

## V. ESTIMATED SALES FOR ONE MONTH OPERATION

Particulars	Sales
17 cars @ Php 70 x 30 days	Php 35,700.00
3 vans @ Php 80 x 30 days	7,200.00
10 cars @ Php 40 x 30 days (for tire black and vacuuming)	12,000.00
8 cars @ Php 500 (for detailing)	4,000.00
Sub-Total	Php 58,900.00
Less:	
Direct Costs	Php 15,165.25
Indirect Costs	14,356.50
Sub-Total	Php 29,521.75
Net Income (monthly)	Php 29,378.25
Or Net Income (daily)	Php 979.30

## VI. REGISTRATION REQUIREMENTS

### Business Name Registration

Visit Department of Trade & Industry (DTI)  
Provincial Office where the business is located or log on to  
[www.bnrs.dti.gov.ph](http://www.bnrs.dti.gov.ph)

### Mayor's Permit/Resident Certificate & Sanitary Permit

From The Local municipality where the business is located

### Tax Identification Number (TIN)

Bureau of Internal Revenue (BIR) National  
Office, Agham Road, Diliman, Quezon City  
Trunkline: (632) 981.7000 / 981.8888  
Email: [contact\\_us@cctr.bir.gov.ph](mailto:contact_us@cctr.bir.gov.ph)  
Website: [www.bir.gov.ph](http://www.bir.gov.ph)

## VII. FINANCING FACILITY

### SSS Special Financing Program

Social Security System (SSS)  
Loans and Investment Office  
SSS Building, East Avenue, Diliman, Quezon City  
Tel. Nos.: (632)920.6401 / 920.6446  
Email: [member\\_relations@sss.gov.ph](mailto:member_relations@sss.gov.ph)  
Website: [www.sss.gov.ph](http://www.sss.gov.ph)

### Small & Medium Enterprise Credit

Phil. Business for Social Program  
18<sup>th</sup> Flr., Phil. Social Dev't. Center,  
Magallanes cor. Real St. Intramuros, Manila  
Tel. Nos. (632)527.7741 to 51 or 527.3751  
Fax No. (632)527.3743  
Email: [pbsp@pbsp.org.ph](mailto:pbsp@pbsp.org.ph) or [smec@pbsp.org.ph](mailto:smec@pbsp.org.ph)  
Website: [www.pbdp.org.ph](http://www.pbdp.org.ph)

### People's Credit Finance Corporation

395 Sen. Gil Puyat Ave. Makati City  
Tel. Nos. (632) 897.8549 / 897.5822  
Fax No. (632) 897.8523 / 897.8528  
Email: [info@pcfc.ph](mailto:info@pcfc.ph)  
Website: [www.pcfc.gov.ph](http://www.pcfc.gov.ph)

## VIII. TRAINING INSTITUTIONS

### DTI-Cottage Industry Technology Center (CITC)

20 Russet St., SSS Village, Makati City  
Tel. Nos.: (632) 942.0880 / 942.3974  
Email: [citc\\_dti@yahoo.com](mailto:citc_dti@yahoo.com)

### Technology Resource Center (TRC)

TLRC Building, 103 J. Abad Santos cor. Lopez Jaena Sts., Little  
Baguio, San Juan, Metro Manila  
Tel. Nos.: (632) 727.6205  
Website: [www.tlrc.gov.ph](http://www.tlrc.gov.ph)

### Technical Education and Skills Development Authority for Women Center (TESDA-WC)

37 East Services Rd. South Superhighway, Taguig City  
Telefax. Nos.: (632) 818.8062  
Trunkline: (632) 814.4076 loc. 278  
Email: [tesdawomen@yahoo.com](mailto:tesdawomen@yahoo.com)  
Website: <http://twc.tesda.gov.ph>

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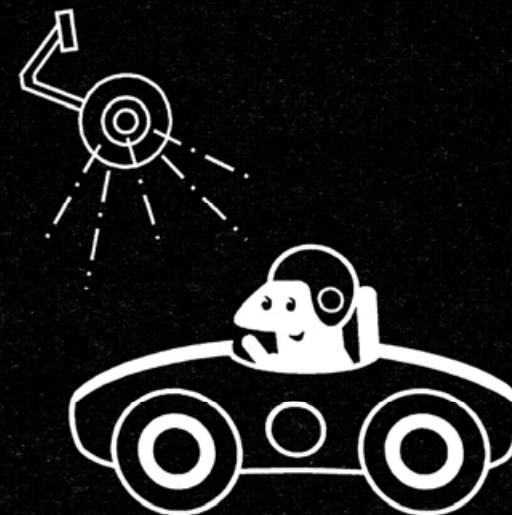
[www.pinoy-entrepreneur.com](http://www.pinoy-entrepreneur.com)



