State of the Industry

The 2021 *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.

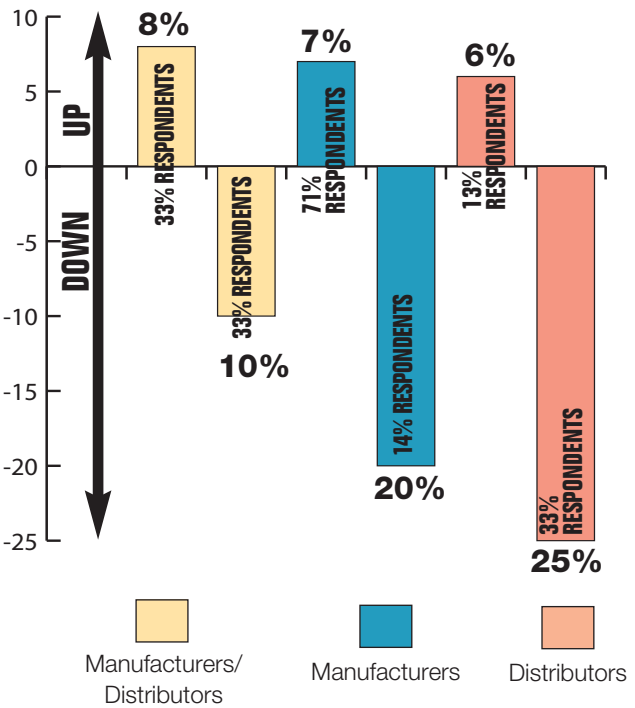
Overall, more respondents than last year (61 percent versus 46 percent) report year-over-year sales growth. At 16 percent, the growth achieved in the current survey does not compare favorably with the 22 percent increase recorded last year. However, only 11 percent of the survey pool reports sales reversals this year, a far smaller percentage than the 36 percent who reported shrinking numbers in the previous survey. Average reported sales decline nearly doubled, though, from 14 percent last year to 27 percent currently.

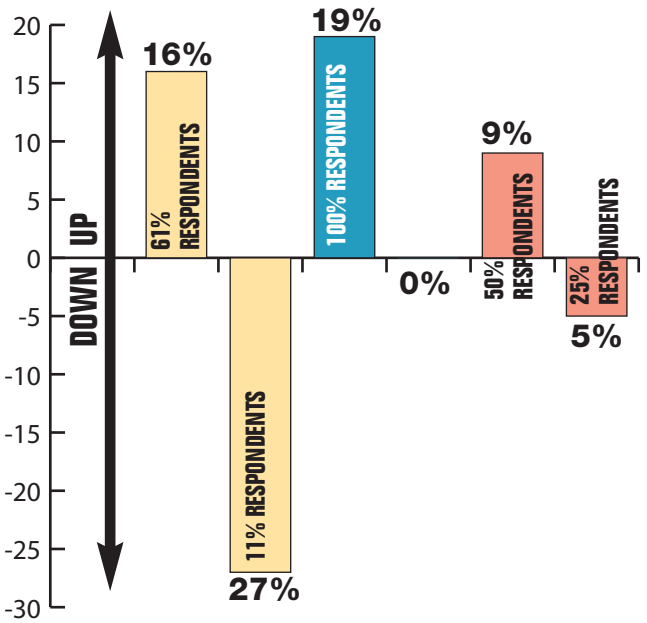
One hundred percent of equipment manufacturers report sales growth averaging 19 percent. This compares to last year's results in which 67 percent of respondents in this subcategory produced sales gains of 16 percent.

This year, chemical manufacturers have come down some from the highs they enjoyed last year when 100 percent of respondents reported average sales gains of 29 percent. In the current survey, only half of the survey participants in this subcategory recorded improved sales numbers — at an average 9 percent, a substantial come down from last year's performance.

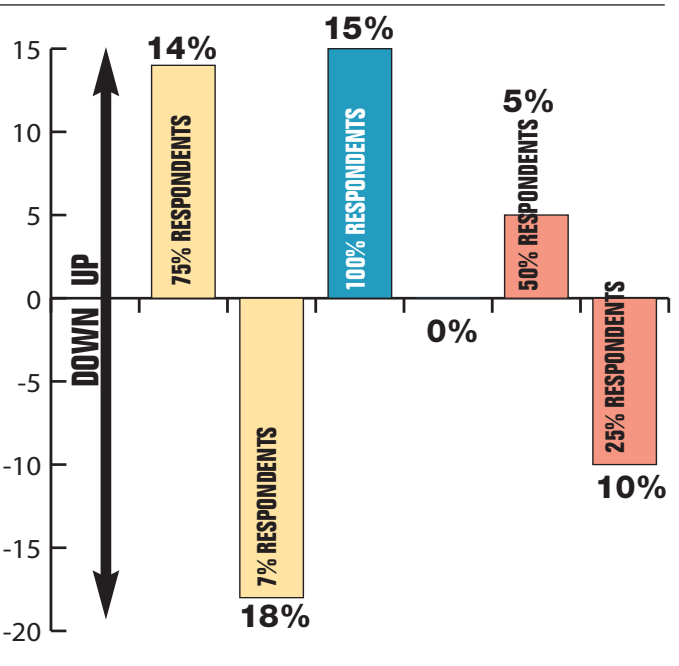
As to the future, 75 percent of respondents, overall, project sales growth in 2022 averaging 14 percent. This is not far off the 64 percent who projected averages sales gains of 15 percent in last year's survey. Equipment manufacturers are the most confident group regarding the coming year, 100 percent of whom project average sales increases of 15 percent. Chemical manufacturers, perhaps because of their 2021 experience, are more cautious: only 50 percent foresee sales gains averaging 5 percent, while 25 percent actually project an average slide in sales of 10 percent.

