



CARWASH VOLUME REPORT SHOWING COMPANY DETAILS FOR PARTICIPANT #010495



Report prepared by
Kent Marketing Services Limited

Market: **NATIONAL**
Current Period: **Q1 2005**

The National report provides a summary for all four Tiers and all participating CCA members across Canada.

Participating Company	Number of SITES			Number of CYCLES (All washes including rewash & maintenance)						REVENUE			REVENUE per SITE			REVENUE per CYCLE		
	end Q1 05	end Q1 04	Chng (+/-)	Jan-05	Feb-05	Mar-05	Total Q1 05	Total Q1 04	% Chng	Q1 05	Q1 04	% Chng	Q1 05	Q1 04	% Chng	Q1 05	Q1 04	% Chng
A. Companies > 150 sites				Report compares each quarter and provides % change year over year.						Data submitted by participant 10495 is echoed back on the report for convenience - this data does not appear on any other report.								
20105	200	197	3	300,000	310,000	315,000	925,000	862,000	7.31%									
10495	273	267	6	409,500	412,000	417,500	1,239,000	1,150,000	7.74%	\$ 5,251,070	\$ 5,201,941	0.94%	\$ 19,235	\$ 19,483	-1.27%	\$ 4.24	\$ 4.52	-6.31%
39510	383	378	5	574,500	562,000	570,000	1,706,500	1,606,000	6.26%									
45002	158	155	3	238,000	255,000	247,000	740,000	736,000	0.54%									
A. Totals	1014	997	17	1,522,000	1,539,000	1,549,500	4,610,500	4,354,000	5.89%	\$ 19,540,000	\$ 19,695,000	-0.79%	\$ 19,270	\$ 19,754	-2.45%	\$ 4.24	\$ 4.52	-6.31%
B. Companies 50-150 sites				Sample report for illustration purposes only														
25803	109	104	5	160,000	161,500	159,800	481,300	470,000	2.40%									
54913	53	51	2	142,000	143,600	145,000	430,600	446,000	-3.45%									
70561	60	57	3	152,000	149,000	151,000	452,000	451,000	0.22%									
55128	80	76	4	173,000	171,600	169,000	513,600	509,000	0.90%									
B. Totals	302	288	14	627,000	625,700	624,800	1,877,500	1,876,000	0.08%	\$ 7,622,000	\$ 7,501,000	1.61%	\$ 25,238	\$ 26,045	-3.10%	\$ 4.06	\$ 4.00	1.53%

Each tier has a subtotal allowing you to compare your performance versus that of your peers.

Note: Coin Operated/Time Pay washes are valued at \$4/wash

Confidential

THE ABOVE INFORMATION IS THE PROPERTY OF THE CANADIAN CARWASH ASSOCIATION AND IS INTENDED FOR THE SOLE USE OF ITS CLIENTS



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	end Q1 05	end Q1 04	Chng (+/-)	Jan-05	Feb-05	Mar-05	Total Q1 05	Total Q1 04	% Chng	Q1 05	Q1 04	% Chng	Q1 05	Q1 04	% Chng	Q1 05	Q1 04	% Chng
C. Companies 10-49 sites																		
78766	16	15	1	22,300	21,700	24,000	68,000	68,300	-0.44%									
79524	28	25	3	38,000	38,600	39,200	115,800	113,600	1.94%									
21045	17	15	2	24,700	25,100	24,300	74,100	73,870	0.31%									
45470	34	33	1	34,000	33,600	32,100	99,700	100,600	-0.89%									
12421	44	41	3	65,700	66,700	66,450	198,850	195,700	1.61%									
07297	10	10	0	13,000	13,700	13,500	40,200	39,800	1.01%									
12787	18	17	1	22,000	23,100	22,700	67,800	69,200	-2.02%									
12468	10	10	0	14,800	14,300	15,000	44,100	43,600	1.15%									
C. Totals	177	166	11	234,500	236,800	237,250	708,550	704,670	0.55%	\$ 2,862,000	\$ 2,910,000	-1.65%	\$ 16,169	\$ 17,530	-7.76%	\$ 4.04	\$ 4.13	-2.19%
D. Companies <10 sites																		
98572	6	5	1	10,000	10,900	11,800	32,700	31,500	3.81%									
88545	9	9	0	13,000	13,200	12,900	39,100	37,500	4.27%									
54247	9	8	1	13,600	13,200	14,000	40,800	38,900	4.88%									
57475	8	8	0	9,900	9,750	8,750	28,400	29,100	-2.41%									
12457	7	7	0	9,600	10,100	10,050	29,750	28,600	4.02%									
35577	6	6	0	8,100	7,600	7,700	23,400	24,100	-2.90%									
D. Totals	45	43	2	64,200	64,750	65,200	194,150	189,700	2.35%	\$ 6,200	\$ 6,573,000	4.85%	\$ 153,156	\$ 152,860	0.19%	\$ 35.50	\$ 34.65	2.45%
Total A-D	1,538	1,494	44	2,447,700	2,466,250	2,476,750	7,390,700	7,124,370	3.74%	\$ 36,916,000	\$ 36,679,000	0.65%	\$ 24,003	\$ 24,551	-2.23%	\$ 4.99	\$ 5.15	-2.98%

Sample report for illustration purposes only

For consistency coin-op and time pay washes are reported based on \$4.00 per wash.

A grand total for all Tiers shows total wash volumes and revenues for all participants.

Note: Coin Operated/Time Pay washes are valued at \$4/wash

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