



GUIDE TO PROGRAMS & FRANCHISES

QUICK LUBE PROGRAMS AND FRANCHISES

have huge impacts on how operators connect with customers, brand their shops, and load up on inventory. They can be efficient ways for new operators to hit the ground running or for seasoned operators to grow a strong network. The 2025 edition of this guide reflects those companies that responded to NOLN's call for information, including their advantages and support offered to franchisees.

Use the color-coded key to take a closer look at the additional support offered by franchisees. The sections have been broken up into the following categories: advertising, building considerations, business support, equipment & products, financial considerations, and other. We recommend deciding which of these factors is the most important to you, and then using the checkboxes next to the support listings, marking them as you go.

Key of Support Offered

On the following pages, use these categories to determine who offers support that is most beneficial to you.

- | | |
|--|---|
| <input type="checkbox"/> Advertising | <input type="checkbox"/> Equipment & Products |
| <input type="checkbox"/> Building Considerations | <input type="checkbox"/> Financial Considerations |
| <input type="checkbox"/> Business Support | <input type="checkbox"/> Other |



CHEVRON OR HAVOLINE XPRESS LUBE®

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SPECS

Program option: Sales and license agreement

Territory: National

Franchise Fee: None

Royalty percentage required: None

Average start-up cost: \$25,000–\$50,000 depending on location

Individual qualifications: Current quick lube operator and/or retail business background. Business financial and credit reviews required.

SUPPORT OFFERED

- Advertising:** Access to advertising providers through preferred partner program. Consultation with Chevron marketing staff to build strategic annual plans customized to your local market.
- Signage:** National sign program including project management, sourcing, design, permitting and installation.
- Promotion:** National consumer promotions designed to reward loyalty to the site and grow premium product sales.
- Building Design:** Prototype drawings, design, and business consulting.
- Site Selection:** Demographic assessment specific to your market area.
- Business Support:** Product line, sales process, and marketing consultation.
- Training:** Comprehensive training focused on lubrication fundamentals, customer service, vehicle education and market insights. Training customized based on audience.
- Equipment:** Access to equipment providers through preferred partner program.
- Customer Warranty:** All Havoline, Techron, and Delo products are backed by Chevron's limited product warranty.
- Financial Assistance:** Cash advance provided to cover the cost of facility re-imaging (signage, paint, equipment, site improvements).





COSTA OIL™ -

10 MINUTE OIL CHANGE

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SPECS

Program Option: Franchise

Territory: U.S. states approved: CA, IL, IN, MI, MN, ND, NY, VA, WI.

International Franchises: No

Cash Investment: \$60,000

Total Investment: Single- \$131,750 to \$212,900 Multi- \$174,250 to \$321,900

Minimum Net Worth: \$250,000

Franchise Fee: \$54,900

Royalty: 6.5%

Ad: 2.5% Local Spend

Item 19: Yes

Visa Candidates: Yes

Home-Based: No

Master Franchise Opportunities: No

Veteran Discount: Yes

SUPPORT OFFERED

- Advertising:** The Lube Shop manual serves as a resource for information on special promotions, direct mail options, collateral materials and media advertising. In-house social media management and customer reputation management solutions available.
- Signage:** Comprehensive image program to support the sale of high-quality lubricant products. Independent operators have access to the OILU.ORG image database that is implemented at all the branded Costa Oil locations across the U.S. Custom sign package, featuring lighted street signs, exterior building signs and framed interior point-of-sale signs, available.
- Training:** In-HQ training for classroom training, plus training in facility. Proprietary website oilu.org offers online training, covering: hiring and training, customer service, effective service procedures and tips for add-on selling. Custom workshops and on-site consultations are also available.
- Equipment:** A complete equipment list that includes everything for the operation of a quick lube is available upon request. Preferred pricing with pre-negotiated pre-vetted vendors.
- Financial Assistance:** We recommend working with your local lending institution.
- Customer Experience:** Costa Oil – 10 Minute Oil Change delivers a simple, fast, stay-in-your-car experience built for volume and trust. No upsell games, no waiting rooms—just a clean, consistent 10-minute service.
- We're the only true oil-change-only franchise model on the market, which means customers know exactly what we do and why we're faster: we specialize, we execute, and we get them back on the road.



