



2023
2024

WASHWORKS UNIVERSITY
ACADEMIC GUIDEBOOK

**Wash Works University
provides a wide range
of courses and the most
comprehensive live
training to prepare anyone
for a successful career in
the car wash industry.**



OVERVIEW



Wash Works University provides a wide range of courses and the most comprehensive live training to prepare anyone for a successful career in the car wash industry.

As the need for professionally trained managers and employees increases, Wash Works University provides customizable training as well as a fun learning atmosphere to engage attendees at all levels, regardless of their experience in the industry.

Whether you are a complete novice or seasoned professional, Wash Works University provides hands on courses to help you gain the knowledge required to be successful in the car wash industry.

Wash Works University can also help increase revenue, decrease expenses and make life easier by offering the most up-to-date technology, safety and equipment training.

Utilizing our state of the art, modern, hands on learning environment, Wash Works University creates the managers of the future and drives success in the car washes of today.

Come take a tour of our extraordinary learning facility, enroll in courses that will challenge and enrich your mind, and become a successful operator of tomorrow.



Dive deep into the general theory of functional car wash operations, operating procedures, position and sales training and all the necessary tools you as an operator will need on a daily basis to successfully run a car wash. You will also receive Auto cashier, POS, and reporting training.



OPERATIONS



CAR WASH OPERATIONS W/ POS: (3 DAY COURSE)

Dive deep into the general theory of functional car wash operations, operating procedures, position and sales training and all the necessary tools you as an operator will need on a daily basis to successfully run a car wash. You will also receive Auto cashier, POS, and reporting training.

OVERVIEW OF TOPICS COVERED

- Operational Safety
- Equipment and Back Room Safety
- Asset Familiarization
- Position Training
- Sales/Island Training
- Roles and Responsibilities
- Tunnel Alertness and Awareness
- Scheduling
- Opening and Closing Procedures
- Damage Claim Procedures and Activity
- Refund Procedures
- Tips and Tricks

PRO DAY ONE: (1 DAY COURSE)

Engage with seasoned industry professionals who will discuss the cost of doing business, what it takes financially and how to determine if this is the proper opportunity and investment for you.

OVERVIEW OF TOPICS COVERED

Identification and Understanding of the Business
Five-Part Effective Financial Management Systems
Future Operations
Emerging Technologies
Business Survival
Fundamental Changes

EQUIPMENT DYNAMICS: (1 DAY COURSE)

Learn about equipment dynamics with an immersive classroom experience. Then, master the knowledge with a live hands-on experience using car wash equipment and all the support items required to operate a car wash. Explore how all the components work together to produce a clean, dry, shiny, and damage free car - at the highest possible price with the lowest cost of operation.

OVERVIEW OF TOPICS COVERED

Theory of Operation
Hands on Adjustment
Industry Terminology
Troubleshooting



Learn the basics of car wash management. Gain knowledge about general management and best practices to ensure a profitable operation. Drive incremental revenue and eliminate wasted time and effort to ensure the success of your car wash.



MANAGEMENT



MANAGEMENT 101: (3 DAY COURSE)

Learn the basics of car wash management. Gain knowledge about general management and best practices to ensure a profitable operation. Drive incremental revenue and eliminate wasted time and effort to ensure the success of your car wash.

OVERVIEW OF TOPICS COVERED

- Safety Overview for Management
- General Management
- Hiring
- Staffing and Scheduling
- Employee Training
- Reporting
- General Administrative Duties
- Damage Claims (In Depth)

MANAGEMENT 201: (2 DAY COURSE)

Learn how to handle conflict, develop collaboration and create high performing teams that will help control your single largest variable expense and streamline operations.

OVERVIEW OF TOPICS COVERED

Leadership Effectiveness and Human Capital
Handling Conflict (Collaboration and High)
Performing Teams
Value Based Leadership

MANAGEMENT 301: (2 DAY COURSE)

Learn about financial statements, forecasting and using data to make decisions. Dive deep into growth strategies to really ignite performance at your car wash.

