

KEVIN KAN
AMERICAN AUTO
WASH INC.

CEO FILE

'Never give yourself an excuse for failing.'



PERSONAL INFORMATION

Name: Kevin Kan

Title: President and CEO

Company: American Auto Wash Inc. of Malvern, parent company of Gentle Touch Car Wash and Griffin Petroleum.

Type of company: A chain of car wash facilities, as well as petroleum retail and distribution.

Recent project: Launching of "Griffin," our company's proprietary gasoline brand.

Education: BS in foreign service, Georgetown University School of Law, London Guildhall University.

First job: Claims adjuster, American International Group (AIG).

Little known fact about you: I have quite a diverse background. I am originally from a banking family in Hong Kong (founders of the Bank of East Asia, one of Hong Kong's largest local banks), and have been educated in both the United States and England (law school).

Home: Chester Springs

BUSINESS PHILOSOPHY

Essential business philosophy: Never be satisfied with any level of success. You always need to be looking at the next bigger and better business opportunity and idea.

Best way to keep a competitive edge:

Consistently challenge yourself. Set high and difficult goals. Never give yourself an excuse for failing.

Yardstick of success: Respect in my particular industry as a leader and innovator.

Goal yet to be achieved: Development of "Gentle Touch Car Wash" and "Griffin" into a national brand.

JUDGMENT CALLS

Best decision: Asking my wife Trina to marry me.

Worst decision: Electing not to take the Law Society Exams in England (similar to the bar exam in the United States).

Toughest decision: Leaving an executive position at AIG to join a family-run business.

Mentors: Thomas Kan (my father), Louis F. Dempsey (former senior adviser at Brown Brothers Harriman & Co.) and Stephen Tse (former senior vice president at AIG).

TRUE CONFESSIONS

Word that best describes you: Demanding.

Like best about your job: Being able to chart a course and steer our company and employees along it toward a goal.

Like least about your job: From time to time,

having to make the decision to let an employee go.

The most important lesson you've learned: Never try to cut corners in order to achieve your goals. Hank Greenberg's recent departure from AIG is the best illustration of this lesson.

Life motto: Be tough but fair.

Greatest fear: Not winning.

Person most interested in meeting: Jack Welch.

Company you respect most: Wawa.

First choice for a new career: Restaurateur.

Greatest extravagance: My wine collection.

ET CETERA

Award/honor most proud of: To be chosen and trusted to lead our company at my age (35).

Most influential book: "The Prince" by Machiavelli and "Who Moved My Cheese?" by Spencer Johnson.

Favorite movie: "The Godfather."

Favorite restaurant: Barclay Prime.

Favorite vacation spot: Tuscany, Italy.

Favorite way to spend free time: Golf, spending time with family.

Automobile you drive: Jaguar XJR, Aston Martin V8 Volante, Range Rover.