

State of the Industry

The 2017 *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.

The current survey results are truly gratifying, with not a single respondent in any category reporting a decline in sales compared to the previous year. Even the worst performers were able to maintain the same sales levels as one year ago.

Eighty three percent of equipment manufacturers report advances averaging 10 percent, a few steps down from the 16 percent achieved last year, when 100 percent of respondents in this subcategory reported progress. Chemical manufacturers also increased their sales by 10 percent — a notable improvement over the 6 percent increase recorded in the previous year. Overall, 90 percent of respondents — up from 77 percent last year — report average sales growth of 12 percent, which is down somewhat from the 14 percent recorded in the previous survey.

Despite chalking up remarkable performance, respondents remain reasonably cautious about the future. Overall, 80 percent predict average growth of 15 percent (last year, 88 percent foresaw an increase of 13 percent). Among equipment manufacturers, the same percentage that grew sales in the current survey (83) expect to advance sales numbers by an average of 9 percent in the coming year. However, in the previous survey 100 percent of participating equipment manufacturers predicted sales growth of 12 percent. In the current survey, far fewer respondents than last year in the chemical manufacturer subcategory are looking to sales growth: 63 percent vs. 90 percent. However, the measure of the predicted growth far outpaces that of last year: 24 percent compared to 7 percent.

EMPLOYEE COUNT GROWTH/DECLINE 2016 TO 2017

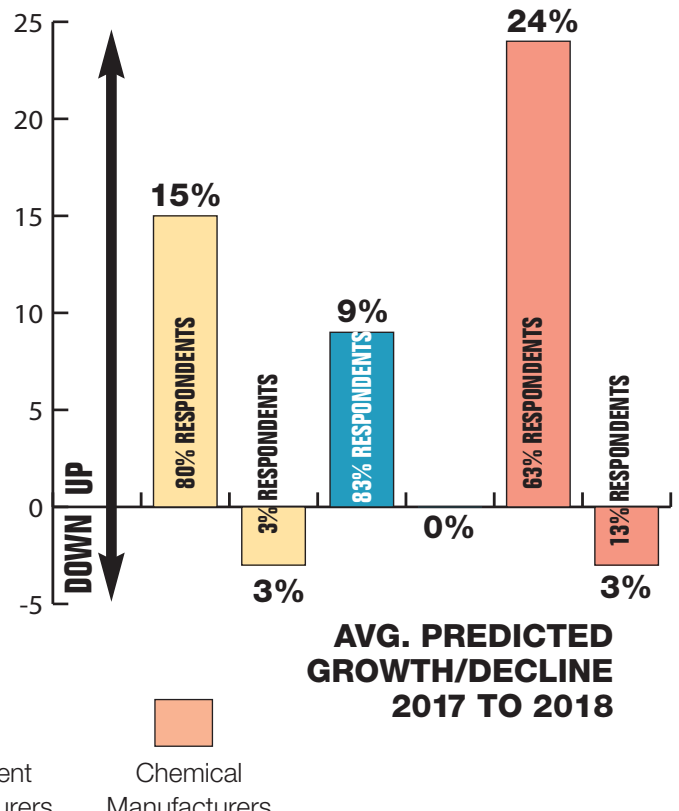
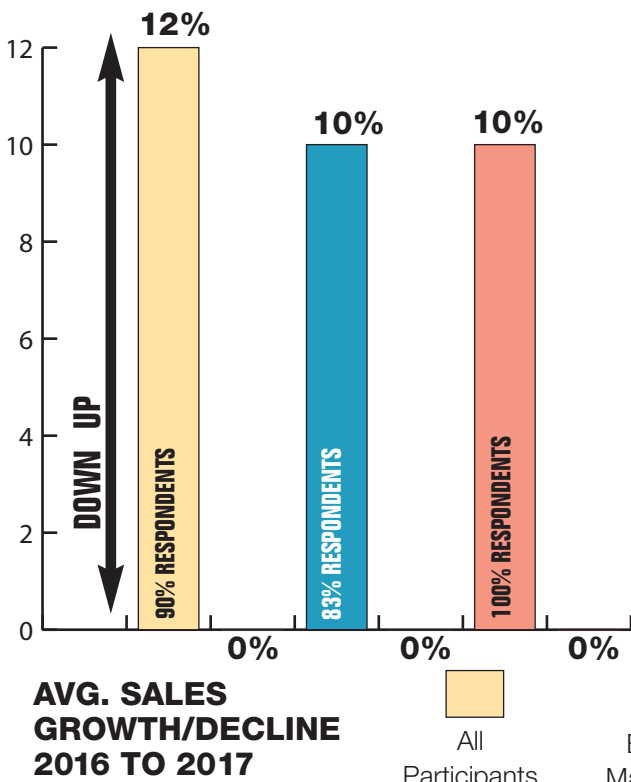
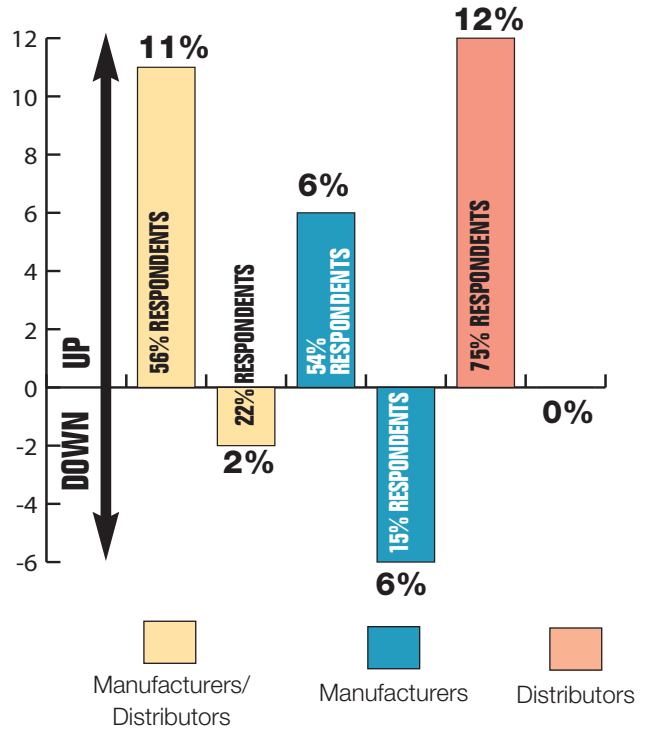
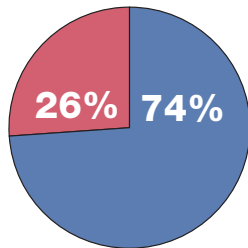
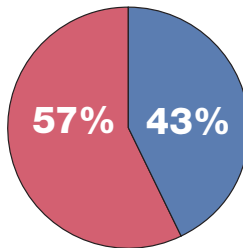