OVERVIEW OF TOPICS COVERED

Cost Information and Decision Making
Growth Strategy
Financial Statements,
Forecasting, and Decision Making



**Brought to you by Motor
City Wash Works, our
high-tech high touch,
multi-million dollar training
facility is open
and currently hosting
classes for car washers
from around the globe.**



THE CENTER



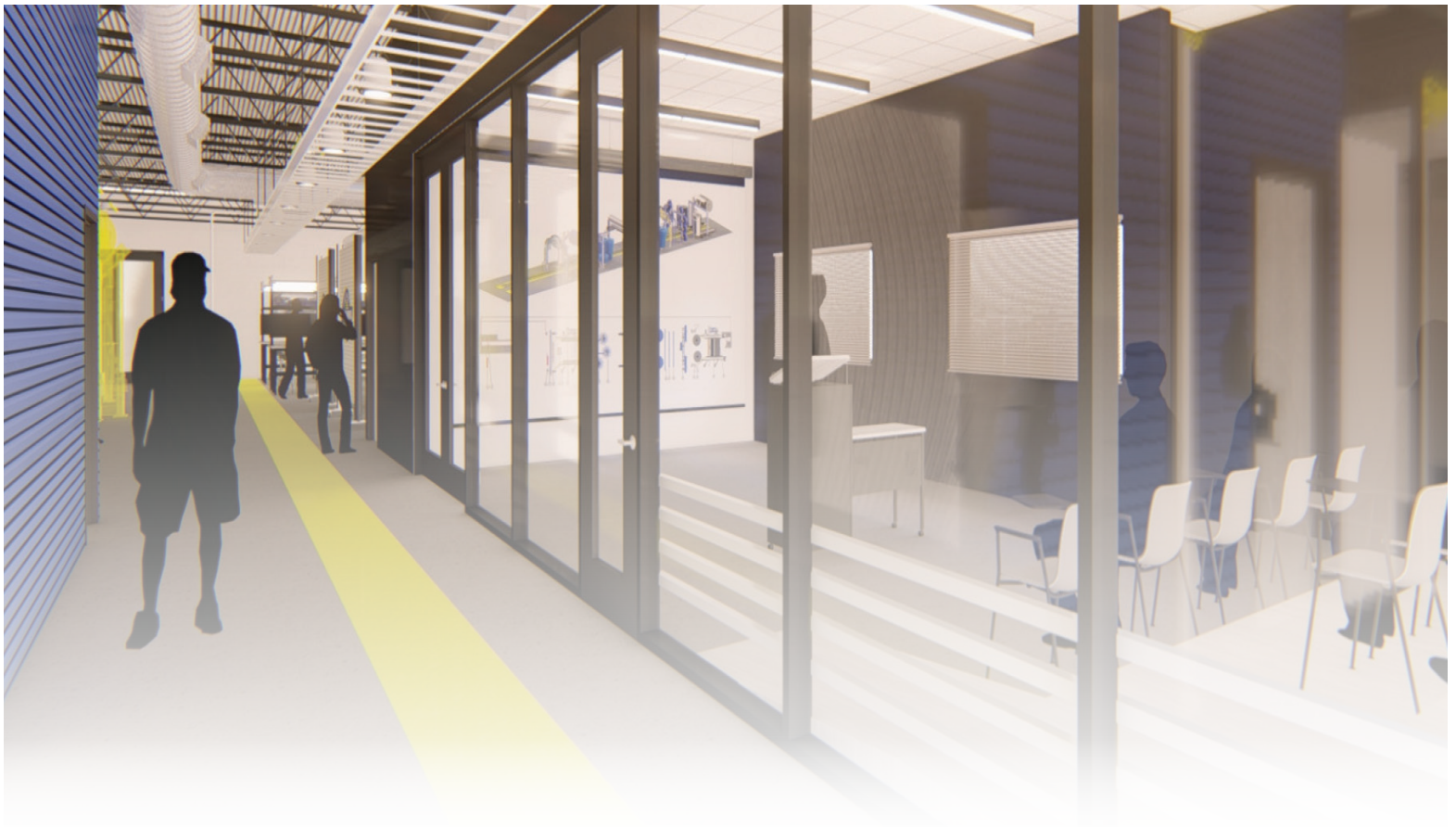
Brought to you by Motor City Wash Works, our high-tech high touch, multi-million dollar training facility is open and currently hosting classes for car washers from around the globe.

