



www.canadiancarwash.ca

CANADIAN CARWASH ASSOCIATION



JANUARY 2015

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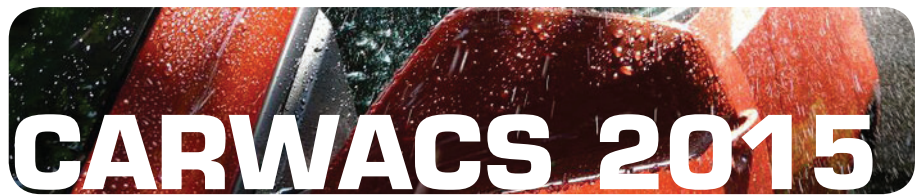
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Matt McCulloch – MARK VII CANADA
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INDUSTRY FORUM



The Canadian Carwash Association (CCA) will host a number of workshop presentations for carwash owners and operators at the upcoming Toronto Convenience U CARWACS tradeshow on March 10-11. The tradeshow brings convenience, gas and carwash business owners together for a two-day tradeshow with workshops on how to improve and grow business, and an exhibit floor offering the latest products and services for carwash professionals. The CCA workshops will offer owners and operators insight on key trends, issues and challenges facing carwashes, how to improve customer satisfaction, and tips on marketing your carwash. Through membership with the CCA, members can attend the CARWACS tradeshow at no cost. Visit the CCA website for information <http://www.canadiancarwash.ca/>.

AGM NEWS *and* CALL FOR NOMINATIONS



The Annual General Meeting (AGM) of the Canadian Carwash Association (CCA) will be held on March 11th, 2015 in conjunction with the Toronto CARWACS show. A call for nominations to the Board of Directors will be sent to the membership in January. More details on the AGM, including nomination forms, can be found on the CCA website's AGM web page. Note that members who are logged into the website will be the only ones who can download the nomination forms and view the Association's financial statements for the last two years.

CCA - CALL FOR BOARD CANDIDATES

The Canadian Carwash Association (CCA) is looking for strong and enthusiastic industry professionals to lead our National Society. We need individuals from across Canada to serve terms as members of the CCA Board of Directors. There will be eleven Director positions available on the Board for election.



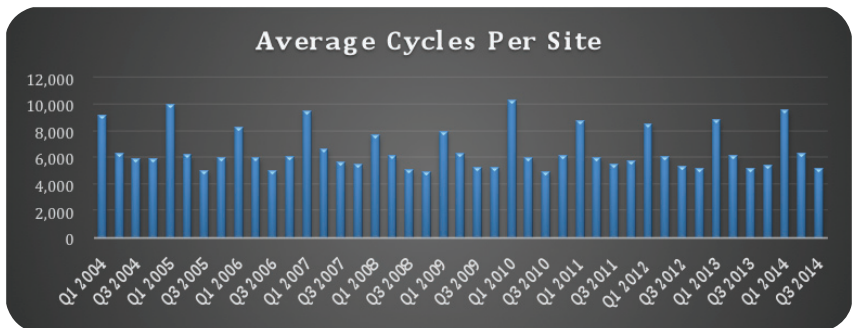
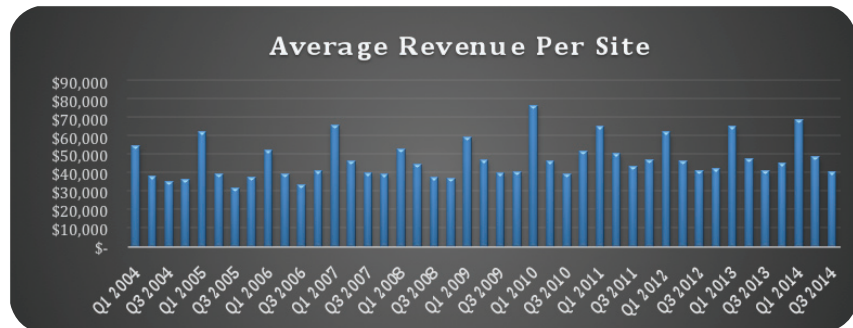
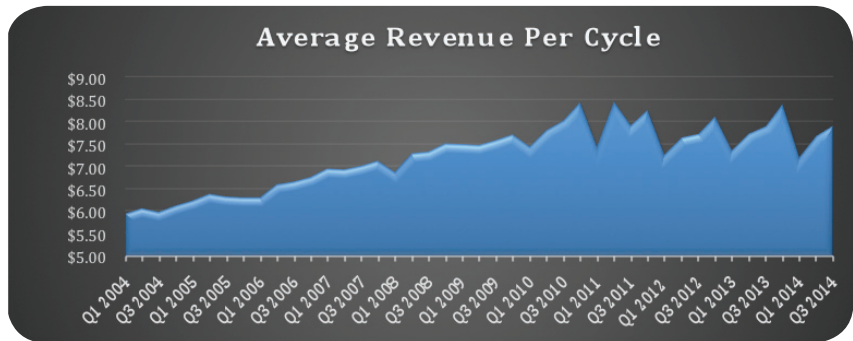
3RD QUARTER WASH VOLUME REPORT

The Canadian Carwash Association's (CCA) Wash Volume Report (WVR) has been released for the third quarter of 2014. It shows an average revenue per cycle increase of three per cent over the previous quarter, as well as being two cents higher over the same quarter of last year.

The actual number for the third quarter is \$7.90 per (wash) cycle versus \$7.67 for the previous quarter and \$7.88 for the third quarter of 2013. Last year's third quarter had grown by only two per cent over the previous quarter, making this year's quarter-over-quarter increase one per cent better than last year.

The third quarter of 2014 showed that revenue per site dropped 16 per cent over the previous quarter to \$40,700. This compares with a 13 per cent drop from the third quarter of 2013 versus the second quarter of the same year.

As for the average cycles (washes) per site, the numbers for the third quarter are in line with last year's results. The average cycles per site was 4,150 for the third quarter of 2014 compared to 4,200 for the same time last year. The number of wash cycles decreased by 19 per cent when compared to the previous quarter of 2014; there was a 15 per cent decrease between the second and third quarters of 2013. The larger decrease for 2014 was due to the fact that



the second quarter of this year had been significantly higher than the same period last year.

Overall the industry was off when compared to the previous year in the third quarter. For more information on the WVR visit www.canadiancarwash.ca/wvr.

Members can log in to the website and visit www.canadiancarwash.ca/stats to view this information, plus wash type specific results. Regional results are only available to those carwash operators who participate in the survey.