

State of the Industry

The 2019 *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.

If the results of the current survey were to be characterized in two words, it would be mixed bag. There is some progress to be reported over last year's survey, though results still fall short of the stellar performance reported in 2017 when not a single respondent in any category reported a decline in sales compared to the previous year.

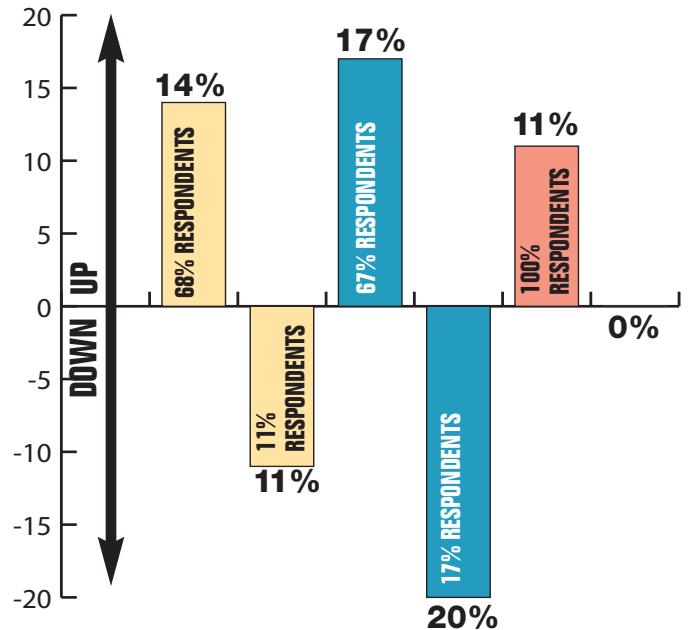
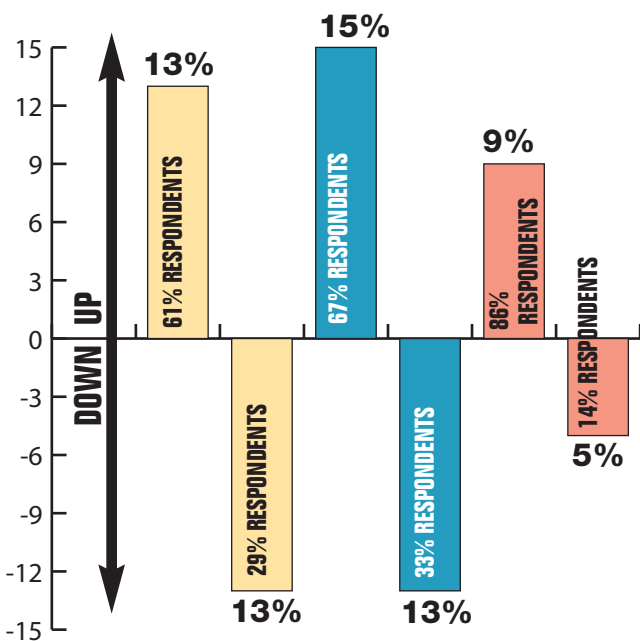
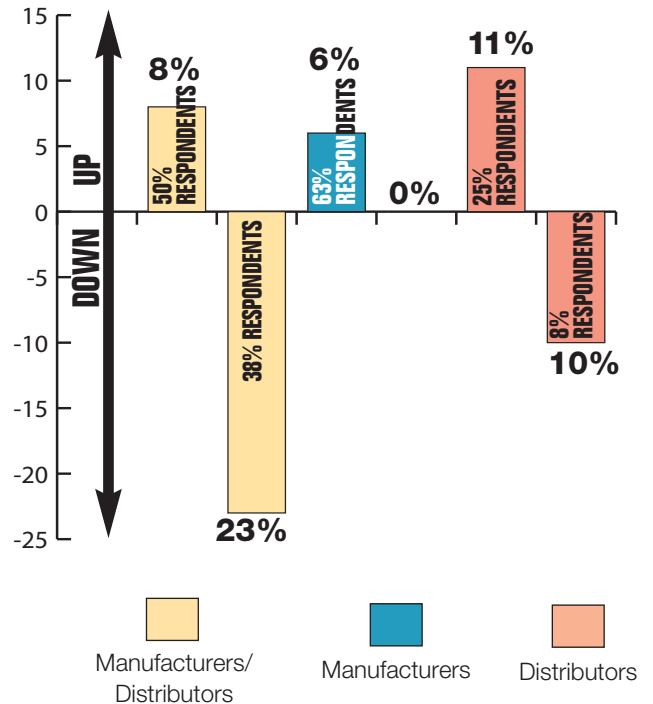
Closely tracking last year's results, 61 percent of respondents overall — down from 63 percent last year — report average sales growth of 13 percent, a slight drop from the previous year's 14 percent.