This 7,000 square foot facility combines the latest car wash equipment technology with the most comprehensive training classes available in the industry - all to help you maximize your revenue and decrease expenses.

Featuring hands-on work stations, a fully automated car wash system, comfortable and private offices plus a 25-seat stadium style theatre; the facility is designed for specific learning. Plus, attendees get to work with industry professionals and engineers to help take your business to the next level.

- Includes DRB, Micrologic, Hamilton and Washify POS
- Advanced distributed machine control (CruzControl™)
- Conveyor and Fleet Clean product lines

From repair and maintenance to advanced management and finance classes, the Center for Car Wash Excellence at Wash Works University helps you drive top line revenue and increase bottom line profits.



Avoid costly technician visits with a training class for light repairs and maintenance on each Motor City Wash Works[®] component. Empower any employee to make timely minor repairs that will keep the wash in tip top shape.



REPAIR



EQUIPMENT REPAIR 101: (3 DAY COURSE)

Avoid costly technician visits with a training class for light repairs and maintenance on each Motor City Wash Works® component. Empower any employee to make timely minor repairs that will keep the wash in tip top shape.

OVERVIEW OF TOPICS COVERED

Bearing Replacement
Cylinder Seal Replacement
Hydraulic Hose Replacement
Shortening Chain
Brush Replacement
Belt Replacement And More...



EQUIPMENT REPAIR 201: (2 DAY COURSE):

Training for intermediate repairs and maintenance on each Motor City Wash Works® component. Empower most employees to make timely intermediate repairs that will keep the wash running in case of a breakdown.

OVERVIEW OF TOPICS COVERED

Motor Replacement
Shaft Replacements
Impeller Replacements
Conveyor Take Up and
Trap Door Replacement And More...

**Protect your employees
and yourself with this
in-depth course about
car wash safety, focusing
on equipment, chemistry,
electrical and personal
safety.**



SAFETY



CAR WASH SAFETY: (2 DAY COURSE)

Protect your employees and yourself with this in-depth course about car wash safety, focusing on equipment, chemistry, electrical and personal safety.

OVERVIEW OF TOPICS COVERED

OSHA and the Role it Plays in Your Business
Right to Know Business Board
Safety Manual
Operational Safety
Electrical - Lock Out Tag Out
MCWW Safety Bundle



Learn how to navigate and get the most out of Site Track[®]. Autogenerate work orders and owner reports while creating accountability for maintaining your equipment. Maximize ROI while reducing maintenance costs and down time, ultimately maximizing the life of your assets.



MAINTENANCE



SITE TRACK®: (2 DAY COURSE)

Learn how to navigate and get the most out of Site Track®. Autogenerate work orders and owner reports while creating accountability for maintaining your equipment. Maximize ROI while reducing maintenance costs and down time, ultimately maximizing the life of your assets.

OVERVIEW OF TOPICS COVERED

- Tunnel Safety Overview
- Interface Overview
- Mobile Interface Training
- Advanced Interface Training
- Hands on Basic Equipment Training
- Hands on Advanced Equipment and Interface Training



Master your craft by learning the function and differences of all car wash chemistry. The chemistry you use is critical to your car wash because it determines the quality of the finished product.



