

A **TMC Pet Vending Solutions™** White
Paper



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Coin Operated Self-Serve Dog Wash Review

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Introduction

Based on a two-year independent study, this document rates the pros and cons of the top Coin/Bill Operated Self Serve Dog Washes manufactured throughout the world. The reader will find the “TMC Dog Wash Report” a valuable tool in choosing the right product for your business.

According to a recent Associated Press article, [self-service dog washes are flourishing in the U.S.](#) As the \$41 billion US Pet Industry continues to increase annually, TMC Pet Vending Solutions™ anticipates that demand for Coin/Bill/Cashless operated Self Serve Dog Washes will continue to increase.

Coin/bill Operated Self Serve Dog Washes are the cornerstone of today’s “Pet Vending Profit Centers.” First embraced by the car wash industry in the U.S., Self Serve Dog Washes are generating incremental revenues for retail business owners and operators. By providing a fun service destination for the entire family, outlets with Coin Operated Self Serve Dog Washes have been shown to drive increased client traffic and customer satisfaction. While still early in its growth phase, Coin Operated Self Serve Dog Washing technology has been operating for nearly eight (8) years in the U.S. and for over a decade abroad.

Careful analysis up front can avoid costly mistakes in-market. With many Coin Operated Self Serve Dog Wash products to choose from, each offering a range of different features and benefits, which one is the best for your business? Of course, it all starts with the particular needs of venue and clientele. The TMC Dog Wash Report does the rest for you by evaluating key factors from both the business and pet owner’s perspective including:

- *Safety and liability*
- *End-user ease of use*
- *Outdoor and/or indoor equipment availability*
- *Maintenance required/ownership operation*
- *Reliability*
- *Quality and customer support*
- *Cost*

This White Paper will provide the reader with the facts and statistics collected over the past few years to help you determine which Coin Operated Self Serve Dog Wash is right for your business. Although the dog washing technology continues to evolve, there are safe and reliable equipment options available today.

Problem Statement

How do you know what equipment is available and what equipment is best suited for your business application?

The Audience: Business owners looking to add a Coin Operated Self Serve Dog Wash

- *Car washes/quick lubes/C-stores*
- *Pet stores, groomers, day cares*
- *Dog parks/beaches*
- *Apartment complexes/REITs*
- *Military bases*
- *RV Parks*
- *Laundromats*
- *Self Serve Dog Wash store-fronts*

Self Serve Dog Washes: Generation I

Historical Overview:

- 84% of pet owners wash their pets in-home (according to a 2007 study by Moen International)
- Most in-home washers report moderate to high difficulty, and dread the clean up process
- Self serve coin operated dog washes have been successfully operating for over a decade
- Introduced to the US market in the early 2000s
- Evolution of equipment -- Still a new concept in America

Generation I: - [Kleen-Pet system](#)/PD and the McLaren/National Pride tub system



- Today, self service dog washes are flourishing in the U.S., according to a recent Associate Press article dated January 1, 2008.

Evolution: Generation II

In 2005, [Pet Clin®](#) and [Dog Wash USA](#) dog wash systems were introduced to the U.S. market as the next phase of self serve dog wash equipment:

- o Operating independently indoor and outdoor
- o Stand-alone/self-contained
- o Safer and more complete functionality
- o Less maintenance
- o More complex to operate and maintain

As the industry is evolving, the TMC Outlook for 2008 is likely to be driven by THREE factors:

- **Simplicity and Refinement**

Operators have learned that the machines must be both easy to use and maintain. Cleaner lines and fewer unnecessary gadgets make the machines both better looking and customizable. (see Australia's [Tru Blu K9000](#))

- o Moving towards being cashless (i.e. credit card readers)
- o Keep it simple for end-user and equipment owner/operator
- o Must be reliable and durable enough to wash hundreds of dogs per week

- **The evolution of a true Pet Vending Profit Center**
 - o Adding accessory vending equipment like [Hey Buddy! Pet Supply Vending](#) machines to further increase revenues and exposure
- **Mobile Self Serve Dog Wash Solution (See future white paper for details)**



[Pet Clin® Indoor/Outdoor](#)



[Pet Clin® Indoor](#)



[THI/Dog Wash USA](#)



[Tru Blu K9000](#)

TMC Dog Wash Report (see attachment on last page)

TMC Dog Wash Report

1/3/2008

Scale - 5 (Excellent) - 1 (Poor)

Equipment		First Yr. In US	Made In	# in US	# in World	Indoor/Outdoor	Stand Alone	Auto Platform Option	Dollar Bill Option	Safety/Liability Potential	End-User Ease of Use	Maintenance	Reliability	Manufacturer Support	Distributor Support	Overall Score	Cost
Kleen-Pet/PD McLaren	00-'01	Canada	300+	300+	Indoor	No	No	Yes	3	3	3	4	5	5	23	\$7,000 up to \$25,000+ if enclosed	
National Pride Equipment, Inc.	03	US	50+	50+	Indoor	No	No	Yes	3	3	3	4	5	5	23	\$7,000 up to \$25,000+ if enclosed	
Pet Clin/Interlamas - 2 Models	05	Spain	10	250+	Both	Yes	Yes	Yes	4	4	3	4	2	5	22	\$19,000 up to \$25,000	
THI Dog Wash/Dog Wash USA	05	UK	2	300+	Both	Yes	Yes	No	4	4	3	3	4	3	21	\$19,500 up to \$24,000	
Tru Blu K9000 Dog Wash	Q1 '08	Australia	0	70+	Both	Yes	No	Yes	5	5	4	5	5	5	29	\$21,995	