filling the vending machines.

Is there a foundation requirement for an All Paws Pet Wash?
No, a foundation is not needed. We recommend that a flat level surface be used. In our experience, depending on city requirements, some cities will require a foundation.

What are the electrical and plumbing requirements and costs for an All Paws Pet Wash?
- Water – ¾” fresh water line coming in (usually pex) (Typical Cost $500-$1500)
- Waste – ¾” grey water line coming out (usually pex) (Typical Cost $500-$1500)
- Electric – 100 amp electric service (Typical Cost $500-$1500)
- Each service cost is all related to how far the utilities have to be run to the unit.

Do All Paws Pet Wash Washes require building permits or have zoning requirements?
Each community has its own specifications. In most cases, a city inspector will treat this as a large footprint Vending Machine. It will require a vending permit, electrical, and plumbing permit. Once the unit is delivered you will need a certified plumber and electrician to hook up the utilities. After that, the city inspector will inspect the unit and the approval process follows.

Are All Paws Pet Washes affected by weather?
The factory is just outside of Chicago, with inclement winter weather. We do have a heating system option for northern climates. In addition, we do have the option for air conditioning, which mainly is used for climates will extreme heat.
Dimensions of the All Paws Pet Wash unit?

- Exterior – 8’ W x 13’ L x 9.5’ H
- Interior Ceiling – 8.5’
- Interior Wash Area – 7.5’ W x 9.5’ L
- Interior Utility Area – 7.5’ W x 3.5’ L

When I order an All Paws Pet Wash, how long before I receive the building?
Timing will vary due to various options, but typically your building will be delivered within 4-6 weeks.

Will you give a discount on multiple unit purchases?
Yes, we will be happy to work with you on multiple units discounting. Marketing areas are also available.

How do I become a distributor of these All Paws Pet Wash units?
Please contact Keith Caldwell – 1-800-537-8231.
Financing powered by Harbour Capital Corporation

- Three EASY ways to apply
- Fax the one page application to 603-610-6456
- Email the application to pmello@harbourcapital.com
- Apply on-line at:

The HCC Advantage:
- One Page Application with financing up to $150,000
- Terms Up to 60 Months
- 100% Financing
- Deferred and Seasonal Payments available
- Same Day credit decisions
- Financing For Start-Up Companies for requests up to $35,000

Please contact me regarding any financing questions ...

Peter Mello, Senior Account Executive
Tel:866-753-5739
Fax:603-610-6456
pmello@harbourcapital.com

121 Shattuck Way Suite 11, Newington NH 03801
www.harbourcapital.com
# CREDIT APPLICATION

## CUSTOMER INFORMATION

<table>
<thead>
<tr>
<th>Legal Business Name</th>
<th>DBA Name</th>
<th>Primary Contact</th>
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<tr>
<th>Street Address</th>
<th>City, State, Zip</th>
<th>Federal Tax ID</th>
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<tr>
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<td><strong>Proprietorship</strong></td>
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<td><em>LLC</em></td>
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<th>Years in Business (Time In biz under current ownership)</th>
<th>Cell</th>
<th>Email</th>
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<td><strong>yr(s)</strong>_ months</td>
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## BANK INFORMATION

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<th>Business Checking Number</th>
<th>Contact</th>
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## PRINCIPAL INFORMATION (If more than two, copy form and complete for each)

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<tr>
<th>Principal Owner #1 First &amp; Last Name</th>
<th>Street Address</th>
<th>City, State, Zip</th>
<th>SSN#</th>
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<tr>
<th>Principal Owner #2 First &amp; Last Name</th>
<th>Street Address</th>
<th>City, State, Zip</th>
<th>SSN#</th>
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## EQUIPMENT INFORMATION

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<tr>
<th>Equipment Description</th>
<th>Equipment Cost</th>
<th>What address will Equipment be Located if different from above?</th>
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<tr>
<th>Total Cost</th>
<th>Lease Trade-In/Down Payment</th>
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<tr>
<th>Term Requested</th>
<th>When Do You Expect to Take Delivery of the Equipment? (Check One)</th>
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<td><em><strong>24</strong> 36</em>_ 48__ 60 months</td>
<td>In the next:</td>
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<td>_____30 Days _____60 Days _____90 Days _____120+ Days</td>
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Additional Comments:

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### Authorization for Disclosure of Business and Personal Credit Information

Applicant(s) hereby authorizes the release of business and personal credit information to Harbour Capital Corporation, or its designee (and any assignee or potential assignee thereof) from any source including credit bureau reporting agencies and applicant’s bank and trade references. By signing below, the undersigned individual who is either a principal of the credit applicant or a personal guarantor of its obligations, provides written instruction to our company, or its designee (and any assignee or potential assignee thereof) authorizing review of his/her personal credit profile from a national credit bureau. The undersigned hereby represents that all of the information contained in this credit application is true, correct and complete.

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"Application Only" needed for transactions up to $150,000. Additional financial information required on transactions over $150,000 and for companies in business less than 2 years.

Financial information includes: 2 years financial statements or personal/business tax returns, plus interim statements, and PFS.

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Peter Mello
Senior Account Executive
Harbour Capital Corporation
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Fax: 603-610-6456
pmello@harbourcapital.com