CHEMISTRY

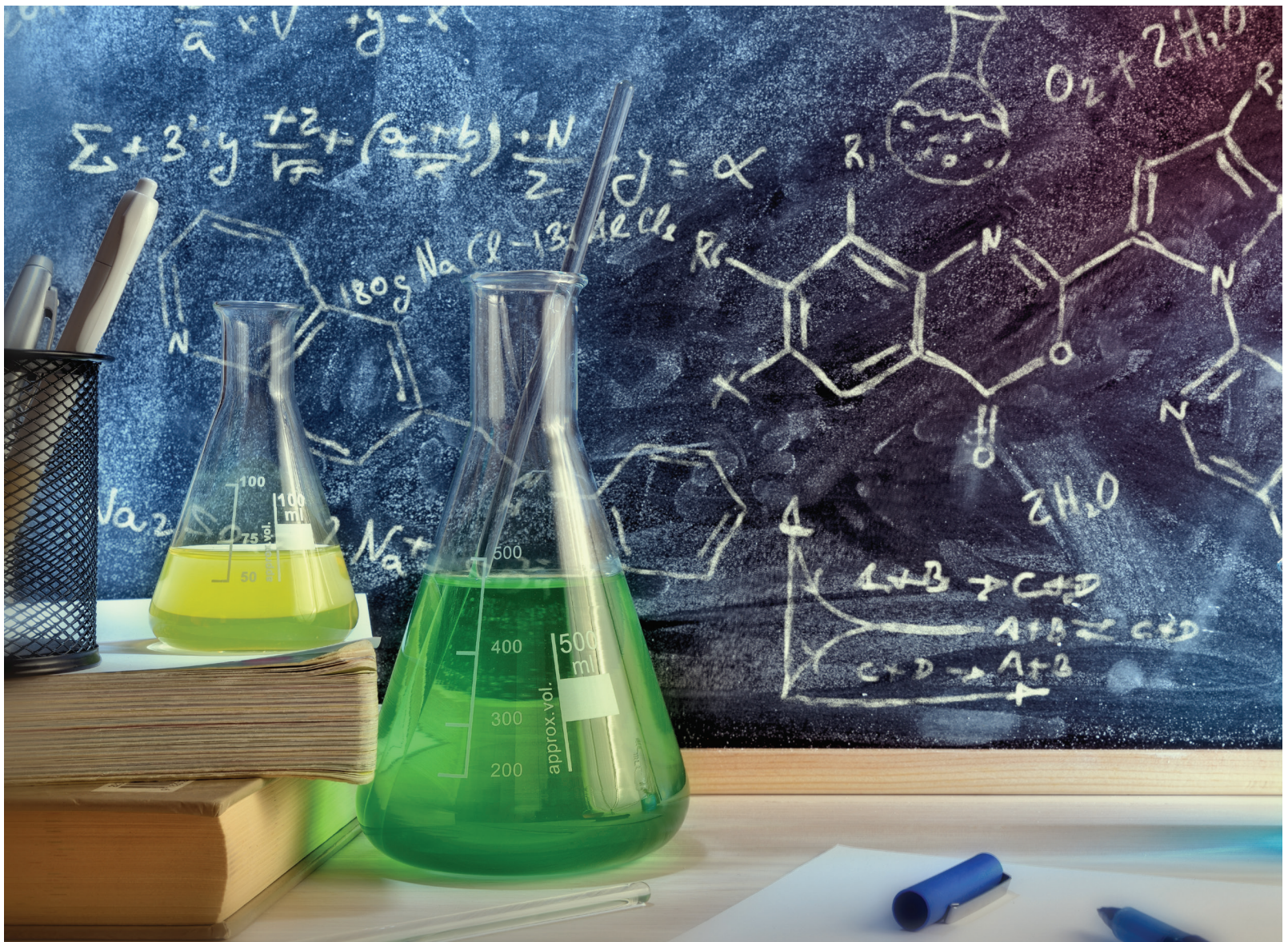


CHEMISTRY: (2 DAY COURSE)

Master your craft by learning the function and differences of all car wash chemistry. The chemistry you use is critical to your car wash because it determines the quality of the finished product.

OVERVIEW OF TOPICS COVERED

- Wash Zones
- Chemical Balance
- PH and the Difference it Can Make
- The 5 Factors of Cleaning
- Water and What is in it
- Conditioners, Polishes, Wax, Sealants, and Ceramics
- Chemical Usage
- Dispensing Equipment
- Application Types



Take part in high-level marketing training to make better business decisions and understand how to set strategic direction for your company. Learn to drive results through market research, brand communication, and more.



