



Australian Car Wash Association

AUTUMN/WINTER 2022 Volume 29 Issue 1/2

CAR WASH SHOWTM AUSTRALIA

20 - 22 SEPTEMBER 2022

Major sponsor

Slipstream
PRO

International Convention Centre, Sydney
20-22 September 2022

Car Wash Show Australia is the ONLY Car Wash Industry Trade Event in Australia. It's your chance to meet the world's leading car wash industry suppliers and manufacturers.

We're
back
baby!



Find out more and register at:

[Q carwashshowaustralia.com.au](https://carwashshowaustralia.com.au)

From the President



Australia continues to live up to its name of being a country of droughts and flooding rains, and the February and March weather in the northeast was simply extraordinary.

The north coast of NSW and Lismore, in particular, copped a belting, and we feel for the businesses and residents of that area. Let's hope the delayed Government Flood Relief Packages get out to the community ASAP.

When the weather gets as extreme as it has been, its impact spreads to the broader community, and the floods have created significant distortions in the Ag sector, pushing prices to record highs. We have also seen escalating petrol prices, rising interest rates, and inflationary pressures, so time will tell how these issues might impact our industry in the long term. However, my current observation is that the industry has generally been performing well despite all these external pressures.

The government incentive around depreciation relief has seen continued investment into new machinery, ultimately producing a better washing experience for the customer. And an improved customer experience seems to have been one of the factors driving the USA market over the past 5-6 years.

Speaking of the USA, I was lucky to attend the ICA's Car Wash Show in Nashville. A full report of my experience appears later in this newsletter, so that's probably enough from me for now. But let me sign off by reminding members of two critical items.

Firstly, subscription renewals for 2022-23 have been sent to many members. Please take the time to renew your membership when you receive your renewal notice because ACWA can only continue to provide its essential services with your support.

Finally, please remember to mark **Car Wash Show Australia - Sydney from 20-22 September 2022** in your diary.

And remember, no matter what you clean; bikes, trucks, boats, caravans or dogs. And no matter how you clean it; automatic, self-serve, mobile wash, hand-wash, detailing or tunnel. **Car Wash Show Australia 2022 has something for you!**

Happy washing!

Regards, Neil Fox -The Wash Factory, Western Australia

Car Wash Podcasts

What is a Podcast ?

A podcast is a recording of an audio program, like listening to a live radio program - but better because you can pause, replay or fast forward. There are hundreds of thousands of podcasts out there that you can listen to at anytime and anywhere on just about every topic you can think of - including car wash.

A great example is CAR WASH The Podcast which features real stories and real business insights from experts both in and out of the car wash industry. It is a free on-demand audio program providing information on the latest trends impacting the industry.

All you need is your smartphone and podcast app to get started. Search car wash podcasts, select one and start listening.



New Members

Car Wash Operators

| | |
|-------------------------|-----|
| Maxishine Carwash | NSW |
| Taminda Super Wash | NSW |
| Chief National Cleaning | NSW |
| Express Car Wash | NSW |
| Luxewash | QLD |
| The Quick Car Wash | SA |
| Ararat Wash Centre | VIC |

Suppliers

| | |
|------------------------------|-----|
| eSafety Supplies | NSW |
| Chewy Chews | QLD |
| Video Display Hire and Sales | QLD |
| Aqua Carwash Sales | VIC |
| Modular National Cleaning | VIC |
| Remax Doors | VIC |

Associate Members

| | |
|-----------------|-----|
| Murray Nielsen | NSW |
| Joel Berry | NSW |
| Jason Thompson | NSW |
| David Phillips | NSW |
| Scott Strano | QLD |
| Phillip Mendrin | SA |
| Jarryd Hoad | VIC |
| Total Energies | VIC |

International

Car Wash Operator

Tunnel Wash Group New Zealand

Supplier

Sonnys The Car Wash Factory USA



CLASSIFIEDS

FOR SALE - WashTec Softcare2 Pro Combi

Located in Northern Tasmania and is available for sale in the first week of August. NOTE: This machine must be completely removed 1—7 August.

