



www.canadiancarwash.ca

CANADIAN CARWASH ASSOCIATION



JANUARY 2018

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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

BE VIGILANT WHEN CHECKING BANK NOTES

The Bank of Canada is reminding carwash operators and other retailers to be vigilant. Counterfeiters see busy retail line-ups as a prime opportunity to pass fake notes. The Bank's advice: don't let them.



Routinely checking all bank notes allows you to intercept counterfeits, keeping them out of the till and out of Canadian's change. Always look at two or more security features when checking bank notes. All five denominations in the *Polymer* series have the same security features.

If you have doubts when verifying a note, refuse it, ask for another note and check it too. Please contact info@bankofcanada.ca for more information or to schedule a free training session.

CCA BOARD MEMBER HAS NEW POSITION WITH CSI

Cleaning Systems, Inc. (CSI) recently announced the hiring of Sean McBride to the position of Lustra key account manager. McBride is a veteran in the carwash industry, having spent the past 12 years with Belanger Inc. working with accounts across the U.S. and Canada. He held product manager positions in both the tunnel and in-bay segments of the industry and managed national/key accounts throughout North America.

McBride was quoted as saying, "In addition to a great team culture, CSI has always stood out to me as a company leading the way in technology and quality products when it comes to carwash chemistry. I am very excited to be joining the team and representing the brand."

CCA AGM AND LUNCHEON

The Canadian Carwash Association (CCA) will be hosting the association's annual general meeting on Wednesday, March 7, 2018 at the Toronto Congress Centre. 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.

DEDICATED TO SHARING KNOWLEDGE AND BEST PRACTICES IN THE CARWASH INDUSTRY

INDUSTRY FORUM



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JOIN US >>> AT CARWACS FOR BUS TOUR AND SEMINARS



>>> CCA SEMI- ANNUAL CARWASH TOUR

Hosted by the Canadian Carwash Association (CCA), the third annual CARWACS Carwash Tour will take place in Ontario. 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 departure from the Toronto Congress Centre at 9:00 a.m. on March 6, 2018 and return to the Toronto Congress Centre for the CCA hosted Luncheon at 12 noon.

>>> BILL 148 – HOW DOES IT AFFECT YOUR OPERATION?

As most of you know, the Labour and Employment Laws in Ontario changed January 2018. There are significant changes that will have a direct impact on the profitability and sustainability of your business. The Canadian Carwash Association (CCA) in partnership with the Canadian Federation of Independent Business (CFIB) will be discussing the impact of Bill 148 (Fair Workplaces, Better Jobs Act) and the effect it will have on your business.

>>> STATE OF THE INDUSTRY IN CANADA – MARKET DATA ANALYSIS

The Canadian Carwash Association's Wash Volume Report Committee will be hosting a one-hour session to update carwash owners on the existing industry data and explore enhancements to the program that add value to CCA members and the carwash industry.

This session will give you opportunity to learn more about wash volume cycles and benchmark your site against industry standards. Kevin Krystik, Senior Advisor, Strategic Development, Suncor Energy and CCA National Board Member as well as Suzanne Gray, Senior Analyst, Consulting, Kent Group will be leading this presentation.

WASH VOLUME 3RD QUARTER RESULTS

The Canadian Carwash Association released the 2017 third quarter results of the Wash Volume Report (WVR) reporting that average revenue per site was up 30% at \$58,673 compared to \$44,745 in the third quarter of last year. The average cycles per site was also up 28% at 6,956 compared to 5,437 for the quarter in 2016. The average revenue per cycle was up just 2% at \$8.44.

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 780 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 2017 results on the CCA website. Also available online is information on how you can add your carwash site to the WVR.

Wash Volume Report Average Revenue Per Site
Canadian Carwash Association



NEW CCA MEMBERS IN 2017

The Canadian Carwash Association was pleased to welcome new carwash operators and suppliers to the industry association in 2017. The following 35 companies became members of the association.

Jim's Carwash, Brooklyn; AndersonDeconsulting Inc, Calgary; Blackstone Capital Corp., Indian Head; Goddard, Sutton West; Patel, Calgary; Braithwaite Management Consulting Ltd., Edmonton; Vance Motors, Bancroft; Gilbert's Corner Auto, Shediac Cape; Black to White, Weybur;
Red River Cooperative Ltd, Winnipeg; Mac's Convenience Stores Inc., Toronto; Deloitte, Montréal; Shine-On Wash Services, Beaumont;
Luxury Car Wash, Cambridge; Smoking Wands Ltd, Westlock; 2012304 Alberta LTD, Caroline, David Tran, Edmonton; Suds Car Care Inc., Regina; Charlie's Auto Wash, North Vancouver; SERIOUS Detailing, Brampton; StoreWest, Calgary; 1859 Private Wealth, Calgary; Hawk Wash Ltd, Calgary;
Ten20 Truck & Auto Spa, Regina; Pristine Auto Wash, Saskatoon; RAILSIDE Wash, New Hamburg; Best Boys Car Wash, Chilliwack;
Noce Consulting Ltd, Edmonton; Park Avenue Holdings, Thornhill, Cleaning Systems Inc, De Pere, Wis.