Table 1	Sales Growth 2016 vs. 2017		Sales Forecasts 2017 vs. 2018	
	Increase	Decrease	Increase	Decrease
Manufacturers/Distributors	100%	0%	89%	0%
Avg. % Increase/Decrease	12	0	13	0
Manufacturers	92%	0%	77%	8%
Avg. % Increase/Decrease	9	0	18	3
Distributors	100%	0%	100%	0%
Avg. % Increase/Decrease	16	0	14	0

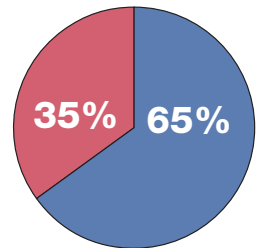
2017 EQUIPMENT SALES TO:



TUNNEL EQUIPMENT

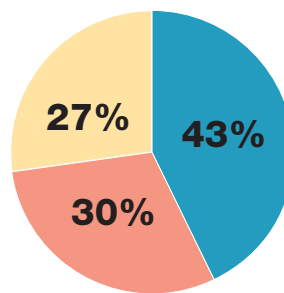
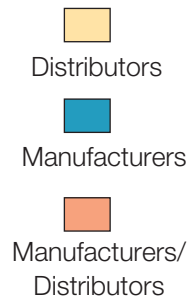
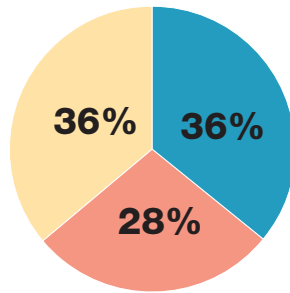
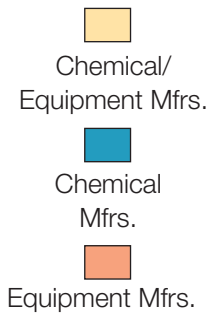


SELF-SERVE EQUIPMENT



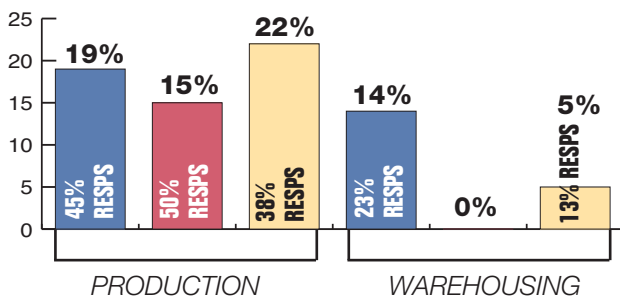
AUTOMATIC EQUIPMENT

RESPONSE POOL COMPOSITION



■ All Manufacturers ■ Equipment Manufacturers ■ Chemical Manufacturers

Avg. Production/Warehousing Capacity Increase **2016 to 2017**



Avg. Future Production/Warehousing Capacity Increase (projected) **2017 to 2018**