Fully operational seven year old Washtec Softcare 2 Pro Combi Auto machine that has not washed a lot of cars. It will come with all electrics, chemical dosing, all in bay tracks and rails, signage etc.

- 3 SofTecs foam brushes
- 1 remote date control
- 1 maxi shine polish upgrade
- 1 x high pressure pump - 5.5kw

This fully equipped automatic carwash is in good condition and runs well, it is both brush or touch free, and driers, so very versatile.

\$25,000 negotiable given where it is located

Contact ACWA Member henry@24-7carwash.com.au



Senior Technician Wanted

Are you an experienced Car Wash Technician, or looking for a new challenge?

Sparkletown is looking for a highly motivated individual with a strong work ethic to support our expanding business.

An attractive salary package is on offer, to find out more please follow the Seek Link: <https://www.seek.com.au/job/57567516>

Or contact Hayley Granato, Business Manager, via email at hayley@sparkletown.com.au



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RENEWALS

**2022 - 2023 ACWA Membership
Renewal Notices have been
emailed - Please support your
Association by paying promptly.**

Car Wash Show Australia 2022 Smashes the Trade Space Sales Record by 20%

And stand by; there is more to come!

Importantly, with so many exhibitors committing to more significant display stands, this year's Car Wash Show Australia tradeshow floor will be alive with colour and machinery - the like of which we have never seen before!

After a spectacular Car Wash Show held at Melbourne's Marvel Stadium in 2018, there seems to be a remarkable degree of anticipation about having the Show in a specialist trade show venue for the first time. And that is precisely what we have at Sydney's International Convention Centre (ICC) in 2022.



The ICC is a state-of-the-art, purpose-built exhibition space located in the heart of Sydney's Darling Harbour, and the venue sets the backdrop for an exceptional Show in September 2022. And let's face it, the astounding growth in the car wash industry makes it fitting that the biggest car wash industry event in the southern hemisphere is held at the country's most prestigious trade show venue.

ACWA initially committed to our largest exhibition space booking when we reserved the ICC's Gallery section. However, within days of opening sales, it became clear that even more space would be needed and we decided to move the Show to the Exhibition Hall.

Of course, as we all know, it is not the venue that makes a great Show. It is the people and products. And boy, do we have products!

Significantly, nearly all past exhibitors at the Show have expanded the amount of exhibition space they have reserved. However, three of the car wash industry's biggest and best suppliers have taken up our most extensive space allotments. We have termed these spaces the "Car Wash Show MEGA Sites".

Congratulations to our Mega Site holders, Motor City Wash Works, Velocity Vehicle Care and Carwash Solutions Australia, for showing such incredible commitment to the Australian car wash industry.

With so many exhibitors committing to greater space, this year's tradeshow floor will be alive with colour and machinery - the like of which we have never seen before! We now look forward to the enormous logistical challenge of coordinating the forklifts, trucks and scaffolding required to build complete car washes, which will form some of the feature display elements in the Exhibit Hall floor.

Events like Car Wash Australia can't happen without sponsors' support, and we can report that we have had to put the SOLD OUT banner up of sponsorship packages for the 2022 event. Our thanks to all Sponsors, specifically our Major Sponsor, Slipstream Pro. Blair and the team, we salute you!

We ask that car wash operator members look at all the sponsors listed in this newsletter and SUPPORT THEIR INVESTMENT IN YOUR SHOW.

The Bus Tour Program has traditionally been a highly sought-after element of past Car Wash Shows Australia, and this year is no different. The Automatic and Self Serve Tour is already sold out; however, at the time of publication, spaces are still available on the Hand and Tunnel Sites Tour. Book now, or you will miss out.

Car Wash Show Australia is set to be the greatest ever, so bring the family, your best mate or your soul mate and experience all the great things about Car Wash Show Australia.



