

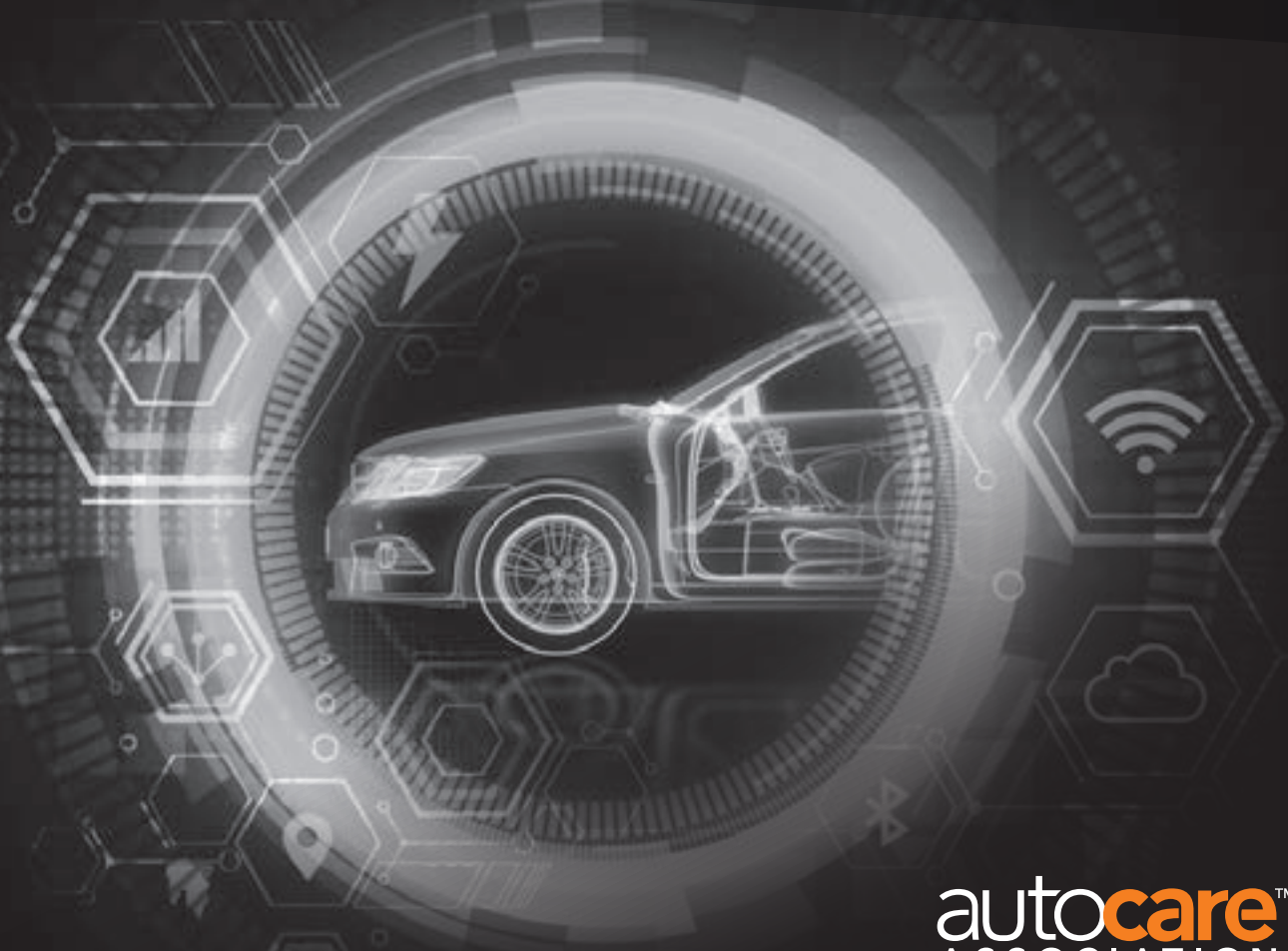
25th  
EDITION

2016

THE SOURCE FOR AUTO CARE INDUSTRY INFORMATION

DIGITAL AUTO CARE

# factbook



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ASSOCIATION

Independence drives us.

Welcome to the 25th edition of the *Auto Care Factbook*. The Auto Care Association is pleased to again provide this cost-effective and environmentally responsible publication in digital format: the *2016 Digital Auto Care Factbook*.