GREASE MONKEY FRANCHISING

Kelly Tope, VP, Franchise Development

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SPECS

Program Option: Franchise

Territory: National

Franchise Fee: \$39,900, 15-year agreement; \$29,900 for veterans and first responders

Royalty Percentage Required: 6%

Average Start-Up Cost: \$291,320 - \$1,972,033

Individual qualifications: Minimum of \$400,000 in liquid assets; \$600,000 minimum net worth; credit score of 680 or higher

SUPPORT OFFERED

- Advertising:** 4.5% includes 0.5% that is paid to the National Materials Fund for use in promoting and building the Grease Monkey brand; 4% is the minimum required spend for local advertising to support your growth in your market.
- Site Selection:** Grease Monkey utilizes its network and market knowledge to identify potential sites that align with your business goals. This includes assessing traffic patterns, demographics, and competitive landscape.
- Building Design and Construction:** Flexible construction and design plans allow for layout modifications and designs based on specific site conditions, zoning requirements, and local market demands.
- Financing:** Grease Monkey does not provide financing; however, we have preferred relationships with several banks that offer both SBA and conventional financing available for franchisees with good credit.
- Marketing:** Dedicated marketing team that manages sophisticated campaigns to drive business to your center.
- Training:** Comprehensive training program which includes on-site classroom training at the corporate office for new franchisees; online training platform, available 24/7; ongoing training such as Advanced Managers Training School, webinars, conventions, etc.
- Ongoing Operations Support:** Grease Monkey franchisees enjoy the support of dedicated franchise support directors who work with you when you have questions and who are available 24/7.





JIFFY LUBE

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SPECS

Program Option: Franchise

Territory: U.S.

Franchise Fee: \$35,000 for new development, or \$17,500 for conversions

Royalty Percentage Required: 4% of sales (reduced to 3% with prompt pay discount)

Average Start-Up Cost: Ranges from \$232,000 to \$520,000 (excluding real estate)

Individual Qualifications: \$250,000 liquid and \$500,000 net worth

SUPPORT OFFERED

- ❑ **Advertising:** To connect with consumers and maintain a strong brand presence from coast to coast, Jiffy Lube activates a robust multi-million dollar national advertising campaign. Additionally, franchisees receive strategic counsel from dedicated area marketing managers to help maximize local store marketing.
- ❑ **Site Selection:** Jiffy Lube business development managers have access to numerous resources to assist with the site selection process. Jiffy Lube works with real estate development companies to provide turnkey solutions for its Build To Suit Program.
- ❑ **Building Design and Construction:** The Jiffy Lube construction team is available to assist with recommendations and to provide building designs, equipment options, and consulting for new store development.
- ❑ **Training:** Jiffy Lube offers an award-winning training program, Jiffy Lube University. Jiffy Lube University is accredited by the ASE Training Managers Council (ATMC) and the American Council on Education (ACE).
- ❑ **Other:** Jiffy Lube provides field operations, marketing, and business development support as well as a proprietary point-of-sale system. The strength of the Jiffy Lube is complemented by premium Pennzoil products and Shell.



KWIK KAR OIL CHANGE & AUTO CARE

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 oilchangefranchises.com

SPECS

Program option: Franchise

Territory: National

Franchise Fee: \$39,900, 15-year agreement; \$29,900 for veterans and first responders

Royalty Percentage Required: 6%

Average Start-Up Cost: \$291,320 - \$917,050

Individual Qualifications: Minimum of \$400,000 in liquid assets; \$600,000 minimum net worth; credit score of 680 or higher

SUPPORT OFFERED

- ❑ **Advertising:** 4.5% includes 0.5% that is paid to the National Materials Fund for use in promoting and building the Kwik Kar brand; 4% is the minimum required spend for local advertising to support your growth in your market.
- ❑ **Site Selection:** Kwik Kar utilizes its network and market knowledge to identify potential sites that align with your business goals. This includes assessing traffic patterns, demographics, and competitive landscape.
- ❑ **Building Design and Construction:** Flexible construction and design plans allow you to modify layouts and designs based on specific site conditions, zoning requirements, and local market demands.
- ❑ **Financing:** Kwik Kar does not provide financing; however, we have preferred relationships with several banks that offer both SBA and conventional financing available for franchisees with good credit.
- ❑ **Marketing:** Dedicated marketing team that manages sophisticated campaigns to drive business to your center.
- ❑ **Training:** Comprehensive training program which includes on-site classroom training at the corporate office for new franchisees; online training platform, available 24/7; ongoing training such as Advanced Managers Training School, webinars, conventions, etc.
- ❑ **Ongoing Operations Support:** Kwik Kar franchisees enjoy the support of dedicated franchise support directors who work with you when you have questions and who are available 24/7.





