SURVEY

Results From The *Auto Laundry News*

2024 STATE OF THE INDUSTRY

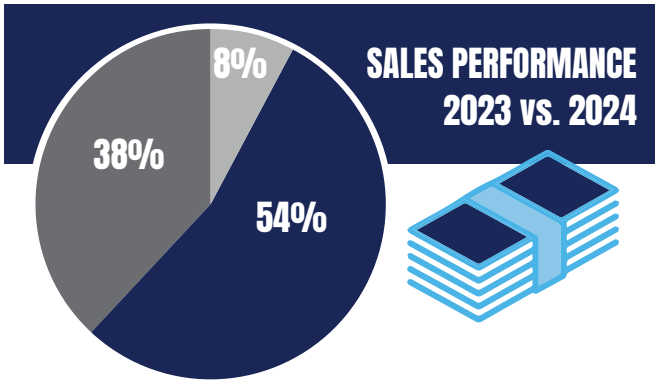
The 2024 *Auto Laundry News* "State of the Industry Survey" was conducted through the mailing of questionnaires to a random selection of car care industry vendors. The information in this report results from an analysis of data provided by respondents nationwide.

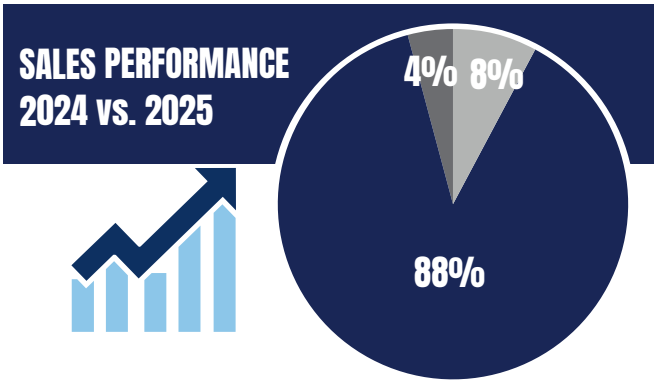
Nearly the same number of vendors reported a year-over-year increase in sales this year (54 percent) as last (53 percent). While more than half of solution providers reporting an increase in sales is certainly positive, it is still a deep departure from the 70 percent that reported growth in 2022.

While the overall number of vendors reporting an increase in sales has remained flat year over year, the average sales increase among those reporting growth has decreased. Last year the average increase stood at 16 percent but has dropped to 12 percent in this year's report.

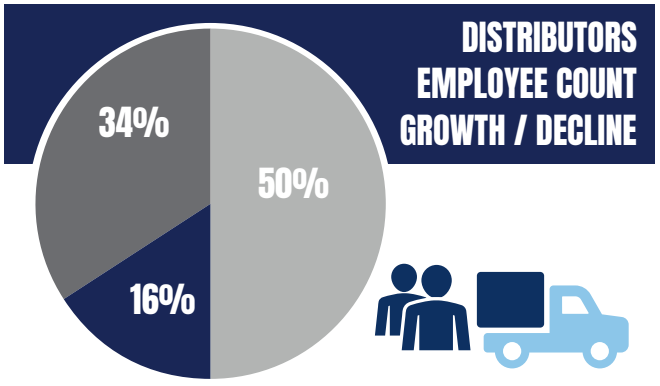
The relatively low increase in sales is a bit of a headscratcher when you consider that 63 percent of those surveyed report increasing prices, with an average increase of 8 percent. This is worth noting and keeping an eye as we enter the New Year. Prices are up across the industry, but we are not seeing a commiserated rise in revenue, which could be indicative of a greater problem.

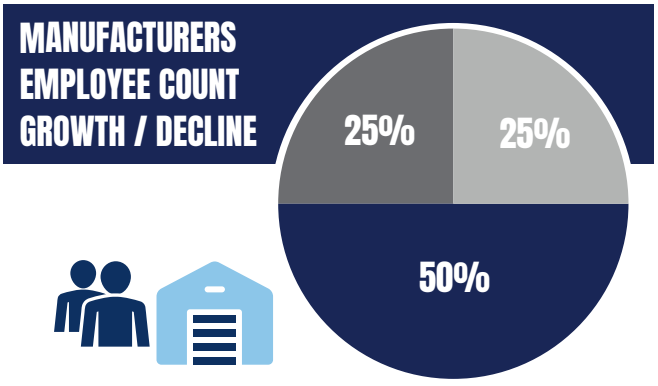
But a problem that vendors expect to be rectified in 2025. Eighty-eight percent of those surveyed predict a sales increase for next year, with an average prediction of plus 17 percent. Good news indeed, if expectations become reality.