As the technical sophistication of the industry and its vehicles has grown over the last quarter century, the presentation of the most relevant industry trends in our Factbook has followed suit. Vehicles have become more sophisticated in terms of computerization and software orientation, electrification, connectivity, telematics and hybrid power. To match those advancements, your Digital Factbook increasingly provides this information through new, interactive and enhanced online features.

In this 25th anniversary edition, you will find:

- A recap on the AAPEX education session titled “Aftermarket Dynamics” (p. 6-7);
- A summary of “Key Issues” and “The Business Confidence Index” (p. 10-11);
- An announcement of the first-ever State of the Auto Care Industry Report” (p. 12);
- An extended Industry Forecast through 2018 by IHS Automotive (p. 15-17);
- An updated Program and Retail Distribution Summary by Babcox Media (p. 22-23);
- A few key insights on our recently completed e-Tailing research (p. 24-26);
- An updated Intelligence Report from BB&T Capital Markets (p. 27-44);
- An updated BodyShop Business Industry Profile: 2013 -14 from Babcox (p. 59-62);
- Updated North American registrations by IHS Automotive (p. 64-69);
- Updated Global registration summary by IHS Automotive (p. 83-84); and
- New insights on Chinese Automotive Aftermarket by Technomic Asia (p. 96-98).

Powered by Nxtbook Media LLC <sup>TM</sup>, this digital publication retains both traditional design and high quality content. And it provides added value through the use of the following navigational and research efficiencies:

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Thank you for celebrating our 25th anniversary with us. We look forward to another 25 years of providing what you need to run your business with the industry's must-have flagship publication, the *Digital Auto Care Factbook*.



Kathleen Schmatz  
President & CEO  
Auto Care Association

# DIGITAL AUTO CARE factbook

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### PUBLISHED BY:

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The information contained in the *2016 Digital Auto Care Industry Factbook* is provided as a summary of market statistics. The Auto Care Association expresses no opinion on the data, which have been compiled from the sources referenced herein. The Auto Care Association makes no representation with respect to the accuracy or validity of the data and assumes no responsibility for the use thereof.

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# AUTO CARE ASSOCIATION MARKET INTELLIGENCE PROGRAM

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## about the auto care association

The Auto Care Association is a Bethesda, Md.-based association whose more than 23,000 member companies and affiliates manufacture, distribute and sell motor vehicle parts, accessories, service, tools, equipment, materials and supplies. Its membership represents more than 100,000 repair shops, parts stores and distribution outlets.



# ECONOMIC INDICATORS

## in this section |

### **Key Economic Indicators**

Macroeconomics and the Auto Care Industry.

### **National Debt**

U.S. National Debt.

### **Aftermarket Dynamics**

Recaps from AAPEX Educational Session on macroeconomic issues and global automotive trends.

### **Industry Employment**

Employment data for all levels of the Auto Care Industry, from manufacturing to retail and service.

### **Technician Employment and Wages**

Employment and wage data for the professional service sector of the Auto Care Industry.

### **What Do Our Members Think?**

Key Issues Impact Survey Results, Business Confidence Index and the Economic Confidence Index with monthly tracking.

### **State of the Auto Care Industry Report**

A brief summary of this inaugural industry forum in Washington D.C.

# KEY ECONOMIC INDICATORS 2011-2014

U.S. inflation adjusted gross domestic product should total 16.45 trillion dollars in 2015 complimenting a 2.29 percent compounded annual growth rate from 2011 – 14, and real growth over 2014. Since the economic recovery began in 2010, the U.S. economy has realized favorable changes in key economic data noted in the chart below. Some of the most notable changes in the 4 year compounded growth rates occurred in motor vehicle parts manufacturing (11.07%), retail sales (4.58%) and disposable income (3.35%).

Unlike in last year's report, the U.S. dollar has increased favorably against most of the world's major currencies and is expected to remain strong in 2015. The U.S. national debt continues to grow in real and nominal terms and presents a burden to the U.S. taxpayers and hinders economic growth. A strengthening U.S. dollar in the second half of 2014 and into 2015 reduces the cost of foreign imports ranging from oil and steel to minerals and automobiles. However, a more valuable U.S. dollar means that many U.S. exports will cost more to purchase. Consumer confidence is expected to continue to trend upward in 2015, from its Great Recession low of below 50 in 2009, yet still shy of its recent high of 110 in 2006.