MOBIL PREMIUM GROWTH PROGRAM

1.800.275.6624

mobilinstalledprograms@exxonmobil.com
poweredbymobil.com

SPECS

Program Option: Sales agreement

Territory: U.S. and Canada

Franchise Fee: None

Royalty Percentage Required: None

Individual Qualifications: The Premium Growth program is designed for operators looking to leverage the world's leading synthetic motor oil brand to grow their business, while maintaining their own independent shop identity and operations.

SUPPORT OFFERED

- Signage:** Program provides We Proudly Feature Mobil 1™ exterior signage or a robust interior branding kit to complement your shop's independent brand.
- Promotion:** National promotion focused on engaging consumers to trial more profitable products while supporting customer retention.
- Business Support:** We offer a range of business accelerators, marketing support, and tools to extract the most value out of our industry-leading brand.
- Training:** Online training focused on vehicle education, customer service, market insights, education of Mobil-branded products and sales approach.
- Equipment:** Access to equipment providers through ExxonMobil's preferred partner relationships.
- Customer Warranty:** All Mobil branded products have a limited warranty.

We proudly feature

Mobil 1™



MOBIL 1SM LUBE EXPRESS & MOBIL 1SM CAR CARE

1.800.275.6624

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poweredbymobil.com

SPECS

Program Term: 5 years

Territory: U.S. and Canada

Franchise Fee: None

Royalty percentage required: None

Individual Qualifications: The Flagship Branded program is for installers who want to go to market under the leading Mobil 1 brand name without franchising constraints. Required reviews include: location, operator business management background, business financials, and credit; sites must meet annual volume minimums.

SUPPORT OFFERED

- Signage:** Program provides your location an individualized rendering with either "Mobil 1 Lube Express" or "Mobil 1 Car Care" branding, as well as additional branding support for the store interior.
- Promotion:** National promotion focused on engaging consumers to trial more profitable products while supporting customer retention.
- Business Support:** We offer a range of business accelerators, marketing support, and tools to extract the most value out of our industry-leading brand.
- Training:** Online training focused on vehicle education, customer service, market insights, education of Mobil-branded products and sales approach.
- Equipment:** Access to equipment providers through ExxonMobil's preferred partner relationships.
- Customer Warranty:** All Mobil branded products have a limited warranty.

Mobil 1 Car Care™

Mobil 1 Lube Express™



SPEEDEE OIL CHANGE & AUTO SERVICE

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oilchangefranchises.com

SPECS

Program Option: Franchise

Territory: National

Franchise Fee: \$39,900, 15-year agreement; \$29,900 for veterans and first responders

Royalty Percentage Required: 6%

Average Start-Up Cost: \$291,320 - \$1,972,033

Individual Qualifications: Minimum of \$400,000 in liquid assets; \$600,000 minimum net worth; credit score of 680 or higher

SUPPORT OFFERED

- ❑ **Advertising:** 4.5% includes 0.5% that is paid to the National Materials Fund for use in promoting and building the Speedee brand; 4% is the minimum required spend for local advertising to support your growth in your market.
- ❑ **Site Selection:** Speedee uses its network and market knowledge to identify potential sites that align with your business goals. This includes assessing traffic patterns, demographics, and competitive landscape.
- ❑ **Building Design and Construction:** Flexible construction and design plans allow for layout modifications and designs based on specific site conditions, zoning requirements, and local market demands.
- ❑ **Financing:** Speedee does not provide financing; however, we have preferred relationships with several banks that offer both SBA and conventional financing available for franchisees with good credit.
- ❑ **Marketing:** Dedicated marketing team that manages sophisticated campaigns to drive business to your center.
- ❑ **Training:** Comprehensive training program which includes on-site classroom training at the corporate office for new franchisees; online training platform, available 24/7; ongoing training such as Advanced Managers Training School, webinars, conventions, etc.
- ❑ **Ongoing Operations Support:** Speedee franchisees enjoy the support of dedicated franchise support directors who work with you when you have questions and who are available 24/7.



TAKE 5 OIL CHANGE

take5franchise.com

SPECS

Program option: Franchise

Territory: North America (U.S. and Canada)

Total Investment: \$222,794-\$1,616,685

Franchise Fee: \$35,000

Royalty: 7%

Ad: 5%

Item 19: Yes

Minimum Net Worth: \$500,000

SUPPORT OFFERED

- ❑ **Advertising:** Franchisees work directly with a Take 5 marketing manager to craft local advertising campaigns and adapt to each franchisee's specific market. The majority of Take 5's 5% advertising fee goes to local marketing.
- ❑ **Construction:** Take 5 has an in-house construction team to help consult with franchisees on due diligence, design, permitting, and construction.
- ❑ **Site Selection:** Take 5 provides an in-depth market plan by identifying specific trade areas to focus on for new stores. Franchisees work closely with a real estate manager on site selection and throughout the permitting and construction process.
- ❑ **Training:** Take 5 has a multi-week training program in the main training store in Charlotte, NC, for all store management and above-shop management.
- ❑ **Equipment:** Take 5 provides all equipment and opening inventory in a single truck delivery. All inventory is sourced through Take 5.





