



www.canadiancarwash.ca

CANADIAN CARWASH ASSOCIATION



JANUARY 2019

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FIND A CARWASH

> THE CARWASH SEARCH FEATURE <
canadiancarwash.ca/search

on the CCA website has close to a thousand member sites on it.
 Is your carwash listed?
 Member sites are listed for free,
 so contact office@canadiancarwash.ca
 for more information.

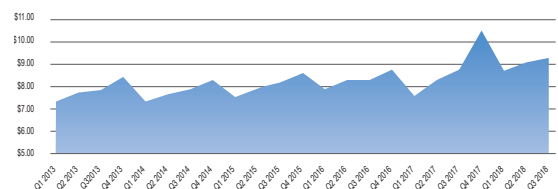
INDUSTRY FORUM

WASH VOLUME REPORT > RESULTS AVAILABLE FOR Q3

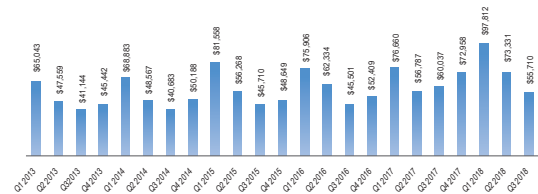
The Canadian Carwash Association has just released the 2018 third quarter results of the Wash Volume Report (WVR) reporting that average revenue per site was down 7.2% at \$55,710 compared to \$60,037 in the third quarter of 2017. The average cycles per site was down 12.9% at 5,994 compared to 6,881 for the quarter in the previous year. The average revenue per cycle was up 6.5% at \$9.29.

Undertaken for the CCA by Kent Group Ltd., a research firm specializing in the gas station and car wash industry, the WVR is a national quarterly survey of 845 carwash sites across Canada. Members of the CCA may participate in the WVR program and receive results specific to their regional at no extra cost beyond their membership fee. All CCA members can access the full national and provincial 2018 results on the CCA website. Also available online is information on how you can add your carwash site to the WVR at <http://www.canadiancarwash.ca/wvr>.

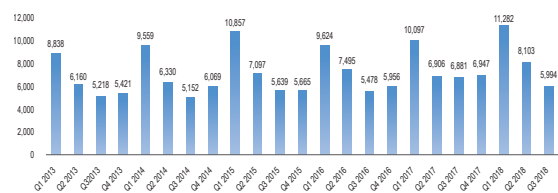
AVERAGE REVENUE PER CYCLE



AVERAGE REVENUE PER SITE



AVERAGE CYCLES PER SITE



INDUSTRY FORUM



DEDICATED TO SHARING KNOWLEDGE AND BEST PRACTICES IN THE CARWASH INDUSTRY

JOIN US AT CARWACS FOR SEMINARS AND SITE TOUR

PLAN NOW TO ATTEND **CARWACS TORONTO**

TAKING PLACE **MARCH 5-6, 2019** AT THE TORONTO CONGRESS CENTRE.

>> ASK AN OPERATOR! – INDUSTRY PANEL FOR CARWASH OPERATORS

9:00 – 10:30 am Want to be at the forefront of the carwash industry? Join Canadian Carwash Association (CCA) Operator Members as they discuss the key trends, issues and challenges facing carwash businesses today. Learn where the industry is going and what can be done to keep ahead of the competition. This session will be interactive, and attendees will be encouraged to ask questions of the panelists.

>> CCA ANNUAL GENERAL MEETING, KEYNOTE SPEAKER AND LUNCHEON

11:00 am – 12:30 pm The Canadian Carwash Association (CCA) will be hosting the association's annual general meeting on Tuesday, March 5th, 2019. This year's AGM will feature a keynote speaker as well as a luncheon immediately following. Members in good standing are entitled to vote during the AGM and we encourage non-members to attend this event as well. Pre-registration is required, there will be no on-site registration for this session. More information is available at <http://canadiancarwash.ca/agm.aspx>.

>> CARWACS CARWASH SITE TOUR

Hosted by the Canadian Carwash Association (CCA), the fourth annual CARWACS Carwash Tour will take place in Ontario on Wednesday, March 6, 2019. The tour will visit a number of CCA member carwash sites across southern Ontario as carwash operators enjoy a morning of networking, lunch and interactive site tours. Buses depart at 8:30 AM from the Toronto Congress Centre and return to the Toronto Congress Centre for the CCA hosted Luncheon.

Full details are available at <http://toronto.convenienceu.ca/>



CFIB CCA/CFIB BENEFITS: BUILDING A SUCCESSION PLAN: SEVEN THINGS TO CONSIDER WHEN PLANNING YOUR FUTURE

It might seem like there's never a good time to plan for the future, but many of the hassles that demand your attention now are not so important in the long run. Take the time to ask yourself where you would like to see your business in one, two, or five years. As one person said, don't let the urgent throw out the important. You may want to sell to others or see a family member take over. You may have no relative who is interested but have employees who would jump at the chance to own the business. Whatever the future



holds for your business, it's never too early to start making plans.

Creating a succession plan is a slow-burning process that encourages you to analyze all aspects of the business (and your life as the owner) and come up with the best option to ensure the continuance of your hard work – and the opportunity for you to enjoy the fruits of your many years of labour. Here are seven things to ponder when planning your succession. <https://www.cfib-fcei.ca/en/tools-resources/succession-plan>

2018 NEW CCA MEMBERS

The Canadian Carwash Association welcomed the following companies as new members in 2018. These 30 companies joined more than 800 other carwash operators and suppliers that are members of CCA.

- The Boston Consulting Group, Boston, MA • 1844889 AB Ltd O/A Mudders Wash, Red Deer, AB
- Cleaning Systems Inc., DePere, WI • Enova Consultants Calgary, Calgary, AB • Petro V Plus Car Wash, Etobicoke, ON • Daniel Cairns, Vancouver, BC • Minerva Kraushar, Calgary, AB • Queensway West Carwash, Ottawa, ON
- Bluegrass Enterprises, Winnipeg, MB • Chad Martin Construction Ltd, Brandon, MB • Clean and Green, Oakville, ON • Dr. Jeffrey Sheppard, Saint John, NB • Ruby Brar, Calgary, AB • Wash Pros Inc., Edmonton, AB • JSR Holdings Inc., Baie Verte, NL • O/A Woodstock Car Wash, Ingersoll, ON • Splash 'n Shine, Sechelt, BC • 7-Eleven Canada Inc., Surrey, BC • 621076 n.b. Ltd., Blackville, NB • Don Mills Car Wash Ltd., Toronto, ON
- Gwynn Curran-Sills, Dundas, ON
- Dwarka Plumbing and Drain Services Ltd., Scarborough, ON • 1728333 Ontario Inc, Oro Medonte, ON • Dreams Eco Xpress Car Wash, Okotoks, AB • Da-Lee Environmental Services, Stoney Creek, ON • Galaxy Car and Pet Wash, Stratford, ON • Strategic Group, Calgary, AB • Plains City Wash Stop, Portage La Prairie, MB
- Grant Gullidge, Collingwood, ON
- Federated Co-operatives Limited, Saskatoon, SK.