*This summary was prepared by Dr. Timothy G. Nash, Vice President and the Fry Endowed professor in Free market Economics at Northwood University.*

## Key Economic Indicators

(Billions of chained 2009 Dollars, unless otherwise noted)

	2011	2012	2013	2014	2015 Estimate	CAGR (2011-2014)	Assessment
<b>Gross Domestic Product and Components</b>							
Gross Domestic Product (GDP); Real	\$15,052.4	\$15,470.7	\$15,761.3	\$16,085.6	\$16,445.0	2.29%	◆
Gross Domestic Product (GDP); Nominal	\$15,517.9	\$16,163.2	\$16,768.1	\$17,418.9	\$18,112.0	4.08%	◆
Inflation Rate	3.2%	2.1%	1.5%	1.6%	1.5%	2.10%	●
U.S. National Debt (Nominal)	\$15,222.9	\$16,432.7	\$17,352.0	\$18,141.4	\$18,950.2	6.39%	○
U.S. National Debt as a Percent of GDP	98.1%	101.7%	103.5%	104.1%	104.6%	2.06%	○
Personal Consumption Expenditures	\$10,263.5	\$10,449.7	\$10,699.7	\$10,969.0	\$11,287.0	2.29%	◆
Durable Goods	\$1,151.5	\$1,235.7	\$1,319.0	\$1,410.0	\$1,515.4	7.48%	●
Nondurable Goods	\$2,263.2	\$2,280.1	\$2,322.6	\$2,364.8	\$2,400.3	1.50%	●
Services	\$6,851.4	\$6,942.4	\$7,073.1	\$7,218.6	\$7,347.8	1.79%	●
Gross Private Domestic Investment (as of 10/1/XX)	\$2,373.7	\$2,424.3	\$2,634.7	\$2,776.1	\$2,932.9	5.65%	●
Government Expenditures (Billions of Current Dollars)	\$3,926.3	\$3,883.7	\$3,839.4	\$3,938.9	\$3,943.2	0.11%	◆
Trade Balance	-\$548.6	-\$537.6	-\$476.4	-\$505.0	-\$515.0	-2.65%	○
Total Exports	\$2,127.0	\$2,216.5	\$2,280.2	\$2,345.4	\$2,365.0	3.42%	●
Total Imports	\$2,675.6	\$2,754.1	\$2,756.6	\$2,850.5	\$2,880.0	2.18%	○
<b>Interest Rates (Change in points)<sup>1</sup></b>							
Prime Rate	3.25%	3.25%	3.25%	3.25%	3.25%	0.00%	●
Federal Funds Rate	0.10%	0.14%	0.11%	0.09%	0.14%	-3.33%	●
<b>Manufacturing Indicators</b>							
Industrial Production Indexes (2002 = 100) <sup>1</sup>							
Motor Vehicle Parts Manufacturing (average)	85.2	101.6	105.9	113.5	114.5	11.07%	●
Tire Manufacturing (average)	92.2	87.2	84.3	88.1	90.1	-1.48%	◆
Purchasing Managers Index (average) <sup>2</sup>	55.2	51.7	53.9	55.9	56.0	0.42%	●
<b>Consumer Information</b>							
Retail Sales (Billions of Current Dollars) <sup>3</sup>	\$4,133	\$4,344	\$4,528	\$4,701	\$4,916	4.58%	●
Disposable Personal Income (Billions of Current Dollars)	\$11,801.4	\$12,384.0	\$12,505.2	\$12,985.8	\$13,419.0	3.35%	●
Civilian Unemployment Rate (Change in points) <sup>4</sup>	8.9%	8.1%	7.4%	6.2%	5.5%	-10.11%	○
Consumer Confidence Index (for December) <sup>5</sup>	64.8	72.0	78.1	93.1	96.0	14.56%	◆
Housing Starts (Thousands of Units) <sup>3</sup>	609	780	925	1003	1009	21.57%	○
<b>Prices<sup>4</sup></b>							
Producer Price Indexes							
Total Manufacturing (Dec. 1984 = 100)	201.2	202.2	203.4	205	204.2	0.63%	○
Diesel Fuel (June 1985 = 100)	316.2	326.1	317.7	299.9	298	-1.72%	○
Consumer Price Indexes (1982-84 = 100)							
All Items	224.9	229.6	233.0	236.7	238.0	1.74%	●
Motor Vehicle Parts and Equipment	143.9	148.6	146.4	144.8	144.2	0.21%	●
<b>Exchange Rates (Units per U.S. Dollar)<sup>1</sup></b>							
Broad Index (Jan. 1997 = 100)	97.15	99.81	100.98	104.2	105.0	2.40%	●
Canada – Dollar	0.99	1.00	1.03	1.10	1.15	3.70%	●
China – Yuan	6.46	6.31	6.15	6.16	6.20	-1.55%	○
European Union – Euro (U.S. Dollars per Currency Unit)	1.39	1.29	1.33	1.33	1.07	-1.44%	◆
Japan – Yen	79.70	79.82	97.60	105.74	120.0	10.89%	●
Mexico – Peso	12.43	13.15	12.76	13.30	15.45	2.33%	●