EMPLOYEE COUNT GROWTH/DECLINE 2020 TO 2021





AVG. SALES GROWTH/DECLINE 2020 TO 2021



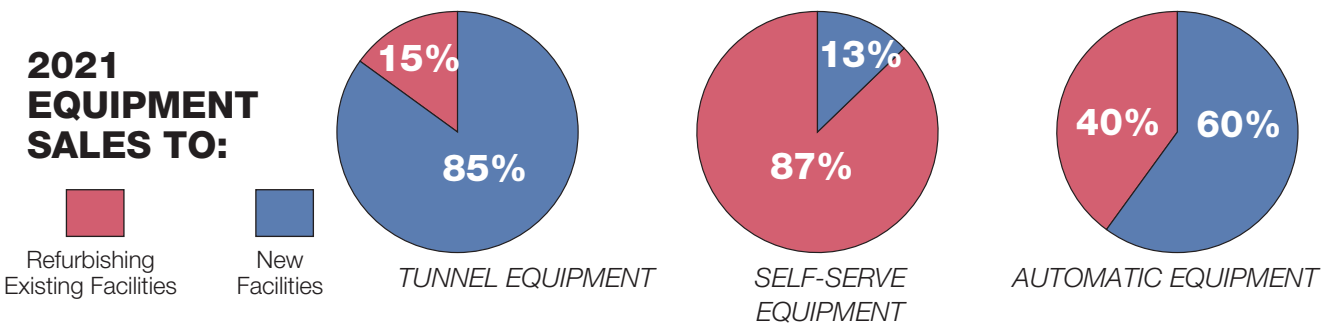
AVG. PREDICTED GROWTH/DECLINE 2021 TO 2022

All Participants | Equipment Manufacturers | Chemical Manufacturers

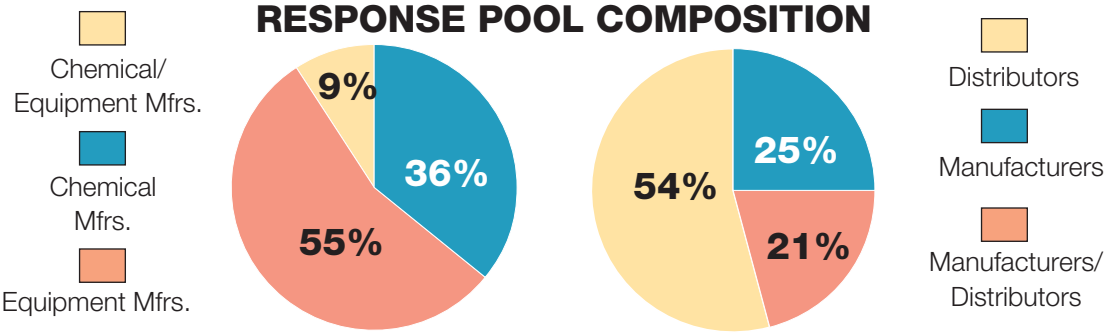
Table 1

	Sales Growth 2020 vs. 2021 Increase	Sales Growth 2020 vs. 2021 Decrease	Sales Forecasts 2021 vs. 2022 Increase	Sales Forecasts 2021 vs. 2022 Decrease
Manufacturers/Distributors	64%	0%	67%	0%
Avg. % Increase/Decrease	14	0%	6	0
Manufacturers	86%	14%	86%	14%
Avg. % Increase/Decrease	16	5	14	10
Distributors	53%	13%	80%	7%
Avg. % Increase/Decrease	16	37	15	25

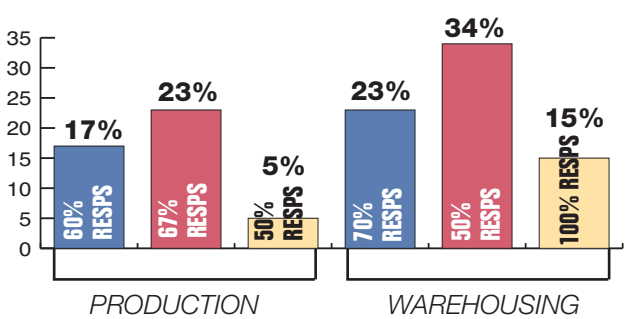
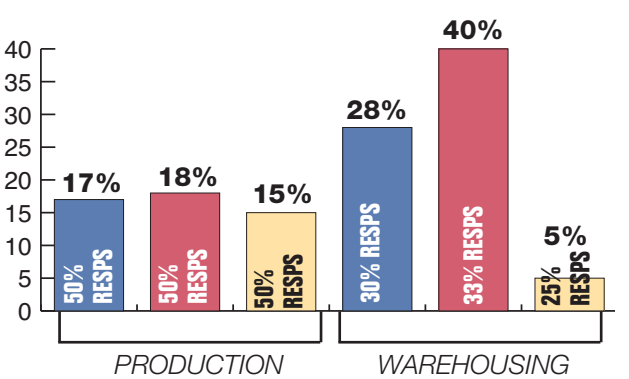
2021 EQUIPMENT SALES TO:



RESPONSE POOL COMPOSITION



Avg. Production/Warehousing Capacity Increase **2020 to 2021**



Avg. Future Production/Warehousing Capacity Increase (projected) **2021 to 2022**