

# JOIN THE INDUSTRY DISRUPTOR IN GARMENT CARE.



**ZIPS did not invent the consumer garment care business; we perfected it.** The garment care business is a big **20 billion dollar a year** business that is a highly fragmented market. 98% of the competitors are mom and pop type small businesses. The industry is ripe for a nationally branded chain offering a consistent suite of services and a value proposition to consumers. If you are looking for an opportunity to create a successful business and become part of America's first national garment care brand, new territory is open for development!



## UNBEATABLE BUSINESS MODEL

ZIPS has unbeatable prices that are typically 60% lower than our competitors. Our 'In by 9 out by 5' guarantee creates unparalleled consumer expectations for service and contributes to a superior business model for owners!



## PROVEN CONCEPT, TURNKEY BUSINESS

Our low-cost concept means a high-volume demand for our garment care services. Thanks to our streamlined operational systems, we clean up to 4X the amount an independent operator can.



## ACCOUNTING MADE EASY

We operate our business with no receivables or disposable goods and low variable costs. That means never having to chase down money and less overhead to worry about.

# THE MID-ATLANTIC'S #1 GARMENT CARE BRAND IS GOING NATIONAL

# FRANCHISEE CULTURE IS EVERYTHING

Ask any of our franchisees, we're all in this together and are always willing to lend a helping hand to one another. Even better, our leadership team stays easily accessible and highly engaged with your progress every step of the way.



- + CUSTOMIZABLE MARKETING**  
Pull from a library of targeted marketing materials easily customizable for your market.
- + HANDS-ON TRAINING & SUPPORT**  
You'll never experience a more comprehensive training program, plus ongoing support.
- + FRANCHISE ADVISORY COUNCIL**  
Unlike other franchises, you actually have a vote on the direction of the business and brand.

## Disrupt the Dry Cleaning Industry With Us

**\$.75M - \$1.3M**

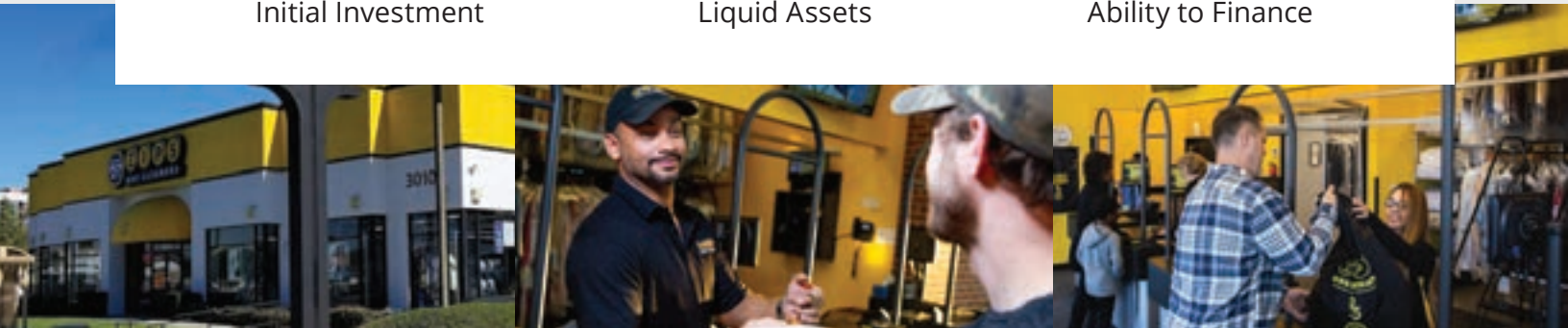
Initial Investment

**\$500K**

Liquid Assets

**\$2M**

Ability to Finance



I will break into a new market with ZIPS anywhere. It's such a strong business model, all I want to do is open more stores as fast as I can.

**TIFFANY HAWKINS** | Multi-Unit Franchisee



## CLAIM YOUR TERRITORY NOW

**ZIPS is poised to grow with over 250 new store commitments.**

Our unique and simple business model is such a hit that on top of our over 68 locations, and more under development, we have 250+ stores in development this year! Please ask about the markets today available nationwide. Please see the availability map on [discover.321zips.com](https://discover.321zips.com)

### LET'S TALK DRY CLEANING

Drew Ritger, CEO of ZIPS, encourages you to talk with us today about the opportunity to become part of the ZIPS's community. Please contact us today!

**DREW RITGER, CEO** | [aritger@321zips.com](mailto:aritger@321zips.com) | 405.249.8010

**ABHI PARIKH, Franchise Sales Mgr.** | [aparikh@321zips.com](mailto:aparikh@321zips.com) | 717-495-7995

\*Refer to 2020 ZIPS Dry Cleaners Franchise Disclosure Document for details. This advertisement is not a franchise offering. An offering can be made only through our Franchise Disclosure Document. If you would like to receive a copy of our Franchise Disclosure Document, please contact us.



[discover.321zips.com](https://discover.321zips.com)



# WELL KNOWN FACTS ABOUT ZIPS

- 6 Businesses in One! Pressed Laundry, Wash N Fold, Dry Cleaning, Alterations, Households & Business to Business
- Delivery, Locker Service, EZ Drop & Retail: You Choose How to Use The Brand!
- Average Unit Volume of Mature Store \$1.2 Million Annually
- Pre-COVID 2019 Net Income +32.5% of Net Sales Per Store
- Low Variable Cost Offer Significant Opportunity for EBITDA
- 2:1 Sales to Capital Ratio for Drop/Plant Store
- 300 Years of High Volume, Value Operating Experience
- No Store Has Closed Because of Financial Failure
- Drop Stores Offer Superior Sales opportunities
- ZIPS Will Be the First National Brand in the Category!

## **ZIPS operates in the following markets:**

- |                   |                    |                  |
|-------------------|--------------------|------------------|
| - Washington, DC  | - Indianapolis, IN | - Cincinnati, OH |
| - Baltimore, MD   | - Austin, TX       | - Tampa, FL      |
| - Los Angeles, CA | - Pittsburgh, PA   | - Richmond, VA   |
| - Portland, OR    | - Philadelphia, PA | - Norfolk, VA    |
| - Chicago, IL     | - Harrisburg, PA   |                  |

**Coming Soon:** Atlanta, GA, Charlotte, NC Albuquerque, NM and El Paso, Texas.