



### Speed Queen

221 Shepard Street  
P.O. Box 990  
Ripon, WI 54971-0990  
(800) 345-5649  
[www.speedqueen.com](http://www.speedqueen.com)



## BUILDING A **PROFITABLE** FUTURE

Al Amiri:

My dad picked up the restaurant business as a side business, and after he retired he concentrated on his restaurant, and the restaurant has been in the family business for the last 26 – 27 years.

I'm a New Yorker who came here about 20 years ago. I'm a computer scientist. Software development was my forte.

Back in the year 2001, when the bubble burst for all the dot-coms, obviously I suffered some cash flow, and I decided to make some alternative investments on the side.

This is my laundromat – Lucy's laundromat.

I was looking at other small business investment opportunities. I was interested in car wash or a laundromat. I decided to go with the laundromat, which was a better return, I think, and less hassle. My plan is to buy laundromats, rehab them, operate them for six or seven months and offer it to my investor clients abroad and introduce this business to them, and also build a future for them.

[00:00:58]

Any business in U.S. that creates jobs for the Americans the government would actually give those people an E2 visa that provides them permission to work as if they had a green card, but without a green card. So you can work here. You can live here. So you will have all the benefits of a resident.

If you're a foreigner, and you're coming from a different country, laundries don't require that much of a language – the language barrier is not there.

If they can come here and make money from the first day that they get here while they're going to take English as a second language classes or working on building a better life for themselves, the laundry is generating money.

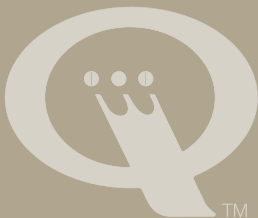
What I've learned from my customers is Speed Queen is the brand that they trust. Does it wash your clothes? Yeah, it does. Does Toyota get you from one place to another? Yes, it does. But there's a difference. They're reliable. They're good machines. The parts are available

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for them more than any other equipment.

Running a successful business, I believe that you have to build a relationship with one company and grow with them. I've been with Speed Queen almost over 12 years now. They stand behind you.

[00:02:00]

If you need their help, they're there. They stand behind their equipment, and they've been loyal. They've been good to me so far. I'm very happy with them.

Rick Juarez:

Al has a winning formula. He really does. He's done very well in the industry. Al's secret is that he has a very good concept of what laundry customers are looking for.

Al Amiri:

The vending machines and the Coke machines –

Rick Juarez:

It's a good, enjoyable experience for a customer to come in if they're gonna have to spend two – three hours at the laundromat, he makes it as comfortable as possible.

Al Amiri:

We have a folding table for them.

Rick Juarez:

It's been a pleasure working with him and watching him grow.

Al Amiri:

It's a good investment. It doesn't require much, especially with the Speed Queen financing, you can buy a laundromat for \$100,000.00, rehab it along with the – using the financing that Speed Queen provides, take your machines in there and start a business.

It's a business that it runs on its own and does not take much of your time. So it is a great investment for people that actually have a full-time job, and they wanna also have investments in case they lose their full-time job they'll always have something to rely back on – to fall back on.

[00:03:02]

Return on investment – if the business is run correctly – is anywhere between 15 to 20 percent. I own two of them, two is in the escrow, and then in general seven of them. And usually in this business, the ones that I know, all my friends they start off with one, within six months to a year they have their second one or at least they start looking for their second one.

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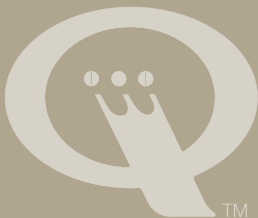


I recommend it. I recommend it for all my business investors abroad, and they love it. They come in here with little knowledge about the city, but they've got a business that gives them 15 to 20 percent on their money. So what else can you ask for?

*[End of Audio]*

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