Ticket Prices from \$175

Head to the Car Wash Show Australia 2022 website and click here to [**Book Now**](#)

Thankyou to our Car Wash Show Australia 2022 Sponsors



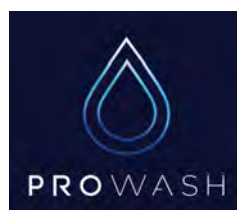
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Bus Tour Hand and Tunnel



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Get to Know the ACWA Board Series

Introducing - Tony Young, NSW Director

I kind of fell into the car washing operations side of the industry a few years back when I was offered the opportunity to invest in a couple of IBA and self serve type car washes. Interestingly, I found the car washing industry to be refreshingly different compared to what I was used to doing in the chartered accounting profession and the day-to-day pugilistic nature of our property development side-hustle.

Although my involvement in car washing has only been more hands on in recent years, my wife Bonnie and my connection goes back some 20 years. In the early 2000's we were researching property investments on the information super highway (as the internet was then known). We were using a brand new, highly efficient property investing portal called realestate.com! We could quickly scroll through thousands of investment opportunities all over Australia.

I recall Bonnie excitedly showing me an investment that met all our strict financial criteria. It just happened to be a 4 x bay self serve car wash on a long lease and with a stable tenant. We quickly ran the numbers and as everything stacked up, we put in a full-price offer and secured the property, all within a couple of hours of it coming onto the market and sight unseen!

It wasn't until two years later we physically stepped on the site, and we only did so to gain some sort of insight as to why customers would pay to wash their cars, THEMSELVES!

I always figured washing your car was something you did at home for free. In contrast, Bonnie grew up in California, so going to the car wash was just something you did as part of your normal weekly routine. Hence we knew it was only a matter of time before that demand for car washing would grow.

For some 15 years, our plan ticked over as expected, only to unravel when our car wash tenant fell out of love with his business. While we did our best to help him, his fire had long gone out and couldn't be rekindled. We briefly toyed with the idea of operating the site ourselves however, having just brought our fifth son into the world and the site being two hours drive from our home, we quickly shelved the idea and made the fortunate decision to collaborate with a couple of highly experienced operators to run the site. Together we embarked on a major reno sprucing up the site but most importantly, we installed a new IBA, upgraded all the ancillary equipment and added a dog wash. Everything the customer touched was now clean and worked every time. The chemicals were also tuned in to work as they should. A new team was trained up to focus on the customer experience. The site was relaunched and was an instant success in the local community and continues to be so. For Bonnie and myself to have an highly experienced and successful operator aligned with our core values and standards meant we could confidently go back to our already busy lives of our accounting practice, property developments and the growing demands of raising our young boys.

Normally, that's where our relationship with tenants in our property investments would have ended. But we could see these guys were different. They were committed to growing a business focused on producing a clean, shiny, dry car and also providing the best possible customer experience. They were implementing what my business mentor explained to me early in my career. "To grow a sustainable business, you must ensure your customer has a memorable experience," moreover, "a positive memorable experience!" In that regard, the car washing industry ticks all the boxes for us and, as a result, has led to our greater involvement with the purchase of several established sites along with a number of greenfield sites now in the pipeline.

We look forward to many more years of being part of, and contributing to, a growing sustainable, successful industry.



CAR WASH MEETINGS - SAVE THE DATES

SA - TUESDAY 2 AUGUST

WA - WEDNESDAY 10 AUGUST

VICTORIA Car Wash Meeting

The Melbourne weather turned on a bitterly cold morning with a wind chill factor of minus 5 degrees for the first post-Covid19 Victorian car wash gathering in more than two years.

Thank you to John and Guy for hosting the group at their showcase car wash site Tap N Go, Campbellfield. ACWA Supplier Member and site designer Tracey Michaels, TMC Design and equipment supplier Glen Gamble of One Stop Carwash Equipment led the group on a tour of the large 2,300 sqm site. The site features two Laserwash 360 Plus Automatic Touchfree with ICS Cashless Entry Systems offering a wide range of marketing and sales options. There is an iWash self-serve system with Nayax cashless payment, as well as a range of vacuum and vending. The site also features two separate plant rooms, a laundrette and K9000 dog wash unit, complete with a dog run. The site is completely cashless.

Most of those attending eagerly ordered a warm hearty meal from the local pub and continued networking for the next few hours.



