

State of the Industry

The 2022 *Auto Laundry News* State of the Industry Survey was conducted through the mailing of questionnaires to a random selection of vendors to the car care industry. The information in this report results from an analysis of data provided by respondents nationwide.

It's starting to look like a trend. In each successive year over the past three surveys, more respondents, overall, have reported year-over-year sales growth. In the current survey, 70 percent of survey participants experienced growth compared to 61 percent who did so last year and 46 percent the year before that. Whereas the average growth reported last year stood at 16 percent, the 23 percent growth achieved in the current survey is more in line with the level of 22 percent reached two years ago. Compared to 11 percent last year, 17 percent of respondents report sales reversals this year, but at 6 percent the decline is much smaller than the 27 percent recorded 12 months ago.

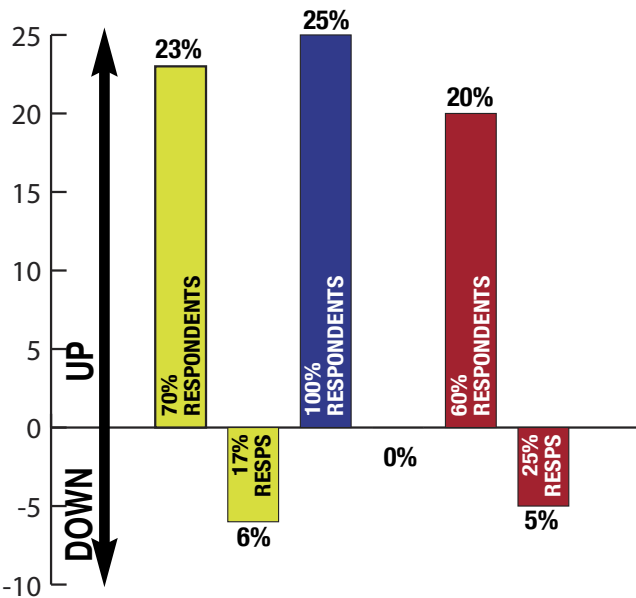
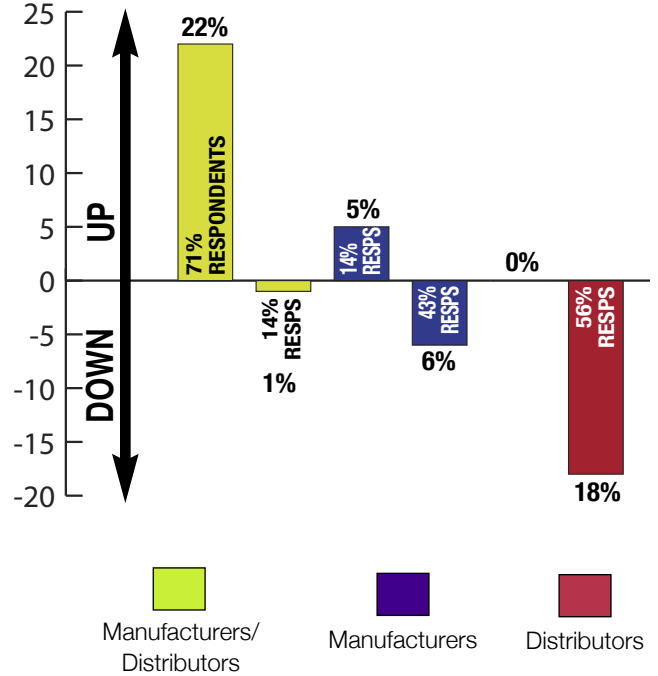
As was the case last year, 100 percent of equipment manufacturers report sales growth. The size of that growth, however, shot up from an average 19 percent last year to 25 percent in this survey.

Chemical manufacturers, too, have fared somewhat better this year. Sixty percent in this subcategory report average sales growth of 20 percent, quite a step up from the 9 percent achieved last year.

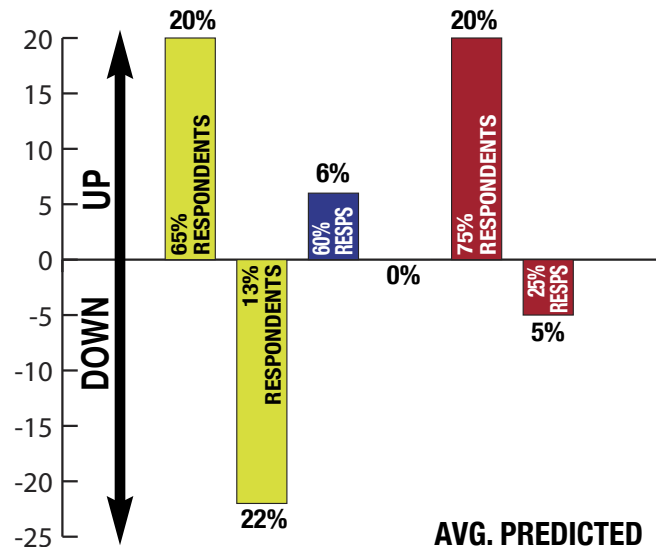
Inflation has made its presence felt also in the car wash industry. One hundred percent of manufacturers report increasing prices an average of 14.9 percent due to inflation, while distributors report price hikes averaging 13.3 percent. Supply chain disruptions negatively impacted 100 percent of manufacturers and two thirds of distributors.