Notes: na = not available

Historical data have been revised.

● = Favorable condition for motor vehicle aftermarket

◆ = Indeterminate trend - should monitor

○ = Unfavorable condition for motor vehicle aftermarket

Sources: Auto Care Association Industry Indicators Report, U.S. Department of Commerce

<sup>1</sup> Federal Reserve Board

<sup>2</sup> Institute for Supply Management

<sup>3</sup> U.S. Census Bureau

<sup>4</sup> U.S. Department of Labor

<sup>5</sup> The Conference Board

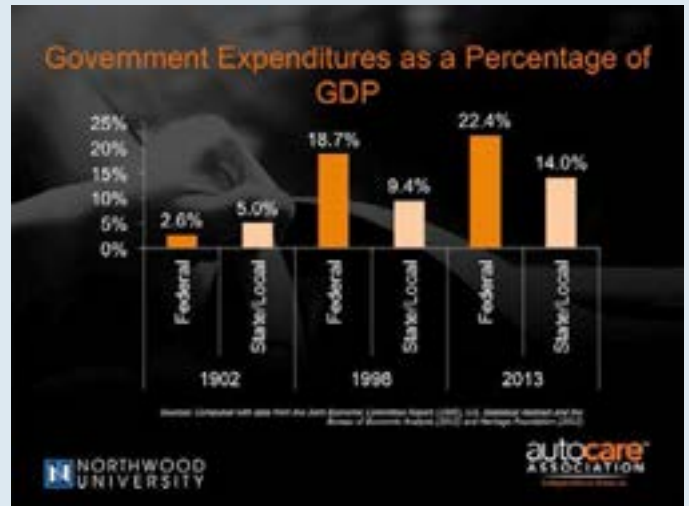
# NATIONAL DEBT (HISTORICAL)

## European “Financial Crisis” Improves While Asia Slows and the U.S. National Debt Grows

The European “Financial Crisis” improved in 2014 with most of the EU coming out of recession. The German economy experienced overall slow growth in 2014, while China slowed to just over 7 percent growth and Japan finished 2014 in recession. Aside from minor sources of revenue like oil and mineral rights from government lands, over 96 percent of western governments derive the dollars they spend annually from taxation, borrowing, and or inflation. The European debt crisis continued to improve in 2014, but is still burdened by countries like Greece and Italy, which have national debts greater than 125 percent of GDP, respectively. This, coupled with a slowing German economy, is making it difficult for the EU to rebound and have strong long-term economic growth. The real threat to the European economy moving forward is that the implementation of necessary spending cuts is leaving many to believe that tax increases on the wealthy and businesses are needed. If implemented, tax increases will ensure slow economic growth in Europe in 2015 and even the possibility of re-entering a recession.

The U.S. national debt as of March 20, 2015 was 18.2 trillion dollars or roughly 107 percent of U.S. GDP in nominal dollars (see chart). In 2015, roughly 17 percent of U.S. federal spending will come from either borrowing or inflationary dollars created by the U.S. Federal Reserve Bank. The U.S. government spent more than 355 billion dollars in 2014 just to pay the gross interest cost of funding our national debt. It is also troubling that government spending at all levels in the United States has gone from less than 8 percent of GDP in 1900 to more than 35 percent today.