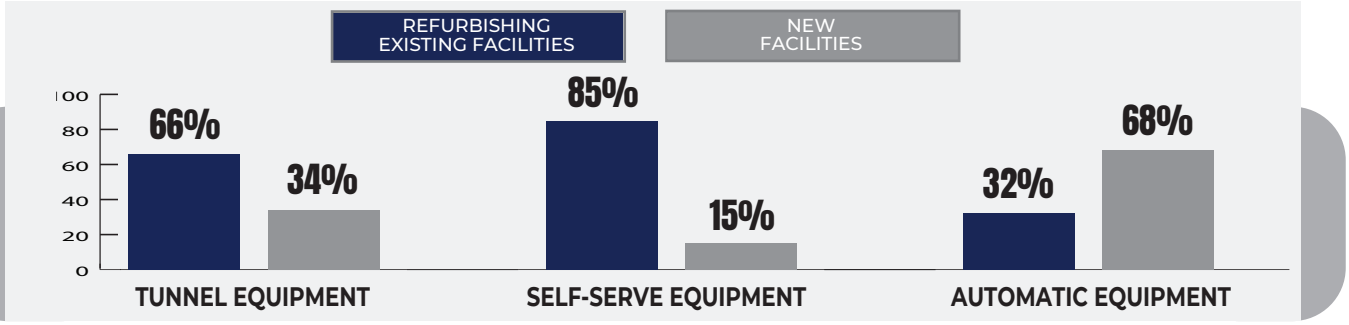
STAYED THE SAME | INCREASED | DECREASED





Manufacturers & Distributors Incresed Headcount by an Average of 14%

2024 EQUIPMENT SALES TO:



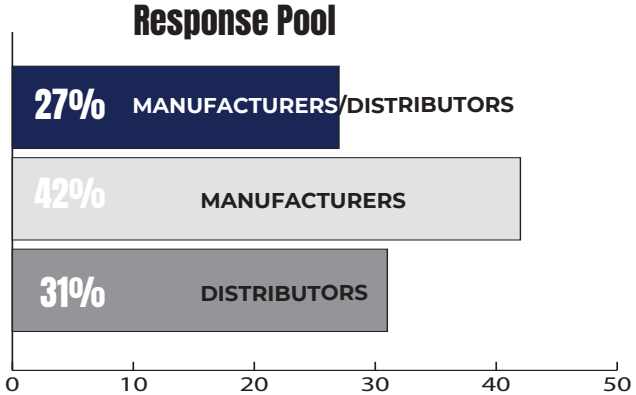
8% average inflation-fueled increase

52% vendors report that supply chain disruption is still affecting their business

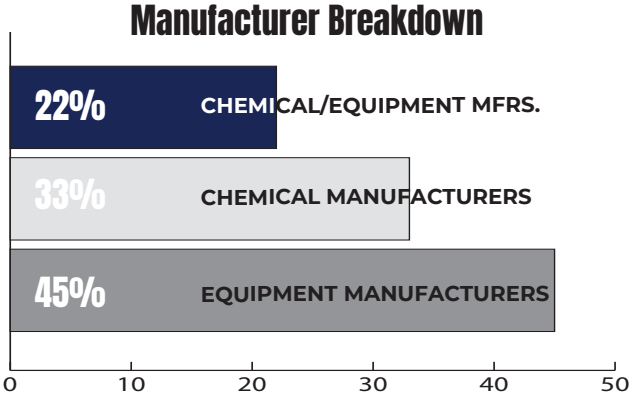
63% vendors report increasing prices in 2024 due to inflation

DEMOGRAPHICS

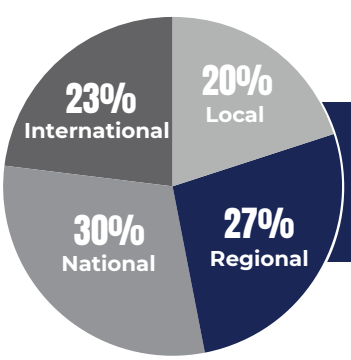
Response Pool



Manufacturer Breakdown



MARKET AREA



AVERAGE TIME IN BUSINESS