### BUREAU OF SMALL AND MEDIUM ENTERPRISE DEVELOPMENT (BSMED)

3<sup>rd</sup> Floor, Oppen Building  
349 Sen. Gil Puyat Ave., Makati City  
Tel. Nos. : (632) 890.4968 / 897.7596 / 897.1693  
Fax No. : (632) 896.7916  
Email : [bsmed@dti.gov.ph](mailto:bsmed@dti.gov.ph)  
Website : [www.dti.gov.ph](http://www.dti.gov.ph)

# Starting A Business



# CAR WASH

## I. INVESTMENT REQUIREMENTS

### A. Equipment

Qty.	Descriptions (could be higher)	Amount
1	Pressure Washer Compact Electric 1600 watts 5.5 liters /minute	Php 6,300.00
1	Vacuum Cleaner With blower 780 watts 6 meter	3,144.75
1	Power Sprayer ½ Horsepower 26 in	4,567.50
1	Pressure Tank 340 liters	6,688.45
1	2-Step Ladder	420.00
3	Drums (for storing water)	367.50/pc = 1,102.50
2	Hose	315.00/pc = 630.00
3	Pails / Buckets	82.45/pc = 247.35
<b>Total</b>		<b>Php 23,100.55</b>

### B. Direct Cost (Materials and Supplies/Month)

Qty	Materials	Amount
3 pcs.	Chamois	Php 100.00/pc = 300.00
24 pcs.	All-purpose rags	5.25/4pcs = 63.00
4pcs.	Car Sponge (big)	40.00/pc = 160.00
<b>Sub - Total</b>		<b>Php 523.00</b>

### C. Supplies

Qty	Materials	Amount
60 liters	Car Shampoo	Php 8,250.00
15 liters	Car wax Liquid wax Hi-gloss finish	7,125.00
15 liters	Tire Black	6,750.00
450 ml	Car Polisher/Shine (for detailing)Scratch remover Ultra hi-gloss finish	1,350.00
<b>Sub - Total</b>		<b>Php 14,642.25</b>
<b>Total Direct Costs *</b>		<b>Php 15,165.25</b>

## D. Indirect Cost

Labor Cost (Php 330/day min. wage x 30 days)	Php 9,900.00
Electricity	2,100.00
Water	840.00
Contingency (10% of direct costs)	1,516.50
<b>Total Indirect Costs **</b>	<b>Php 14,356.50</b>

## II. SERVICE PROCEDURES

### Wash Process

Upon drive-in, attendant wets the car and loosens the dirt before the application of detergents. Deep-cleaning foam is created when car shampoo, water, and air is mixed and goes through the power sprayer. The car body is scrubbed using soft cloths or a sponge, making sure there is no particles caught up in them that could scratch the car.

Tire black is applied to remove brake dust and brighten the black rubber of tire. For pre-rinsing, pressure washer is used. It is a system of rotating water jets that spray concentrated streams of water onto the car. The strength of the stream and the circular motion combine to provide a powerful scrubbing action. The car goes through a final rinse by using hose and water to remove whatever residue is left.

### Dry Process

Wiping the whole body using the chamois to absorb water or moisture. After wiping, apply car wax to polish and protect from dust.

As an added service, attendant may clean the interior, removing trash, and vacuuming carpets and seats.

## III. PRICING AND COSTING

Particulars	Cost
Direct Cost for 1 vehicle (total direct cost (*) divided by 20 cars divided by 30 days)	Php 25.27
Add: Indirect Cost for 1 vehicle (total indirect cost (**)) divided by 20 cars divided by 30 days)	23.92
<b>Total</b>	<b>49.19</b>
Add: 25% Mark-up	12.29
<b>Service Rate</b>	<b>Php 61.48</b>
Market Rate	Php 70.00 to 80.00

\* The higher the number of vehicles/car per day, the lower the cost, thus increasing the mark-up to 50%.

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