These challenges might explain, in part, equipment manufacturers' tempered expectations for 2023, only 60 percent of whom are predicting sales growth next year at a modest 6 percent average. This compares to last year when 100 percent predicted 15 percent growth.

EMPLOYEE COUNT GROWTH/DECLINE 2021 TO 2022



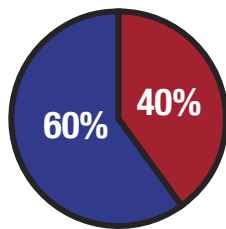
AVG. SALES GROWTH/DECLINE 2021 TO 2022



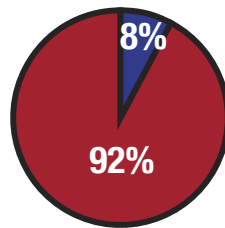
AVG. PREDICTED GROWTH/DECLINE 2022 TO 2023

Table 1	Sales Growth 2021 vs. 2022		Sales Forecasts 2022 vs. 2023	
	Increase	Decrease	Increase	Decrease
Manufacturers/Distributors	71%	14%	86%	0%
Avg. % Increase/Decrease	21	5	18	0
Manufacturers	86%	14%	57%	29%
Avg. % Increase/Decrease	25	5	12	8
Distributors	67%	22%	89%	11%
Avg. % Increase/Decrease	23	8	13	32

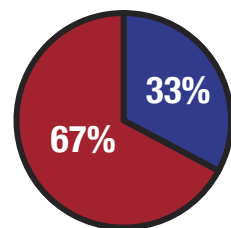
**2022
EQUIPMENT
SALES TO:**



TUNNEL EQUIPMENT

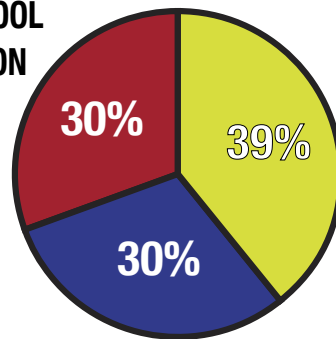
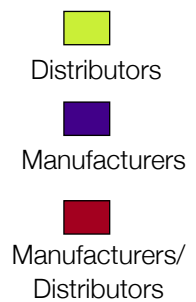
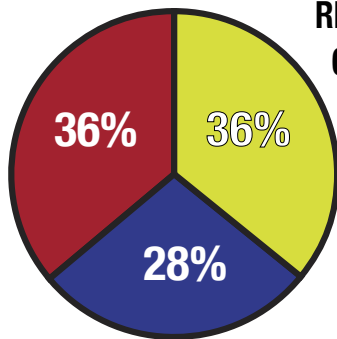
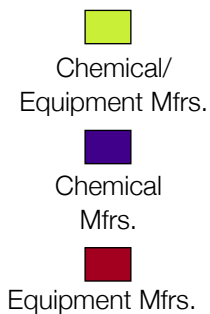


SELF-SERVE EQUIPMENT



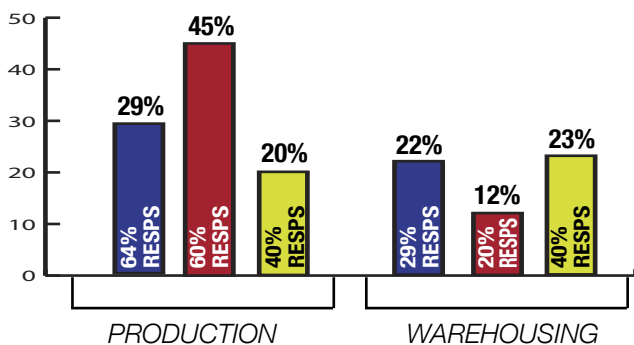
AUTOMATIC EQUIPMENT

**RESPONSE POOL
COMPOSITION**



■ All Manufacturers ■ Equipment Manufacturers ■ Chemical Manufacturers

Avg. Production/Warehousing Capacity Increase 2021 to 2022



Avg. Future Production/Warehousing Capacity Increase (projected) 2022 to 2023

