

# Brute 66

## Top Dealers Bring Force and Muscle to the Industry

by Tara Taffera



### Franchised Success

Entrepreneurs thinking about entering the auto glass industry could opt for a franchise instead of going it alone. Below are the leading industry franchises, and the details on what it takes to get started.

#### \*Glass Doctor

Waco, Texas

**Franchisees:** 180 in North America  
(Some own more than one location, making 225 overall locations).

**Founded:** 1962

**Annual Retail Sales:** to exceed \$200 million in the next few years

**Royalty Fee:** 5-7 percent

**Liquid Capital Requirement:** Varies based on location and experience. Typically starting at \$80,000 with financing available.

**Website:** [www.glassdoctor.com](http://www.glassdoctor.com)

#### \*Fas-Break

Chandler, Ariz.

**Founded:** 1988

**Three-Year Trademark Licensing Agreement**

**Monthly Licensing Fee:** \$250 for automotive glass centers

**Liquid Capital Requirement:** \$1,500 to \$11,000

**Franchisees:** 75-85

**Annual Sales:** \$200,000 to \$300,000

**Website:** [www.fas-break.com](http://www.fas-break.com)

#### Auto One Glass & Accessories

Brighton, Mich.

**Franchisees:** 4 corporate stores and 12 franchisees

**Founded:** 1981

**Glass-Only Sales:** \$1.99 million

**Franchise Fee:** \$10,000

**Royalty Fee:** 4 percent

**Liquid Capital Requirement:** \$40,000

**Website:** [www.autooneinc.com](http://www.autooneinc.com)

#### Novus Glass

St. Paul, Minn.

**Franchisees:**

2,030 locations worldwide;  
240 in North America

**Founded:** 1972

**Annual Retail Sales:** \$55 million

**Royalty Fee:** 8 percent

**Minimum Liquid Capital**

**Requirement:** \$32,000 initial setup.

**Website:** [www.novusglass.com](http://www.novusglass.com)

To create it, **AGRR** reached out to all the companies we identified as a potential "Top 100" for sales figures and other information. In cases where the information was provided, we used it. Companies with an asterisk by their name have reviewed and verified the listed information. Companies without an asterisk were sent their information to review but neither confirmed nor denied figures. In these cases, **AGRR** magazine editors estimated key indicators including annual retail sales.

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