MARKETING

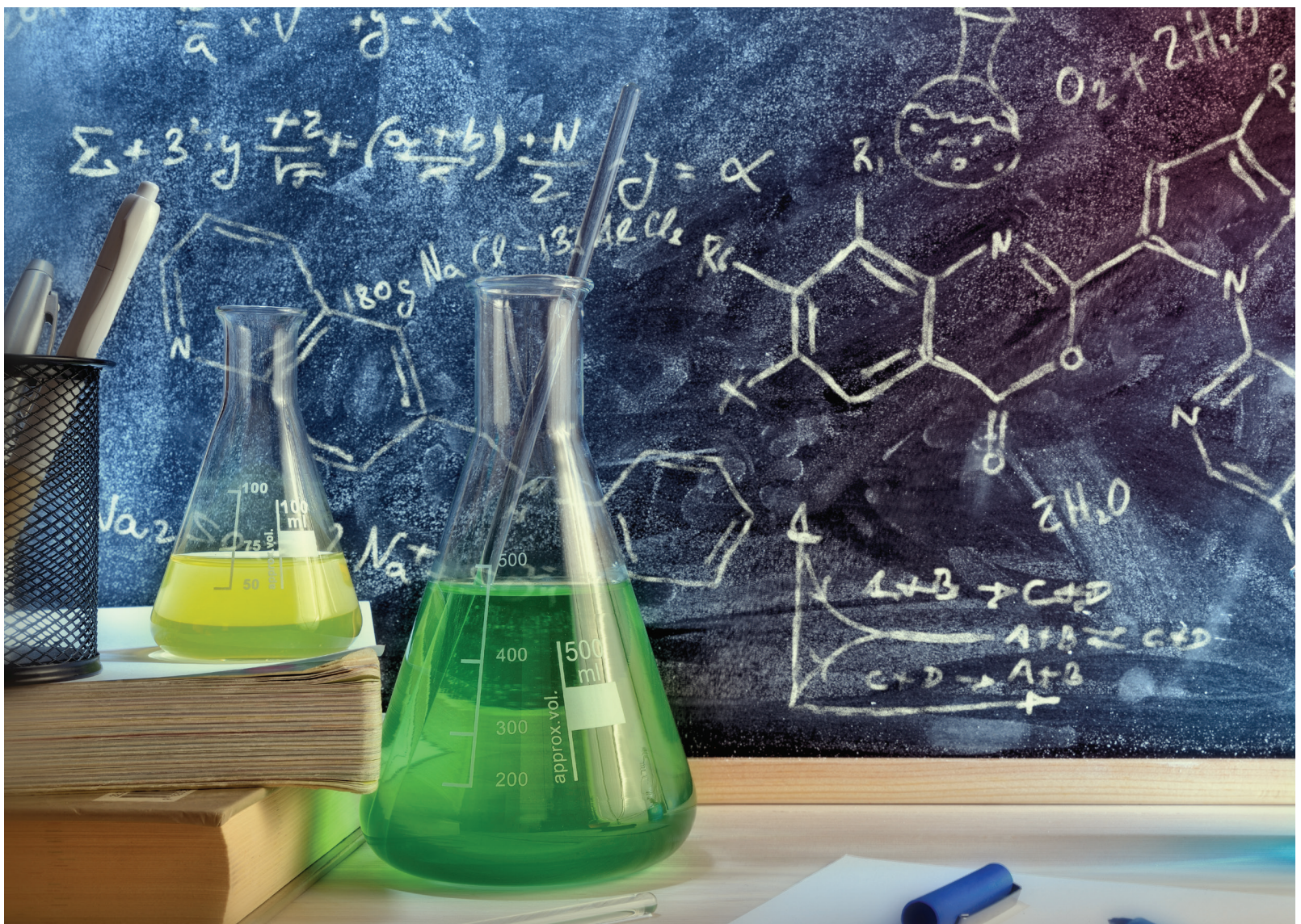


MARKETING AND MERCHANDISING: (2 DAY COURSE)

Take part in high-level marketing training to make better business decisions and understand how to set strategic direction for your company. Learn to drive results through market research, brand communication, and more. Learn how to create and execute a successful marketing strategy including campaign development, digital advertising, content marketing, retention strategy, SEO, optimization, and more.