*This summary was prepared by Dr. Timothy G. Nash, Vice President and the Fry Endowed professor in Free Market Economics at Northwood University.*



# RECAP FROM AFTERMARKET DYNAMICS (AAPEX)

## 1. Annual Average price of WTIC

Global Oil prices as measured by West Texas Intermediate Crude (WTIC) averaged well under \$20 a barrel during the 1990s. Increased global demand, inflation, and military conflict drove oil above \$140 a barrel in 2008. A slowing global economy, enhanced fuel efficiencies, and use of new technologies such as wind, solar, and especially hydraulic fracturing have increased the supply of electricity, oil and natural gas especially in the United States. With WTIC below \$50 a barrel in March of 2015, long run, lower oil prices if sustainable, should bode well for the U.S. motor vehicle aftermarket.



## 2. Global GDP Growth



Per the chart to the left, the U.S. economy has grown at a slower pace than the global average and certainly slower than of China since 2000. The U.S. economy has grown at an average rate of 3.3 percent since the end of World War 2, yet is only growing at roughly 2 percent since the U.S. economy began its recovery in 2010. Many experts believe that an enhanced regulatory and tax burden over the last decade is responsible for slowing growth in the United States relative to the rest of the world.

## 3. New Tax Changes tied to the PPACA

The Patient Protection and Affordable Care Act (PPACA) continue to be debated for its efficiency and effectiveness. What many Americans do not realize is that there were numerous tax increases outlined in the

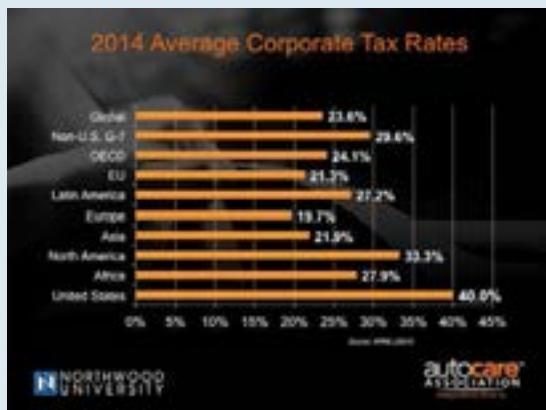
act to pay for its implementation. Per the chart below, the top Medicare tax rate went from 1.45 percent in 2013 to 2.35 percent in 2014. The top personal income tax bracket went from 35 percent to 39.6 percent as a result of the law with top income payroll tax rates, capital gains tax rates, dividend tax rates and estate tax rates all increasing dramatically as a result of the passage of the PPACA.

	Starting January 2014	2013
Top Medicare Tax Rate	2.35%	1.45%
Top Personal Income Tax Bracket	39.60%	35.00%
Top Income Payroll Tax Rate	52.40%	37.40%
Capital Gains Tax Rate	28.00%	15.00%
Dividend Tax Rate	39.60%	15.00%
Estate Tax Rate	55.00%	0.00%

The chart is attributed to Northwood University and the Autocare Association.

## 4. 2014 Average Corporate Tax Rates

Perhaps the most important debate that must take place in Washington, DC in 2015, is the one surrounding U.S. competitiveness and tax reform. The United States remains the largest and most competitive economy in the world, but as depicted above is at a tremendous tax disadvantage relative to the rest of the world. Based on the data provided by KPMG, one of the world's foremost international tax firms,



U.S. businesses are at a competitive income tax disadvantage by region, globally, and certainly as a country. According to KPMG, the U.S. at 40 percent, has the highest average income tax rate in the industrialized world. Pro business tax reform in the U.S. is a must, if American businesses are to compete, thrive, and grow in the ever-complex global economy of the future.

