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CANADIAN CARWASH ASSOCIATION



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INDUSTRY FORUM

ANNUAL TED SNYDERS AWARD

In 1981, the CCA established the Ted Snyders Achievement Award to honour distinctive service among its members. Each year an award is presented to a member of the industry who has contributed to its success in a positive fashion over a life time of achievements. This year is no exception.

During the annual golf tournament, the Ted Snyders Award for 2010 was given to Saul Barth, a long time supporter and one time president of the association. In the early seventies, Saul started working in his uncle's carwash, called Morris Car Wash, located in Kitchener, where it still operates today.

In the mid seventies he went out on his own and bought some land and a building in Guelph. He converted the building into a 100 foot exterior carwash and added a gas bar to the property. About a year later, after seeing one of the very few stand alone oil bays that Canadian Tire had built called Pit Stop, he built one of the very first stand alone independent lube bays. This was a completely new concept in changing oil and Saul was one of the first to recognize the potential.



Saul Barth (left) with Richard McKinnon the president of the CCA presenting him with the Ted Snyders Award for 2010.

Saul was always the diplomatic one, always willing to bend to find a compromise and the best solution for everyone. Saul has served on numerous CCA committees and had been a member of the Board for 25 years from 1984 to 2009.

Saul and his wife Goldie, are great ambassadors for our industry. Even though he no longer runs his original site and is easing into a well deserved retirement, he still operates a small-self serve in Guelph just to keep his hand in the game.

NEWLY ELECTED EAST COAST BOARD MEMBER

At its July 2010 meeting, the CCA Board approved the addition of Bob Walsh, of Miramichi, New Brunswick to the Board of Directors.

Walsh built his first four bay self-serve in Miramichi, NB in 1986 and still owns and operates this site. He has added a touch free automatic that was installed in 2002. Bob started his other company, Fernrob PCS Inc., in 1987 selling and installing carwash equipment.

He is a distributor for MacNeil Carwash Systems and Oasis, along with a number of other companies such as Turtle Wax covering Atlantic Canada and Northern Maine. Bob has built and sold several carwashes in New Brunswick over the last 20 years. Currently he owns and operates two carwashes; one in Miramichi and another 6-by-100 foot tunnel wash in Bathurst.

Bob will bring a much needed eastern Canada perspective to the Board.



WASH VOLUME RETURNS TO NORMAL

While the first quarter of 2010 may have been the best on record for the Canadian carwash industry, the second quarter returned to levels more in keeping with past performances. There were 949 car-washes from across the country reporting for the second quarter.

The average number of cycles per site dropped from the all-time high of 10,476 in the first quarter to 5,917 cycles in the second quarter; roughly a 44 percent decrease. This is also a decrease from the second quarter 2009 which had an average number of cycles per site of 6,403.

Offsetting the down movement of volume was the upward movement of revenue per cycle, which went up from \$7.40 in the first quarter to \$7.82 in the second; an increase of just under six percent. The average revenue per cycle in 2009 for the second quarter was \$7.45.

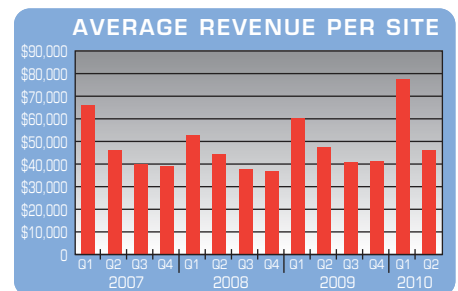
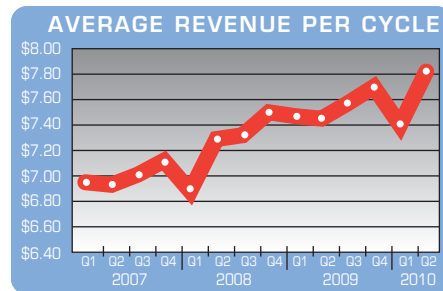
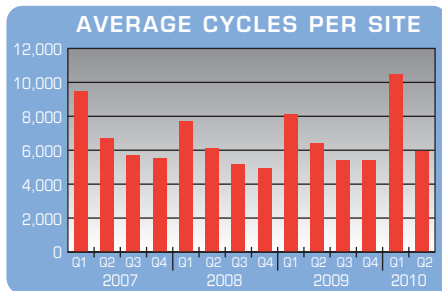
The average revenue per site dropped forty percent from \$77,570 in the first quarter of 2010, to \$46,284 in the second quarter. This is down slightly from the second quarter of 2009 where revenue per site had been \$47,746, a difference of about three percent.

The third quarter report will be very telling as it will show the full impact of the HST

changes in British Columbia and Ontario, as well as Nova Scotia's hike in its rate.

Note that regional wash volume numbers are provided to report participants so they can gauge how well their operation does in their specific market. Participation in the WVR is exclusive to CCA members and is included as part of the membership fee.

For more information on the WVR, or who you can participate, visit our website or contact us at office@canadiancarwash.ca. For summaries of past WVR data, please see our previous newsletters available on our website.



CITY OF TORONTO \$10,000 FINE FOR WASHING CARS?

The summer 2010 edition of the *Our Toronto* bulletin, published by the City of Toronto, included an article entitled, *The right way to wash your car*. The article comes straight-out to recommend residents take their car to a commercial carwash instead of washing them at home.

The article ends by informing readers that the Sewer Use Bylaw provides for a \$10,000 fine when unwanted chemicals end up in the storm sewer system.

Few people realize that there are two parallel sewer systems in most municipalities, the storm sewer hooked up to street grates that take water runoff from rain directly to lakes

and rivers, and the sanitary sewer system which takes industrial and household waste water to a processing plant.

The CCA environmental committee has been working with several environmental groups and municipalities to publicize the carwash industry's environmental story. It is also preparing simple promotional material for point-of-sale use to help our members spread the word.

Carwash owners, however, do not have to wait. Let your customers know that by using your professional carwash they are helping the environment as you've invested in the required equipment to pre-treat and deliver your waste water into the sanitary sewer system.

Contact your local municipality and find out what their rules and regulations are for chemicals used by households to wash cars in their driveways. Educating people that driveway washing sends soap and other harmful chemicals into the storm sewer system, ending up untreated in lakes and rivers, is part of our industry's task.

If you do find out what local fines are, please send that information to us at office@canadiancarwash.ca so we can post it on the CCA website. Better yet, post it at your wash too.

For a link to the *Our Toronto* issue this article appears in, go to canadiancarwash.ca and click on the news link.