VALVOLINE EXPRESS CARE

859.357.7303

valvolinequicklubes.com

SPECS

Program option: Sales Agreement

Territory: U.S. and Canada

Franchise fee: \$0; Not a franchise agreement

Royalty percentage required: \$0%

Average start-up cost: \$0

Individual qualifications: Independent owner/operator who aims to retain their independence, benefit from guaranteed growth, and capitalize on proven expertise and tools from a trusted partner.

SUPPORT OFFERED

- Training:** Valvoline Express Care operators have access to continued education through a dedicated online training program.
- Marketing:** Valvoline Express Care incorporates proven marketing strategies with executional support covering customer retention, digital marketing, reputation management, and new customer acquisition.
- Signage:** Each location receives permanent and professional exterior signage. Valvoline Express Care supports operators through sign rednering, permitting, production, and installation.
- Operations:** Each Valvoline Express Care location receives operational and business growth support through a dedicated Express Care Business Advisor.





VALVOLINE INSTANT OIL CHANGE

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vlocfranchise.com

SPECS

Program Option: Franchise

Territory: Specific territories available

Franchise Fee: \$30,000

Royalty Percentage Required: 4-6% on graduated scale. For new stores, first-year royalties are 2%, second-year is 3%.

Average Start-Up Cost: \$207,375 to \$3,498,550, dependent on whether real estate, building, and equipment are purchased or leased.

Individual Qualifications: The ideal franchise candidate is a growth ready, current multi-unit retail operator looking to diversify their portfolio. No prior automotive experience is required. Minimum net worth \$1,000,000; minimum liquid assets of \$600,000.

SUPPORT OFFERED

- **Training:** Our training program equips new franchisees with 70 hours of classroom training at start-up, plus up to 312 hours of on-the-job training. Ongoing support includes both online and in-person training.
- **Marketing:** Franchisees have direct access to proven marketing programs including traditional and digital strategies that drive retention of existing customers and acquisition of new, including commercial fleet business. Support provided, as needed, by our dedicated Franchise Marketing team.
- **Location Development:** We provide assistance with real estate analytics, site selection, forecasting, planning, permitting, construction, and acquisition.
- **Operations:** Access to a field support and training team that has extensive experience in quick lube operations and multi-unit management.
- **Technology:** The backbone of the VIOC experience is our proprietary point-of-sale system equipped with tools to assist with inventory management, pricing, labor, financials, and commercial fleets. This ensures our team delivers a consistent customer experience across all locations nationwide.
- **Customer Experience:** Our model is built for convenience, serving guests a quick, easy, and trusted stay-in-your-car oil change with no appointment needed all in about 15-minutes.
- **Other:** VIOC operates 950+ company-owned locations, providing franchisees access to our years of expertise in site selection, construction, training, marketing, customer service, fleet management, business analytics, technology, and more.



VICTORY LANE QUICK OIL CHANGE

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SPECS

Program Option: Franchise

Territory: National

Franchise Fee: \$49,500 for one unit

Royalty Percentage Required: 6%

Average Start-Up Cost: \$200,000-\$250,000 depending on location

Individual Qualifications: Net worth \$250,000. Prefer business or management experience. Auto experience is not required.

SUPPORT OFFERED

- **Marketing:** VLQOC uses both traditional and digital marketing programs to provide retention of existing customers and acquisition of new customers. Franchisees have access to the same programs used in company franchise locations and we also provide a marketing support team to assist with marketing.
- **Location Development:** VLQOC will provide franchisee assistance with forecasting, site selection, local permitting, construction and acquisition. We also supply building templates for design of new construction and conversions.
- **Operations:** Franchisees have access to a dedicated experienced field support team and office support team.
- **Training:** VLQOC training program has 80 hours of classroom training and over 100 hours in our online university. In addition to onsite grand opening initial training, we also provide continuous support from the VLQOC support staff. Our national partner suppliers also provide onsite and virtual training on the products that they supply to VLQOC franchisees.