INVITATION

Canberra Car Wash Meeting
10.30am, Wednesday 27 July, 2022

Waves Carwash Express Phillip
82 Parramatta Street, Phillip ACT 2606

This is a standout site featuring:

- * Express tunnel
- * Express interior
- * LPR System
- * Wash App
- * Pulse Car Wash Management System
- * Two auto combis
- * Five self-serve bays
- * Two dog washes
- * Customer lounge
- * 3 Step Ceramic Application
- *Hydraflex

The ICA's Car Wash Show Nashville 2022

After being unable to travel to the ICA Car Wash Show since 2019, I finally got the chance to get there again in 2022, and it was definitely worth the wait!



As I set about arranging my trip, there was so much to look forward to. Of course, there is the simple excitement of being able to travel internationally again. However, more than this, there were the outstanding presentation sessions on the Show program to look forward to and the awe-inspiring exhibition space that is the Nashville Music Centre.

If you haven't been to Nashville before, put it on your bucket list. It is a great town, and everyone always seems to be happy. When I was out and about, I never saw anyone doing anything other than having a good time.

I like my music, but I'm not a musical buff, and what's more, I rarely listen to Country and Western. But as they say, "if you don't like Country and Western before you get to Nashville, you will by the time you leave!"

No matter your music taste, you simply can't help but be stunned by the Broadway Music Strip. From 10 am to 3 am every day, the street is alive with supremely talented musicians plying their trade for a living.

However, as good as Nashville is as a travel experience, for a car wash man like me, it is The Car Wash Show that is the star. Only by being there can you truly appreciate how the US market works and how much there is to learn from how they do car washing.

Let me take this opportunity to highlight some of the more notable takeouts for me.

Firstly, the amount of Merger and Acquisition (M&A) occurring is phenomenal. One presentation I attended reported that they had done more than \$2B worth of M&A in 2021 alone. What was more staggering is that more than 90% of that activity was done at EBITDA multiples of >10x.

When you consider that many companies list on the ASX at an average of around 8x EBITDA, these are extraordinary outcomes.

The acquisition money comes from more than 25 small and large Private Equity (PE) companies running their rulers over the car wash space. Of course, the bigger players need a certain scale to have an interest and ability to work in the sector (read this as the big guys need big numbers so they can take big fees!)

But I don't think for a minute our market will suddenly do the same thing next week because there are a lot of structural differences. And that is what you get to understand by being there at the Show in Nashville.

Secondly, we are moving into an age where information or data is king.

The PE companies are driving the demand for better data analysis as they delve into this new market sector and look for opportunities to leverage their investment.

They'll demand deeper and deeper levels of data, and the sellers with the greatest depth of information and understanding of their businesses and customer behaviour are likely to get the bigger EBITDA multiples.

With our Australian customers quickly moving toward more and more credit card and mobile App use, we too will have better access to greater levels of information.

It will be those that use this information strategically who will prosper more profitability and ultimately create greater value in their businesses over time.

Thirdly, mobile Apps.

Our car wash customers come and go from our locations without us interacting with them, let alone really knowing who they are. Except for the handwash sector, the Australian car wash market knows very little about its customer base.



– By ACWA President, Neil Fox

However, the App-based wash club concepts that drive revenue in the USA rapidly help grow customer data. And wash operators use this customer data to create offers and drive customers to wash their cars more often. This investment in marketing is dramatically increasing overall car wash market demand.

So, the US car wash market is seeing supply and demand moving together. And if the Australian industry wants to see significant market growth, there seems little doubt the mobile phone will also be critical to our future.

It was great to see so many Australians attend the Nashville Show. Many of us had a catch-up on the Sunday night before the show began at the Barlines Bar in the Omni Hotel. However, the allure of Broadway soon took hold, and we all ended up at one of the many bars talking car wash over the C&W tunes being put out by the hard-working muso's.

I also got the chance to do some sightseeing.

I have already mentioned the rich history of Nashville's music scene, and the Ryman Auditorium is where it all began. The story that sits behind the Ryman is fascinating, but I'll let those with interest do their own research.

Suffice to say, if you are a musician, you want to play at the Ryman because the auditorium gives a great woody sound, and with its intimate structure and size, the musicians feel at one with the audience.

