



*"Car washing with a choice –  
automatic or self-serve."*

**Pacific Car Wash  
7702 Fair Oaks Blvd.  
Carmichael, CA 95608  
1-888-PAC-WASH**

August 5, 2005

Dear Sir or Madam:

I want to encourage you to take advantage of our charity car wash program. Pacific Car Wash is offering to supply our wash facility for a day of car washing fun where you keep the profits! Pacific Car Wash uses equipment and chemicals specifically designed for cleaning cars - ensuring your contributors a high quality carwash in a safe environment for your participants. Now, raising money for your youth organization can be fun and good for the environment too as our car wash keeps untreated waste water from running into our rivers, bays and ocean. If your organization is looking to raise money on a sunny day, trust the professional car wash at Pacific Car Wash!

If you would like to understand our program offer, please read the program description included below. A charity car wash is our way of helping the community we serve. If you would like to schedule a car wash date with us, please call our Public Relations Director, Cynthia Cavalieri. She will instruct you on the dates available and review the safety and program guidelines to make your event a successful one for all involved!

Warmest regards,

Jerry Cavalieri  
Co-Owner, Pacific Car Wash

Bob Cavalieri  
Co-Owner, Pacific Car Wash



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### The Program

There are many ways to raise money for your group. Pacific Car Wash will work with you to develop a program to meet your needs. Listed below are various techniques we have developed for FUN\*RAISING events.

1. Pacific Car Wash will donate a self-service bay to wash the cars. Your group will keep 100% of the profits.
2. Pacific Car Wash will provide pre-numbered certificates for your FUN\*RAISER event with your groups' information on the tickets. The tickets can be pre-sold and redeemed on the day of your carwash event. You keep 50% of what you sell and return the unused certificates.
3. Pacific Car Wash will help you organization hold a WASH\*A\*THON! Your organization will gather pledges for the number of cars you wash and your team will be responsible for collecting the pledge money. On average, groups wash 50 cars and have made up to \$2800.00 ! This is the best way to make a LOT of money for your organization.
4. Pacific Car Wash will also provide your group with information that explains how to organize your FUN\*RAISER carwash event to ensure a safe, fun and VERY profitable FUN\*RAISING carwash.

### How to Get Started

Contact Cynthia Cavaleri to determine a date for your event:

Phone 1-888-PAC-WASH  
Pacific Car Wash  
7702 Fair Oaks Blvd., Carmichael, CA 95608

*Did you know while your organization is raising much-needed money, you are also helping to keep the environment clean? Waste water from washing your car is contaminated with soap, wax, grease, etc., from the car. Carwash waste water at commercial carwashes is disposed of properly. Washing your car at a self-service or automatic carwash is one of the most water efficient ways to wash your car!*

### The Rules - Safety First



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Please advise all participants ahead of time to follow common sense guidelines for safety. This needs to be controlled by the safety supervisor you will designate from your organization. Everyone needs to understand that there will be moderate amounts of water on the ground and that vehicles will be pulling in and out of the area. Advise them on proper dress such as good shoes that are resistant to slipping (e.g. athletic shoes.)

1. No Horseplay allowed - You are using high pressure equipment - this is NOT like washing with a water hose!
2. Wear non-slip shoes - bare feet & flip flops are not allowed.
3. Adult supervision is necessary if minors are involved in the event. One adult is needed for every 5 minors.
4. Only the customer is allowed to drive their car.
5. Signs Holders are not allowed to stand in the street.

Your organization is responsible for the following:

- Banners/Signage/Flyers etc. (no larger than 3' x 10')
- Drying Towels (You can't have TOO many)
- Additional Cleaning Supplies - Window Cleaner, Paper Towels etc.
- Food/Drinks for your Group
- SMILES - Washing Cars is Fun!

#### Tips To Make More \$\$\$

1. Contact the local paper and radio stations with a press release to promote your event.
2. Put your groups name and why you are raising money on flyers, posters, tickets, etc.
3. Get your team of people motivated by offering a prize for the most tickets sold or the most pledges pledged!
4. Contact local businesses, churches, schools in your area to see if they have a public bulletin board that you could use to post information about your event.

Do a WASH\*A\*THON - it's the best way to raise money for your group. Look below for an example of what you can do:

Typical Fundraiser Carwash: 3-4 hours long, washes 50 cars, average donation \$5.00 a car. Total Amount Raised: \$250.00

WASH\*A\*THON Carwash: 3 weeks in advance - work to get pledges. Average pledge per team member 5 pledges at 50 cents a car (10 team members). On the day of the



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event, group washes 50 cars, average donation \$5.00 a car. Total Amount Raised: \$250.00 (donations) plus pledges \$1,250.00 = \$1,500. You are washing the same amount of cars but raising A LOT more money.

Pacific Car Wash will provide you with instruction & forms for holding a WASH\*A\*THON. These are shown on the attached pages.





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