

**APPENDIX “E”**

**FRANCHISORS MAKING EARNINGS CLAIMS BY TYPE**

<b>Gross Sale</b>	<b>Gross Sales/Gross Profit</b>	<b>*Affiliate Statements of Gross Sales</b>	<b>Number of Vehicles served/Gross Profit</b>	<b>Volume of Business</b>	<b>Cost of Products Used</b>	<b>Average Room Rate, Average Occupancy Rate, Average Revenue per Available Room</b>
Maid Brigade Services (Regions)	Cottage Care (# of years)	Car-X	Grease Monkey International	United Check Cashing	Motorworks	Bass Hotels & Resorts
Molly Maid	Home Cleaning	Top Value Muffler and Brake Shops	Motorworks	Mighty Distributing	Perma-Glaze	Microtel Inns
Aerowest & Westair Sanitation Services	The Maids International	Bojangles' Famous Chicken 'N Biscuits		Ziebart	Crestcom International, Ltd.	Red Roof Inns
Cleannet USA (Generating Accounts) - initial volume fulfillment	Professional Polish	Frullati Café & Bakery		Manchu Wok		
Coit Services (#Households)	Sparkle Wash (%)	Big Boy Restaurant & Bakery				
Jani-King International (Generating Accounts)	American Wholesale Thermographics (%)	Pizzeria Uno Chicago Bar & Grill				
O.P.E.N. Cleaning Systems (Generating Accounts)	LazerQuick	The Coffee Beanery				
Purofirst International	Sir Speedy (%)	Aaron's Rental Purchase				
AIM Mail Centers	Aaron's Rental Purchase (Revenue)	LA Fitness				
Pak Mail	Colortyme	General Nutrition Centers				
Parcel Plus	Window Works					
Postal Annex+	Computer Renaissance					

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UniShippers Association	Conroys - 1800 folders (Single vs Multiunit)					
AlphaGraphics Printshops of the Future	GNC (affiliate)					
BCT	Hobbytown USA (Average inventory, average turns)					
Minuteman Press International (Regional)	Little Professor (mature, immature sales/sf)					
Signal Graphics	Music Go Round					
Criterion Engineers (# years in business)	Plato's Closet (% NI)					
Gingiss Formalwear	Wicks & Sticks (%)					
Decorating Den (Regional)	Wild Birds Unlimited					
Norwalk Furniture	Fast Signs (%)					
Petland (Regional; Super, Strip Mall)	The Resettlers					
Country Clutter	Gross Sales					
Party Universe	AAMCO Trans					
Patyrus (Mall, Street, Sales/sf.)	Altracolor					
Tinder Box	Cottman Trans (GS toB/E)					
Signs Now	Meineke - Midwest					
Cruise Holidays	Gross Sales & Gross Profit					

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Two Men And A Truck	Batteries Plus					
Certa	Car-x					
Creative Colors	Glass Doctor (27%)					
Dr. Vinyl	Mighty					
Kitchen Tune Up	Mr. Transmission					
Computers Pots	Valvoline					
Kiddie Academy (Mature is Ramping)	Ziebart					
Primrose Schools (Big vs. Small)	Bath Fitter					
Huntington Learning	Kitchen Solver					
Sylvan	Miracle Method					
GS & Current Loans	Ace N/P					
Mr. Money Pawn	United Check Cashing					
Home Instead	Fastrackids					
Great Harvest (Region)	Berlite					
Rita's Water Ice	Dynamic People					
Buffalo Wild Wings *	MRI (# of desks)					
Cousins Subs	Norrell (Aug. bill rates/weekly hours)					
Popeyes (Free standing, in line, mall - food court, supermarket)	Breadsmith					
Taco Johns (Media efficient markets, 7,000 target rating points annually, non-media efficient markets population >20,000 mall locations)	St. Louis Bread					

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Wetzels Pretzels	Kohr Bros (leverage/non leverage-hypothal)					
Wing Stop	*191 Bojangles (GS by State) selected exposures) affiliate ops, multi versions					
Pepes	Culver's Frozen Custard					
Coffee Beanery (Mall, Carts/Kiosks, Affiliate)	*Figaro's Italian Kitchen - %					
Quiznos	Frulatti Café (Affiliate)					
Schlitzsky's Deli (4 Bldg. Designs)	Jimmy John's Sandwich Shop					
Fit America - Regional	Manchu Wok					
Medicap Pharmacy (#Prescriptions)	McDonalds (\$1.3 - \$1.7)					
Pearle	Pizza Outlet (Avg - above avg - below avg)					
Eagle Cleaners	Zero's Subs					
NaturaLawn of America	Big Boy (Affiliate, \$1-1.8 models) cash flow					
	Boston Pizza (5,500 sf restaurants w/208 seats) liquor license					
	Charley's Steakery					

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	Cheddars Casual Café - cf					
	Damon's Ribs (Free standing, conversions, inline, Hotel locations)					
	Golden Corral (Bldg Designs GC-11m, GS-11s, metro designs, reports avg)					
	Huddle House (Food cost %, labor %)					
	Perkins (Avg. restaurant #1, #2, and #3)					
	Pizzeria Uno (Affiliate) sales levels					
	*Sandella Café (%)					
	*Steak-out (%)					
	Cost Cutters (%) regional					
	Great Clips (%)					
	Sport Clips					
	Spring Green Lawn Care (%)					
	Weed Man (%)					
	Motel 6					
	Super 8 (# of rooms)					