I was lucky enough to see Don McLean play as part of his USA Tour promoting 50 Years of being a musician. Yep, he played an awesome version of American Pie!

The new and much bigger auditorium is The Grand Olde Opry which is the recognised home of country music in the USA. If you are interested in country music, this is where you'll find the world's finest. I was lucky enough to be there to watch a live show that was going to air on WSM Radio.

Now that I'm home and back at work, I am very much looking forward to Car Wash Show Australia in Sydney in September. And while there might not be much country music on offer, we can promise you'll see many of your favourite US suppliers and partners exhibiting.

Like I said if you ever get the chance to get to the mid-USA, put Nashville on your list.

But until then, put Car Wash Show Australia Sydney in your diary for September 20-22.



L-R Tony Young, George Odden and Neil Fox



Aussies in the USA! L-R Craig Campbell, Neil Fox and Tony Young

The ATO Puts Directors on Notice

Earlier this year, the ATO sent letters to directors who potentially breached their obligations to ensure that the company they represent had met its PAYG withholding, superannuation guarantee charge, or GST obligations.

So, if you are a Director and have received such a letter, you should not ignore it because you could be personally liable for debts, in some circumstances. These liabilities apply to both current and former directors.

The ATO may issue a director penalty notice to the individual directors to recover debts. The ATO can then take action to recover the unpaid amount, including:

- Issuing garnishee notices,
- Offsetting tax credits owed to the Director against the penalty, or

Initiating legal recovery proceedings against the Director.

If you are a Director who has recently received a warning letter from the ATO (or a director penalty notice), you should contact your accountant or legal advisors for assistance.

2022 Annual Wage Decision



The Fair Work Commission has handed down the 2021-22 Annual Wage Review Decision. The revised rates come into effect for most Award categories from the first pay period commencing on or after 1 July 2022.

The Decision provides for a significant increase in wage rates for base-level employees. We take this opportunity to remind car wash operators that employers must comply with minimum wage and/or Award obligations, and there are severe penalties for non-compliance.

The Decision can be read by logging into the Members' section of the ACWA website <https://acwa.net.au/members/> and can be quickly located by clicking on Quick-Find – Wage Rates, Templates, Manuals and Business Essentials in the left-hand navigation panel

NOW AVAILABLE - ACWA Members can now locate the 2022 Annual Wage Rates Calculations online in the Members area.

Reminder only current financial ACWA Members receive free annual wage rate analysis and calculations from the Association's Industrial Relations experts, Employment Services & Solutions Australia (ESSA).

Your membership subscription entitles you to free access to ESSA services .

If you have recently received your annual membership renewal, we thank you for supporting your Association by paying promptly.

Super Guarantee Changes from 1 July 2022

On 1 July 2022, there will be two significant changes to the Super Guarantee rules. Members should be aware that:

Australia's Super Guarantee Rate will increase from 10% to 10.5%.

The existing \$450 per month eligibility threshold for Super Guarantee payment will be abolished.

Increases in the super rate will increase an additional 0.5% each year until it reaches 12% in 2025.

Members are strongly urged to take the following immediate actions:

Update your wages software or systems to correctly calculate each employee's Super Guarantee entitlements from 1 July 2022 at the new rate of 10.5%

Ensure all new employees are provided with a Superannuation Standard Choice Form. The forms can be downloaded from the ATO website here <https://www.ato.gov.au/Forms/Superannuation-%28super%29-standard-choice-form/>

And remember, if you use contractors, you must make sure you abide by the rules relating to Super Guarantee Contributions. The ATO Provides details on Super Guarantee obligations for businesses using contractors here <https://www.ato.gov.au/business/super-for-employers/work-out-if-you-have-to-pay-super/super-for-contractors/>

Employees and Contractors

What is the Difference, and Does it Matter?

Recent High Court rulings (see FairWork link <https://www.fairwork.gov.au/find-help-for/independent-contractors>) require businesses to review employment contracts and independent contractor agreements.

The relationship between the individual and the employer has previously determined the classification of employee or contractor. However, the recent High Court rulings have seen the Court move away from this approach to emphasise the need for written contracts.