*This summary was prepared by Dr. Timothy G. Nash, Vice President and the Fry Endowed professor in Free market Economics at Northwood University.*

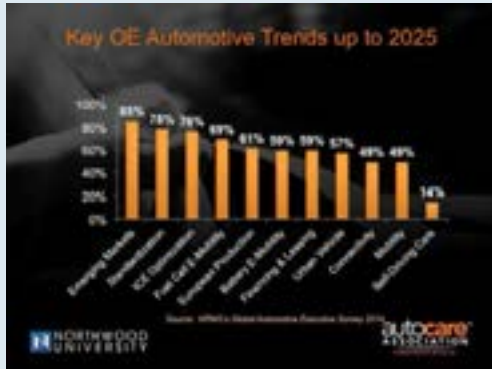
# RECAP FROM AFTERMARKET DYNAMICS (AAPEX)

## Aftermarket Dynamics and the Road Ahead: 2015

### Introduction

The following four slides are highlights from a report published by K P M G International titled “Global Automotive Executive Survey 2014”. Results from their most recent survey are presented in a 60-page report which is posted on their website <http://www.kpmg.com/>.

KPMG International is a global research firm who conducts annual surveys of top executives in the Automotive Industry.



### Slide #1: Key Automotive Trends up to 2025

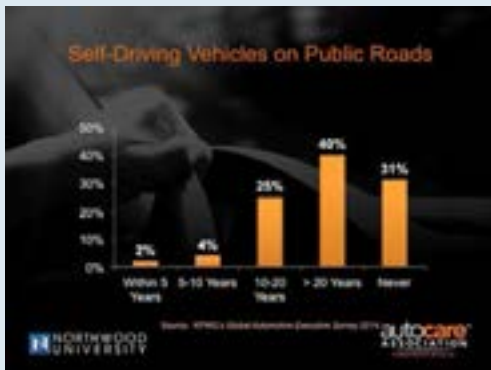
According to their report, the rising economic power of Emerging Markets remains the overriding force for growth over the next decade. As the industry becomes more global, automakers are striving to use flexible, modular platforms, to adapt to changing customer preferences and free up resources to invest in powertrain technology to satisfy increasingly tough environmental regulations.

Respondents to this year’s survey feel that emerging nations offer the best hope for expansion. Eighty-five (85 percent) percent of the executives surveyed say that growth in up-and coming nations is the biggest single industry trend through 2025.

### Slide #2: Global Forces Shaping the Sector

Automotive companies are adjusting to a fast-changing competitive landscape. CO2 emissions are becoming a major concern, due to increasingly tough regulations and consumer concern over pollution. Such environmental factors, combined with rising fuel prices, mean that Internal Combustion Engine downsizing is becoming a higher priority, as electric battery technology has so far failed to produce a cost-effective alternative.

Managing and intelligent use of big data, referred to as “Digitalization”, has become virtually an industry in itself. Vehicles are becoming ever more dependent upon software, while the journey to greater connectivity has only just begun, with self-driving cars becoming a probability rather than just a dream.



### Slide #3: Self-driving Vehicles on Public Roads

As more and more software becomes embedded in vehicles, the self-driving car becomes a real possibility. However, most of the respondents feel that it will be 20-plus years before driverless automobiles are a common sight on our roads. Much has been written about the potential for self-driving cars to change not just the individual driving experience, but the way cars interact with each other. In 2014, the world’s automotive leaders do not yet see such vehicles as a major area of focus for their businesses.

Forty percent (40 percent) of those surveyed say it will take at least 20 years before they are in common use and almost another third think such cars will never succeed.

### Slide #4: Transforming the Dealer Model

Although the future shape of the dealer sector is still uncertain, almost half of the respondents think the conventional model is inappropriate, with online retailing and multi-brand providers set to rise significantly.

The good news for today’s automakers and dealers is that brand still matters. Eighty-four percent (84 percent) of those surveyed say that brand is extremely or very important to the customer purchase decision.

Seventy-eight (78 percent) of the respondents feel competitive financing influences the consumer purchase decision suggesting an opportunity for establishing global financing.



# INDUSTRY EMPLOYMENT

A total of 4.33 million people were employed in the auto care industry in 2014, continuing the upward trend in employment numbers that began in 2011.

At its peak period of employment in 2005, the auto care industry employed 4.53 million. During the recession in 2009, employment dropped to 3.86 million. Since then, employment in the auto care industry has been rising. The 2014 employment trend improved over the 2013 level of 4.21 million, as 132,300 jobs were added to the employment roll, an increase of 3.1 percent of total employment in just a year.

