



[www.canadiancarwash.ca](http://www.canadiancarwash.ca)

# CANADIAN CARWASH ASSOCIATION



MARCH 2015

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## INDUSTRY FORUM



**ERB and ERB**  
INSURANCE BROKERS LTD.

## CCA MEMBERS RECEIVE SPECIAL SAVINGS ON INSURANCE

Through the *Car Wash and Gas Bar Operators Insurance Program*, Erb and Erb Insurance Broker's Ltd. has been actively serving the Canadian Carwash Association (CCA) membership for over 25 years. Working closely with various owner operators, suppliers and vendors, Erb and Erb has consistently been able to ensure that the insurance coverages and limits, risk management, and loss preventive tips have remained relevant and cost effective. Erb and Erb began in 1919 and offers a broad suite of personal insurance, commercial insurance, as well as life and financial services products. As active members of the Canadian Carwash Association themselves, this allows the brokers to be very connected to understanding the needs affecting the CCA membership at large.

Such history, and active present day participation, not only allows Erb and Erb to better understand what is relevant and necessary to their clients, but also gives the firm the ability to negotiate tactfully with insurers for what is important to the members right across the country.

As a result of their expertise and the tremendous work with the membership since 1989, Erb and Erb has been able to negotiate a **25% discount** on the insurance package which is available *exclusively* to members of the Canadian Carwash Association.

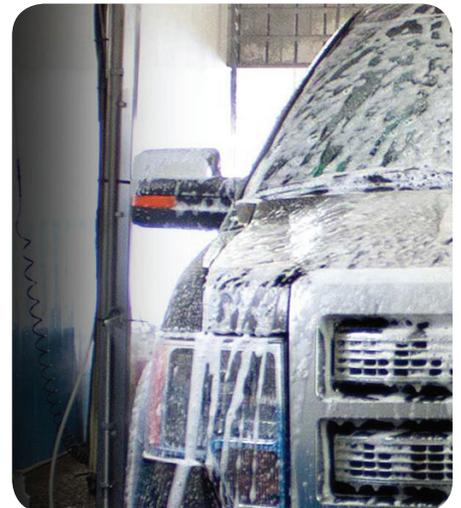
Members of the CCA can expect to receive professional, friendly and knowledgeable ser-

vice, with customizable insurance coverage and competitive pricing, to suit their needs.

In addition to having a commercial insurance expert watching out for your best interests with respect to insurance protection and affordable rates, they are also ready and available to intervene and assist with any claim situation.

As an owner operator you know there are a variety of nuances specific to your business. Through the *Car Wash and Gas Bar Operators Insurance Program*, Erb and Erb has made it their business to better understand what those are, so that they can offer you protection like no other.

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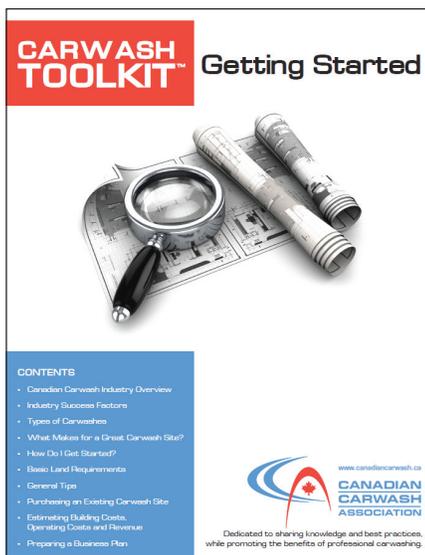


# INDUSTRY FORUM



DEDICATED TO SHARING KNOWLEDGE AND BEST PRACTICES IN THE CARWASH INDUSTRY

## CARWASH TOOLKIT™ NOT JUST FOR STARTUPS



The Canadian Carwash Association (CCA) offers its membership the *Carwash Toolkit™: Getting Started*, a guide for those looking to build a new carwash from the ground up or purchase an existing carwash operation. The 31-page document provides an overview of the Canadian industry, what is required for a site, cost estimates and more.

The document is equally valuable for existing carwash operators to help in evaluating their own sites against best practices. The toolkit explores the various types of carwashes, general tips for best results, evaluating costs, building a business plan and more. For further information, please visit the CCA website at [www.canadiancarwash.ca/tools](http://www.canadiancarwash.ca/tools).

## VISIT THE CCA AT CARWACS

Carwash owners and operators as well as industry suppliers attending the 2015 Convenience U CARWACS show in Toronto should consider visiting the Canadian Carwash Association (CCA) booth on the exhibit floor. Amongst the many exhibitors, the CCA booth will be of interest to both suppliers and carwash owners as the Association represents the carwash industry as a whole. The CCA staff on-site can offer you more information about our professional association, while also pro-

viding you with details on the CCA workshop presentations at CARWACS.

The CCA will present two workshops at CARWACS which will help assist carwash owners in operating their business. *Make your carwash business soar!* will be presented on the first day of the tradeshow, Tuesday, March 10. Following the CCA Annual General Meeting (AGM) Wednesday morning, the CCA will present *Service, repair and upkeep of carwash equipment: How to make it pay.*

## CCA COMMUNIQUE: BI-WEEKLY INDUSTRY NEWSLETTER

Early in 2015, the Canadian Carwash Association (CCA) launched the *CCA Communiqué*, a bi-weekly industry newsletter. The newsletter provides both members and non-members of the Association with updates on what's happening within the Association, what

trends are happening in the industry overall and highlights the latest carwash products in supplier showcases. Follow your industry news and subscribe to the *CCA Communiqué* online at the CCA website at [www.canadiancarwash.ca](http://www.canadiancarwash.ca).

...Insurance continued

### Some general thoughts for Owners and Operators to consider:

- Ensure that you have sound policies and procedures in place. Everything from dealing with cash handling and inventory to external operations (like adjacent site detailing), or record keeping for general maintenance and snow removal.
- It is important and helpful that you and your staff know how to deal with unforeseen events before they occur. For example, spills (which could be something as simple as water to clean up so clients or staff don't fall and hurt themselves, or, as complex as a chemical spill, which may have environmental ramifications).
- Does your staff know what procedures to follow in the event of a mechanical failure?
- Would they know what to do in the event of a ruptured pipe?
- Are there incident reporting forms available which could be required for a variety of situations?

Please speak with Brent Taylor, Registered Insurance Broker, Erb and Erb Insurance Brokers Ltd. about the CCA member benefit insurance program. [BTaylor@erb-erb.com](mailto:BTaylor@erb-erb.com)