Sixty-seven percent of equipment manufacturers (60 percent last year) report advances averaging 15 percent, but that growth compares to the 21 percent improvement achieved last year. On the positive side, fewer respondents this year than last (33 percent versus 40 percent) report declining sales, though the size of the shrinkage went from 10 percent last year to 13 percent currently.

Chemical manufacturers increased their sales by 9 percent — down a smidge from last year's 10 percent. However, 86 percent of respondents in this subcategory contributed to the average gain compared to 71 percent last year.

In last year's survey not a single participant projected a decline in sales in the following year. Current survey respondents are far less bullish. Overall, 11 percent anticipate average reversals of 11 percent. Seventeen percent of equipment manufacturers are expecting average sales declines of 20 percent. Chemical manufacturers are the most optimistic: 100 percent project sales growth averaging 11 percent.

EMPLOYEE COUNT GROWTH/DECLINE 2018 TO 2019



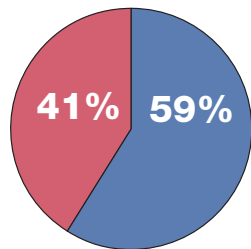
AVG. SALES GROWTH/DECLINE 2018 TO 2019



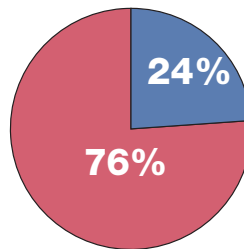
AVG. PREDICTED GROWTH/DECLINE 2019 TO 2020

Table 1	Sales Growth 2018 vs. 2019		Sales Forecasts 2019 vs. 2020	
	Increase	Decrease	Increase	Decrease
Manufacturers/Distributors	50%	50%	75%	13%
Avg. % Increase/Decrease	11	16	16	20
Manufacturers	88%	12%	88%	0%
Avg. % Increase/Decrease	11	1	12	0
Distributors	50%	33%	58%	17%
Avg. % Increase/Decrease	16	14	16	7

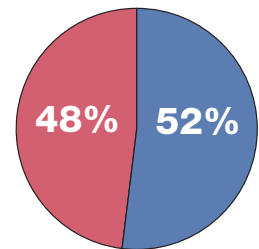
2019 EQUIPMENT SALES TO:



TUNNEL EQUIPMENT

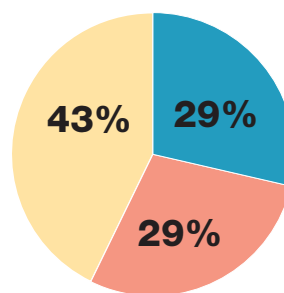
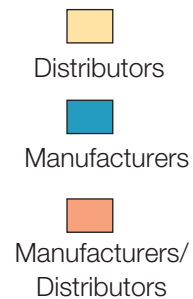
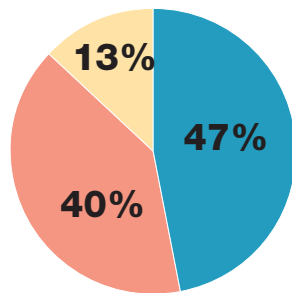
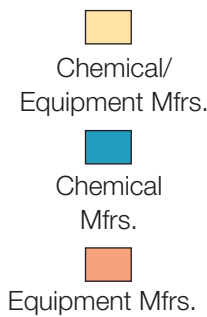


SELF-SERVE EQUIPMENT



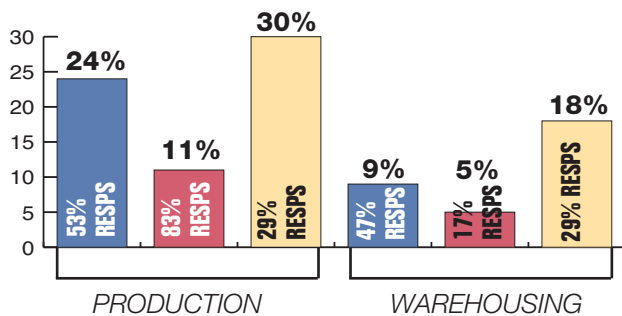
AUTOMATIC EQUIPMENT

RESPONSE POOL COMPOSITION



■ All Manufacturers ■ Equipment Manufacturers ■ Chemical Manufacturers

Avg. Production/Warehousing Capacity Increase **2018 to 2019**



Avg. Future Production/Warehousing Capacity Increase (projected) **2019 to 2020**