It is against the law for a business to incorrectly treat its employees as contractors, and the penalties for misclassifying an employee as an independent contractor can be severe.

Having the correct contracts and agreements in place will minimise workers bringing an employment claim against you.

Employers need to understand the distinction between an employee and a contractor. Below are some simple indicators to help determine whether a worker is an employee or a contractor.

Indicators that Someone is an Employee

- Individuals working for the employer under a relevant award, agreement, or employment contract.
- Workers who are considered part of the business and (generally) told how, where, and when they work.
- A worker who primarily dedicates their work hours to one organisation.
- Workers who take no commercial risks, and the business is legally responsible for the work done.
- Someone who works under conditions where the employer provides all or most equipment and systems for doing the work.
- Someone who is required to apply for time off.
- Workers paid by the payroll system, with PAYG and any fringe benefits deducted. Eligible for superannuation.

Situations where the worker has all minimum rights under employment laws.

Indicators that Someone is a Contractor

- A contractor is someone self-employed, running their own independent business.
- Contractors work on a contract "for service" basis. They are serving themselves by delivering outcomes to their client(s).
- Contractors are free to work for several organisations (or sub-contract the work out).
- Contractors dictate their own time off and may or may not be available for work at their discretion.
- Contractors take commercial risks and are legally responsible for their work.
- Contractors use all or most of their own equipment and processes.
- Contractors provide an invoice for their work.

Contractors may have most workplace rights but different tax, insurance, and superannuation responsibilities/conditions to employees.

The above are simply indicators, and ACWA encourages members to take the time to check individual circumstances. This can be done via the following links:

Fair Work Ombudsman <https://www.fairwork.gov.au/find-help-for/independent-contractors>

The ATO <https://www.ato.gov.au/business/employee-or-contractor/difference-between-employees-and-contractors/#:~:text=An%20employee%20works%20in%20your,is%20running%20their%20own%20business>

Alternatively, ACWA has a service agreement with ESSA (Employment Services & Solutions Australia), and your membership subscription provides access to their services.

For details relating to the ESSA Service Agreement and contact details, head to the member's area of the ACWA website <https://acwa.net.au/members/>

Introducing New ACWA Supplier - Chewy Chews

WANTING TO ATTRACT PET OWNERS TO YOUR CAR WASH SITE?

Add a Chewy Chews – All Natural Dog Treats Vending Machine.



Chewy Chews – All Natural Dog Treats launched last year and are Australia's first premium dog treat & toy vending machines. Founded by a local Brisbane couple, Massimo and Samantha Guida, while developing their high-end laundromat Liquid Laundry. Liquid Laundry offers a dedicated animal section with Tru Blu Dog Washes and animal bedding machines available 24/7. They wanted to create the ultimate service for pet owners and thought ... what doggie doesn't deserve a delicious healthy treat after their wash? So Chewy Chews was born.

The pet industry has seen massive growth over the last five years. According to the PIAA there are more than 29 million pets in Australia today, with over 5.1 million being dogs. And with pet owners spending an enormous \$12.2 billion per year on their furry friends, \$7 billion allocated to dogs, the opportunities are endless.

By adding a Chewy Chews – All Natural Dog Treat Vending Machine to your dog wash, you will be providing a service to your customers beyond the ordinary dog wash experience. Vending machines that stand out from the crowd and will draw all the pups racing to the machine for a treat and wash at your car wash.

Chewy Chews is doing a national rollout of their vending machines at shopping centres (including Westfields, Stocklands, AMP Capital, plus more) and dog washes across Australia. They are currently in over 27 locations, with an additional 22 to be placed at the end of September 2022.

Once a machine has been installed at your dog wash, your car wash venue is added to the Chewy Chews website map location and local area targeting advertising campaigns begin to promote your venue driving traffic and new clientele to your location.

Each vending machine has 25 delicious meat ranges and four accessories available to cater for every dog's appetite and health needs. The treats are human grade quality, 100% Australian made and completely preservative free, allowing for busy fur parents to easily access healthy treats for their loved ones at any time.

