

Convenience U CARWACS Show – March 7 and 8, 2023 – The International Centre

Canadian Carwash Association Sessions:

Day I – March 7, 2023

9:00 – 9:30 a.m.

Breakfast & Networking

9:30 to 10:15 a.m.

Strategies for Maximizing Your Site: Choosing the Ideal Express Tunnel Location - Patrick Conium, Analytics Team Leader at NCS and Alison Tilley, Strategic Operation Support Manager, NCS

This presentation will discuss the key considerations when selecting a site for a Carwash express tunnel, and how to identify optimal sites to maximize the success of the business. We will explore the importance of location, including the demographics of the area, visibility, traffic patterns and competition, and how these factors can affect the success of the business. We will provide tips on how to identify potential sites and the steps to take after selecting a site. By the end of this presentation, you should have a better understanding of the importance of selecting the right site for a Carwash express tunnel and how to identify potential locations to maximize the success of the business.



Patrick Conium is Analytics Team Lead at NCS and offers expert insights on express tunnels. With NCS's team and tools, Patrick helps new investors succeed in the carwash market. He has extensive experience with site selection, site layout, marketing, business strategy, and feasibility analysis.



Alison Tilley is Strategic Operation Support Manager. With her team of Sales Support Coordinators she provides support to new industry customers and is passionate about ensuring they have the best experience possible.

10:15 a.m. to 10:45 a.m.

Networking Break

10:45 a.m. to 12:00 noon

Ask Me Anything Panel with Mike Black, Valet Car Wash, Duro Bicanic, Bicorp Design Group Ltd., Patrick Harkins, Sonny's: The Carwash Factory. Moderated by Michael Howe, Washlinks

Whether you are just starting out, a seasoned pro or in the exploratory stages of your business, bring your car wash questions to this session to ask our panel of experts.

PANELISTS:



Duro Bicanic of BDG is responsible for providing clients with a complete package which include site and building design, preparation of construction documents, attaining municipal approvals including zoning, site plan approval, minor variance approval, preparation of construction budgets, contract administration during construction including field review and certification of work and preparation of draw certificates for payment. Bicorp Design Group Ltd. [BDG] was founded in 1991 as a full-service consulting firm providing architectural design and engineering services.



Mike Black is owner/ operator of Valet Car Washes, the largest branded independent tunnel car wash chain in Ontario. Mike has over 30 years of car wash experience and is past president of both the Canadian Car Wash Association and the International Car Wash Association.



Paul J. Harkins is the Business Development Manager for Sonny’s Car Wash Chemistry by Diamond Shine. Geography coverage consists of Toronto Canada, Northeast, Mid-Atlantic, and Mid-West in the US. 9 years’ experience working the vehicle care field creating car wash chemistry programs .

MODERATOR:



Michael Howe is General Manager of Washlinks. He started out originally as a licensed electrician prior to becoming a seasoned overhead door mechanic almost 30 years ago. During his professional career he has occupied many senior executive roles spanning a wide variety of industries including credit, call center management and renewable energy. In March of 2019 he was tasked with establishing the Canada Division of BayWatch Enterprises, a car wash door solutions manufacturer and servicer. After three strong years of growth in Canada, in December 2021 BayWatch and by default BayWatch Canada was acquired. Michael recognized his passion for the car wash industry and has since moved to the equipment side of the business as General Manager for WashLinks bringing with him his service and customer driven focus. WashLinks is a Canadian owned equipment provider offering comprehensive car wash solutions for operators entering and operating car wash businesses.

12:00 PM

Lunch & Show Opens

Day II – March 8, 2023

9:00 – 9:30 a.m.

Canadian Carwash Association | Breakfast & Networking

9:30 – 10:15 a.m. - *Reducing your car wash insurance claims* – Brent Taylor, Commercial Account Executive, BrokerLink Insurance

As an owner, there are steps you can take to reduce your exposure. Many are things you already do, I will share with you additional procedures that you can implement to offset the risks associated with operating a car wash.



Brent Taylor is a seasoned insurance professional, with more than 25 years’ experience in commercial insurance. He has been the Broker for the Carwash program for more than 20 years, working closely with the Canadian Car Wash Association to expand and enhance the specialized program. Brent’s background in business gives him a unique perspective, and the ability to share insight and expertise with both new and veteran car wash owners.

10:15 – 11:00 a.m. - *Safety Compliance for your Business* – Pam Patry, Health and Safety Consultant, Workplace Safety and Prevention Services



Pam Patry is a health and safety consultant with WSPS, specializing in services for small business across Ontario. She is a dynamic speaker with an honours degree in Outdoor Recreation, Parks and Tourism (HBOR) from Lakehead University and has a passion for providing simple safety solutions. Pam is an avid outdoors person Pam is excited to join you at the Car Wash Association Conference to share information on the latest in occupational health and safety.

11:00 a.m. – 12:00 noon

Networking Break and CCA Updates

12:00 PM

Lunch & Show Opens