

Roger A. Pencek
Designated Broker
President, M.B.A.

Web Page
www.carwashbrokers.com



Branch Offices ** USA

Car Wash Brokers, Inc.

(aka) ABI, LLC.
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Roger A. Pencek, Broker, Principal, MBA

Professional Car Wash Consulting / Expert Witness

Established in 1985, Acquisitions, Businesses & Investments (ABI LLC) and Car Wash Brokers Inc., (CWB Inc.) President, Roger A. Pencek founder / principal. Car wash licensed broker in as many as 14 USA states, currently licensed in 6 of the Pacific Southwest, offers proven professional, comprehensive and experienced consulting / expert witness testimony in civil, Federal, Bankruptcy Court and Lender / Bank work outs specifically in the car wash space; USA and Internationally. Resume upon engagement.

New facilities: consulting package involves the following:

- a. Site Selection and Evaluation
- b. Opinion of Values (OOV)
- c. Equipment Selection
- d. Chemicals & Supplies Selection
- e. Marketing
- f. Merchandising / Pricing
- g. Advertising / Public Relations

h. Review of client's business plan and critique of Appraisals
Existing car wash facilities: to improve their present operation a consulting program is offered:

- a. Management
- b. Personnel
- c. Facilities
- d. Equipment
- e. Chemicals
- f. Opinion of Values of ongoing business
- g. Forensic evaluation of books and records

CARWASH EXPERTISE:

CWB Inc., Car Wash Consulting Program includes the following:

1. Personal discussions with client as to specific approaches on new builds and existing wash operations:
 - (a). Full Service
 - (b). Express
 - (c). Flex Serve
 - (d). Self Service
 - (d). Car Wash with Detailing (full service or express)
2. Site Recommendations
3. Site Evaluation & Analysis
4. Merchandising and Pricing Program
5. Vehicle Volume and Revenue Projections
6. Opinion of Values (OOV) analysis of current business value
7. Assistance in Selection of Architect and Contractor
8. Building Design Suggestions
9. Equipment Selection
10. Complete Equipment & Related Construction Drawings
11. Installation
12. Technical Training
13. Management Training
14. Staff Training
15. After-Sale (Exit Strategy) Support
16. Competition and car wash customer trade target markets
17. Wash membership advisory

***Fee:** \$500 per hour (\$5K for a consistent 8 hour day) portal to portal, \$5K retainer (nonrefundable in advance). Additional consulting will be retained in 3 hour min blocks, non-refundable. Hourly log presented upon initial expiration of retainer. Client to pre-pay all reasonable agreed travel expenses; additional \$2K per day for each overnight stay. Depositions will be at the aforementioned rate; not court summoned rates.



Roger A. Pencek- Broker-MBA-Consultant-Expert Witness