Add an extra dimension and new areas of growth to your business with little extra work.

Interested in stocking Chewy Chews products within your business? Contact us for our car wash opportunities brochure. See Website [Click Here](#)

Thank you to Massimo Guida, Chewy Chews for writing this editorial.

ALL NATURAL DOG TREATS

CHEWY CHEWS

WHO WE ARE

Chewy Chews are Australia's first dog treat & toy vending machine that is taking Australia by storm.

If you want to increase pet owner traffic to your venue, look no further. Busy fur owners can now easily access healthy treats for their doggies at any time 24/7.



OUR PRODUCTS

Chewy Chews are a premium dog treat company that offer a wide selection of treats that cater to all breeds, of any size with any range of health conditions.

The treats are single ingredient meats that are locally sourced within Australia that directly support our Aussie farmers.

Human grade and completely additive-free treats that are slowly air dried to perfection and packed full of health benefits.



WHY BECOME A CHEWY CHEWS PARTNER?

- ★ Benefit from an increase in pet owner clientele
- ★ Add value & stand out from competitors with a unique offering
- ★ Leverage Chewy Chews marketing & PR opportunities as Australia's first premium dog treat & toy vending machine



Australian-made
Proudly supporting local farmers



We're 100% Natural
Human grade quality delights



Preservative-free
Just meats in our treats

INTERESTED?

sales@chewychews.com.au



CHEWYCHEWS.COM.AU



1300 424 399

Introducing New ACWA Supplier - Modular National Cleaning

Touch Free Automatic Car Wash Designed and Developed in Australia, for Australia.

What should you consider when looking at all the touch free automatic car washes on the market? As an owner, you look at the following: Machine and Installation cost, running costs e.g. water, power and chemical and don't forget the breakdown costs. With the Modular 3 we have reduced all of these costs without compromising the wash quality or the user experience.

How does the Modular 3 do this?

With thousands of hours of research and development, the Modular 3 was designed with these goals in mind. Highest wash quality, Highest Efficiency and Low Maintenance. After all the research and development, we have met and, in some areas, exceeded our expectations.

When trying to achieve the highest wash quality, we focused on how the machine applies and removes chemical to the vehicle. With our two-arm design, we achieve complete coverage of the vehicle this allows the chemicals to do their job effectively. This two arm design also reduces the washing time dramatically, allowing the machine owner to get more cars through the wash in a shorter amount of time. Our arms are also fitted with high pressure rotating nozzles for the removal of chemicals and contaminants from the vehicle.

Trying to achieve the highest efficiency all comes down to reducing utilities used by the machine. With the use of advanced power control and distribution, we have reduced the power requirements to be lower than the standard usually required by other touch free automatics. Reducing the amount of water consumed by the machine was a high priority. With the use of our direct drive, high pressure pump from Annovi Reverberi, in conjunction with 30 rotating nozzles, we have greatly reduced water consumption, while covering all areas of the vehicle. The Modular 3 uses the same four core cable for all control and data distribution throughout the machine. This reduces the possibility of faults as compared to other machines that run multicore cables.

Maintenance on the Modular 3 has been made simple and user-friendly. This is how the machine has been given the name Modular. All parts have been made in a modular fashion so that they can be replaced quickly and easily. The preventative maintenance has been designed to be minimal, having less than six maintenance tasks to perform per year. Keeping the maintenance to a minimum is a great advantage for a car wash owner as it reduces the amount of technical assistance needed. Fault isolation for the machine can be conducted remotely so correct replacement parts can be sourced before a technician is on site. This reduces machine downtime and saves the site owner by not having to pay a callout fee. With the use of a self-filling coin hopper located in the entry system, you remove the need to fill manually for ease and convenience.

A feature that makes the Modular 3 stand out from the competition is the connection to our phone app. Other machines use a web page for connection to the internet, as these were not designed for mobile phones, they are clunky and not user-friendly. The app for the Modular 3 was designed from the ground up to be user-friendly as well as providing real-time information to and from the machine. This ensures that at any time and place you will know the state of the machine. Not having a connection to your machine increases the amount of potential down-time if a fault occurs.