OVERVIEW OF TOPICS COVERED

- Branding & Social Media
- Island Sales Training
- Unlimited Club Marketing
- Digital Advertising
- Guarding Your Reputation
- Tracking Results





WASH WORKS UNIVERSITY

PART NUMBER	CLASS NAME	DESCRIPTION	TERM	COST
WWUCLASSOPS0101	Car Wash Operations	Dive deep into the general theory of functional car wash operations, operating procedures, position training, auto cashier operations, POS, reporting and all the necessary tools you will need on a daily basis to properly operate your car wash.	3	\$1,895.00
WWUCLASSMGT0101	Management 101	Learn the basics of car wash management. Gain knowledge about general employment and best practices to ensure a profitable operation. Dive incremental revenue and eliminate wasted time and effort to ensure the success of your car wash.	3	\$1,895.00
WWUCLASSMGT0201	Management 201	Learn how to handle conflict, develop collaboration and create high performing teams that will help control your single largest variable expense and streamline operations.	2	\$1,395.00
WWUCLASSMGT0301	Management 301	Learn about financial statements, forecasting and using data to make important business decisions. Dive deep into growth strategies to ignite high performance at your car wash.	2	\$1,395.00
WWUCLASSMKT0101	Marketing and Merchandising	Learn how to make better business decisions and set strategic direction with strategic marketing training. Drive results at your wash by understanding integrated marketing communications, market research, brand communication and more.	2	\$1,395.00

**Note: Lunches/Dinners are included in course cost while transportation and lodging are the responsibility of the attendee.*

Step Up Your Skills • Improve Your Team • Operate Like a Pro
Attend Wash Works University



WASH WORKS UNIVERSITY

PART NUMBER	CLASS NAME	DESCRIPTION	TERM	COST
WWUCLASSEQR0101	Equipment Repair and Maintenance	Avoid costly technician visits with a training class for light repairs and maintenance on each Motor City Wash Works® component. Empowers any employee to make timely minor repairs that will keep the wash running in top shape.	3	\$1,895.00
WWUCLASSEQR0201	Advanced Equipment Repair	Learn how to perform medium repairs and maintenance on each Motor City Wash Works® component. Empowers most employees to make timely medium repairs that will keep the wash running in case of a breakdown.	3	\$1,895.00
WWUCLASSCRUZ001	CruzControl™ Operations	Learn how to put your wash on CruzControl™ by automating the entire operation from maintenance work orders to inventory management and all related CruzControl™ car wash administrative functions. The class focuses on Site Track™, Site Scan™ and Site Unite™, allowing your staff to spend more time focusing on your customers by automating both mundane and troublesome tasks.	3	\$2,295.00
WWUCLASSCRUZ002	CruzControl™ Equipment	Become proficient in Gen 2 MCC equipment installation, troubleshooting and remote management. This course includes hands-on experience with an operational Gen 2 MCC and includes Site Command™ tunnel control software training and covers all general aspects of CruzControl™.	3	\$2,295.00

**Note: Lunches/Dinners are included in course cost while transportation and lodging are the responsibility of the attendee.*

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PART NUMBER	CLASS NAME	DESCRIPTION	TERM	COST
WWUCLASSCHM0101	Chemistry	Master the car wash craft by learning the importance, function and differences of all car wash chemicals, the five factors of cleaning and the benefits they provide for your customers' vehicles. The chemistry used is critical to the car wash, as it determines the overall quality of the finished vehicle.	2	\$1,395.00
WWUCLASSCWS0101	Car Wash Safety	Protect your business with this in-depth course on car wash safety. The class focuses on equipment, chemical, electrical and personal safety. <i>*Note: Your company may be eligible for insurance premium credits through Cross Insurance by taking this certified course.</i>	2	\$1,395.00
WWUCLASSCUST001	Custom	Combine up to 4 courses into 3 days of WWU training. We will work together with your group to develop an agenda that combines multiple class topics to meet the needs of your group. This may be combined with other groups that have the same or similar needs.	3	\$2,295.00
WWUCLASSPPC0001	Private Premium	(2 person minimum) Private Premium is a custom class that will give your group individualized attention and customized material. Combine up to four courses and receive premium, services and all meals.	3	\$2,795.00
WWUCLASSPPC0002	Private Premium Plus	We will come to your site and do on site training with your team.	3	\$9,995.00 (Starting At)

**Note: Lunches/Dinners are included in course cost while transportation and lodging are the responsibility of the attendee.*

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NOTES



NOTES



NOTES



NOTES



COURSES TO IMPROVE YOUR CAR WASH GAME

- OPERATIONS
- MANAGEMENT
- MARKETING
- MAINTENANCE
- REPAIR
- CHEMISTRY
- SAFETY

IMPROVE YOUR TEAM
OPERATE LIKE A PRO!



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