CAR WASH DEVELOPMENT, LLC
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Statement regarding Traffic Counts, Hours of Operation, Peak Times, Man Hours and On Site traffic Circulation for a typical Wash U Carwash:

Our Car Washes are designed to be run efficiently by 3 Teammates during operating hours. We are typically open from 7 AM to 8 PM , 7 days a week. There may be occasions where we are open later—to 9 PM. Our systems are designed to be highly efficient and automated in many aspects.

Our facilities do not have people drying cars. At the end of the wash, the vehicle enters a dry room using up to 16 blowers and twin 950,000 BTU heaters, thus leaving a vehicle clean, shiny & dry upon the exit from the wash tunnel.

In our very highest traffic volume days (typically fewer than 12 days per year) we may have as many as 5 Teammates on site to manage traffic and processing, but this is not the norm.

Peak times in the Car Wash industry are somewhat weather related, however we will generally see a spike in traffic from 11 AM to 1 PM and again from 3:30 PM to 6:30 PM, which is commensurate with lunch time and home from work traffic.

Busiest days of the week are typically Friday, Saturday & Sundays as one would associate with more people doing errands on these days. Saturdays and Sundays typically peak between 10 AM and 2 PM.

In the Midwest, the busiest time of year for the Car Wash industry is winter time—specifically January through March, when driveway car washing doesn't happen and the need for salt removal is at its peak.

In our experience, we will see fewer than 12 days per year where traffic spikes are such that we would process more than 150 cars per hour. Our systems and processing allow for efficiently and safely washing cars at a rate of 190 cars per hour or one car every 19 seconds. To a layperson, that might sound extraordinarily high, but to our trained and experienced Teams, this is part of a routine that is embraced by us and by other top car washing operators in the Country.

On site traffic is designed to flow through the three lane wash queue in a counterclockwise manner. Stacking for the wash on premises will allow for up to 12 vehicles to queue in the three lanes before the pay stations, 8 vehicles to queue after the pay stations but before the wash tunnel, and 5 vehicles at a time being processed within the wash tunnel, for a total queueing of 25 vehicles on site within the wash queue. In addition, there is room for 14 vehicles in the vacuum stalls, and our data, along with data developed from KLOA Traffic Consultants show that about 20% of overall wash customers choose to use the free vacuums at the time of washing. Most customers use the vacuum stations only about every 4th wash, or less.

Volume counts in the following tables show wash throughput data over January through May 2018 (the highest volume months) at two of our locations by hour. This hourly throughput data exceeds the ITE data used by most traffic consultants performing studies, and thus we feel that we are presenting a better real world case study for how a site performs and is better able to maintain internal onsite traffic flow and queueing than a typical "full service" or legacy car wash does.

Wash Throughput Statistics 1-1-2018
through 5-31-2018

Number of Days = 151

Villa Park	Avg Mon	Avg Tue	Avg Wed	Avg Thu	Avg Fri	Avg Sat	Avg Sun
6:00 AM							
7:00 AM	11.23	15.59	16.14	18.91	22.19	24.52	11.95
8:00 AM	19.45	20.59	21.32	26.68	28.48	36.95	26.14
9:00 AM	19.86	24.00	25.32	29.27	34.62	54.24	37.48
10:00 AM	24.59	26.23	29.59	32.36	39.33	62.10	50.19
11:00 AM	29.09	32.05	37.41	42.41	47.24	72.14	56.19
12:00 PM	36.00	40.50	37.64	49.82	54.19	79.71	62.05
1:00 PM	38.82	40.14	42.00	50.95	56.14	76.38	61.19
2:00 PM	40.68	41.95	44.50	52.59	56.81	72.00	52.67
3:00 PM	40.32	45.91	47.73	56.36	62.62	68.86	50.19
4:00 PM	40.09	47.91	45.91	52.82	61.62	59.86	43.43
5:00 PM	35.50	45.00	42.09	50.00	55.71	46.19	35.43
6:00 PM	25.00	35.00	30.95	39.32	40.38	35.00	27.14
7:00 PM	19.27	26.64	22.77	27.55	27.14	25.43	18.48
8:00 PM							
Villa Park Average Daily Volume	379.91	441.50	443.36	529.05	586.48	713.38	532.52

Number of Days = 151

Plainfield	Avg Mon	Avg Tue	Avg Wed	Avg Thu	Avg Fri	Avg Sat	Avg Sun
6:00 AM							
7:00 AM	11.50	14.68	15.82	17.95	24.29	26.38	17.52
8:00 AM	20.55	21.59	23.59	23.91	33.76	42.00	32.67
9:00 AM	25.73	26.41	31.14	31.95	43.86	55.76	44.48
10:00 AM	26.91	30.55	32.64	37.05	50.19	68.71	59.05
11:00 AM	36.86	35.32	37.86	43.41	53.90	73.67	68.57
12:00 PM	37.50	39.55	40.91	50.73	58.38	76.57	74.57
1:00 PM	35.27	33.77	41.09	44.23	57.81	78.48	68.29
2:00 PM	40.64	36.82	44.45	45.27	58.81	67.43	67.90
3:00 PM	41.14	41.91	47.14	53.18	63.00	72.43	64.62
4:00 PM	44.95	45.50	44.68	53.50	60.48	64.62	55.00
5:00 PM	37.14	39.68	40.64	45.09	50.86	49.43	40.81
6:00 PM	27.55	37.82	37.55	42.14	39.05	38.05	29.29
7:00 PM	20.55	28.23	25.91	29.86	29.29	25.86	20.86
8:00 PM							
Plainfield Average Daily Volume	406.27	431.82	463.41	518.27	623.67	739.38	643.62

Number of Days = 151

Combined Averages	Avg Mon	Avg Tue	Avg Wed	Avg Thu	Avg Fri	Avg Sat	Avg Sun
6:00 AM							
7:00 AM	11.36	15.14	15.98	18.43	23.24	25.45	14.74
8:00 AM	20.00	21.09	22.45	25.30	31.12	39.48	29.40
9:00 AM	22.80	25.20	28.23	30.61	39.24	55.00	40.98
10:00 AM	25.75	28.39	31.11	34.70	44.76	65.40	54.62
11:00 AM	32.98	33.68	37.64	42.91	50.57	72.90	62.38
12:00 PM	36.75	40.02	39.27	50.27	56.29	78.14	68.31
1:00 PM	37.05	36.95	41.55	47.59	56.98	77.43	64.74
2:00 PM	40.66	39.39	44.48	48.93	57.81	69.71	60.29
3:00 PM	40.73	43.91	47.43	54.77	62.81	70.64	57.40
4:00 PM	42.52	46.70	45.30	53.16	61.05	62.24	49.21
5:00 PM	36.32	42.34	41.36	47.55	53.29	47.81	38.12
6:00 PM	26.27	36.41	34.25	40.73	39.71	36.52	28.21
7:00 PM	19.91	27.43	24.34	28.70	28.21	25.64	19.67
8:00 PM							
Combined Average Daily Volume	393.09	436.66	453.39	523.66	605.07	726.38	588.07

Of course, there will be times were for one reason or another the queue stalls or the wash needs to stop processing. If for example, a car exiting the wash decides to stop, or stalls—we have anti collision software and sensors that will bring our entire wash to a gentle halt. When that vehicle is cleared, the wash system is gently restarted and the entire queue continues. Typically, an issue such as this is cleared in less than one minute. As part of our monitoring we have thirty two (in some instances more) cameras covering inside and outside the site which allows for rapid detection, determination and resolution of problems.

We look forward to answering any further questions there may be with respect to traffic flow, processing and site operations.