What do car wash owners want from their Touch Free Automatic:

Highest wash quality, Efficient use of Utilities & Low Maintenance. The Modular 3 achieves it all.

The Modular 3 is designed, tested and manufactured in Geelong, Victoria, Australia. Using the highest quality materials for construction. The technology that has been built into the control and power delivery has been designed with a high level of safety components with a fully integrated safety harness. With the use of our patented car positioning system, we were able to reduce the number of sensors on the machine to five compared to other machines that have up to 16. That is a lot less potential for failure! This also speeds up fault isolation and reduces down time. We are able to achieve this by using the same sensors for multiple roles.

**This September we will be exhibiting the Modular 3 at the Car Wash Show Australia in Sydney.
Come and see what makes the Modular 3 one of the most advanced touch free automatics on the market!**

See Website [Click Here](#)

Thank you to Daniel Laney, Modular National Cleaning for writing this editorial.

MODULAR

NATIONAL CLEANING

Modular 3 Touch Free Automatic

Become more efficient, Use less & Save more !

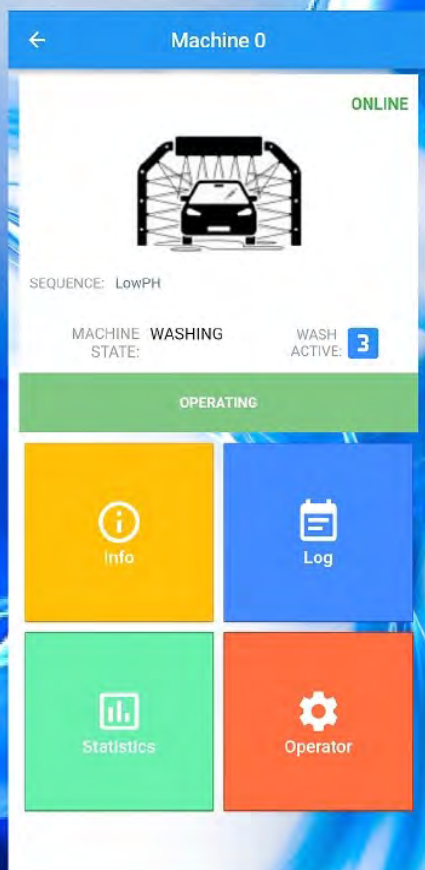
Compact design with all the features that are required for the Best Quality Wash from a Touch Free Automatic.

Low Maintenance with high reliability and real time updates through the Modular 3 app.

Stats - 204L of water consumed on average top wash (over 1000 vehicles). Lower power requirements than other machines in its class. Reduced wash cycle time with the use of two arms.

More Information at

www.nationalcleaning.info or call Daniel on 0439 000 633



IMPORTANT Message from ACWA Supplier, Make It Cheaper

Take Action Now and Avoid Increased Energy Prices

With small business electricity prices set to skyrocket, there has never been a better time to introduce members to ACWA Supplier Member, Make it Cheaper. (MiC) They are energy experts and ideally positioned to help you get the best possible price in a rising energy market.

In the first three months of the year, wholesale energy prices saw a year-on-year increase of 141%, and they look like they are continuing to rise. These increases are set to flow through to retail prices across small business and residential customers from July 1st.

Indeed, ABC News has reported that Small Business Electricity prices will rise by 18.3%, and the Australian Financial Review said we could expect a double-digit increase in our power bills. So now is the time to take action to make sure you are getting the best power deal.

In the coming weeks, you will receive a rate change notification from your current retailer detailing your new (increased) pricing and how this will affect your energy contract. This is where MiC can assist!

[Click Here](#) and leave your details for a quick response. One of the MiC experts will then take you through your options.



Alternatively, email genevievesmith@makeitcheaper.com.au with a copy of your most recent energy bill AND your rate change notification to ensure an accurate and transparent review.

At absolutely no cost or obligation to you, MiC will undertake a completely free comparison and tell you whether they can find your business savings or whether it is best to stay put with your current retailer.

Now is the time to take action. Let MiC ensure you are not paying any more than you need to in the current volatile market!

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