However, over a nine year period from 2005 to 2014, industry employment has declined at a compounded annual growth rate of 0.5 percent. Three out of seven auto care sectors, tire dealers (1.1 percent), automotive parts and accessories stores (1.0 percent) and gasoline stations (0.1 percent) experienced modest jobs growth. These jobs growth were offset by losses in other sectors, with motor vehicle parts manufacturers recording the highest loss at 2.6 percent for the nine-year period.

Despite declines in the number of jobs, the compounded average annual growth rate in hourly wages increased for all sectors during the reporting period from 2005 to 2014 except motor vehicle parts manufacturers. The strongest gains were among automotive parts and accessories stores and motor vehicle parts wholesalers with 2.5 percent, respectively.

## Industry Employment Trends

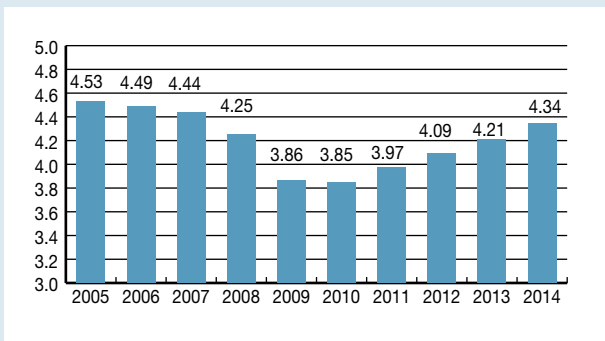
(Thousands of Jobs)	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	CAGR 2005/2014
<b>Motor Vehicle Parts Manufacturers (NAICS 3363)</b>											
Total Employees	678.1	654.7	607.9	543.7	413.7	418.9	445.5	482.8	508.7	536.6	-2.6%
Production Workers	553.9	533.7	488.9	430.6	317.8	323.3	345.0	365.3	385.2	415.7	-3.1%
Production Worker Average Hourly Wage	\$21.10	\$21.32	\$20.84	\$20.99	\$20.85	\$20.66	\$20.70	\$20.01	\$19.65	\$19.91	-0.6%
<b>Motor Vehicles and Parts Wholesalers (NAICS 4231)</b>											
Total Employees	344.2	348.3	349.6	338.1	314.5	309.0	313.0	319.9	324.8	331.4	-0.4%
Average Hourly Wage (non-supervisory)	\$16.18	\$16.58	\$16.52	\$16.32	\$16.99	\$17.61	\$17.96	\$17.95	\$19.09	\$20.28	2.5%
<b>Automobile Dealers (NAICS 4411)</b>											
Total Employees	1,261.4	1,246.7	1,242.2	1,176.7	1,018.2	1,011.5	1,056.9	1,095.5	1,138.4	1,184.9	-0.7%
Average Hourly Wage (non-supervisory)	\$17.85	\$17.93	\$17.61	\$17.13	\$17.67	\$18.22	\$18.61	\$19.10	\$19.86	\$20.30	1.4%
<b>Automotive Parts and Accessories Stores (NAICS 44131)</b>											
Total Employees	328.7	327.7	326.7	325.2	320.3	323.3	336.2	337.3	344.1	358.0	1.0%
Average Hourly Wage (non-supervisory)	\$12.29	\$12.56	\$12.74	\$13.19	\$13.64	\$14.03	\$14.44	\$14.90	\$15.01	\$15.32	2.5%
<b>Tire Dealers (NAICS 44132)</b>											
Total Employees	162.1	166.2	167.8	166.9	163.1	165.9	170.6	174.5	176.9	178.6	1.1%
Average Hourly Wage (non-supervisory)	\$13.57	\$14.01	\$14.38	\$14.51	\$14.80	\$15.48	\$15.90	\$15.54	\$15.44	\$15.34	1.4%
<b>Gasoline Stations (NAICS 447)</b>											
Total Employees	871.1	864.1	861.5	842.4	825.5	819.3	831.0	843.5	866.3	881.0	0.1%
Average Hourly Wage (non-supervisory)	\$8.92	\$8.99	\$9.19	\$9.46	\$9.79	\$10.25	\$10.25	\$10.33	\$10.47	\$10.62	2.0%
<b>Automotive Repair and Maintenance (NAICS 8111)</b>											
Total Employees	886.1	886.7	884.6	856.3	805.8	801.1	819.6	832.1	847.5	868.5	-0.2%
Average Hourly Wage (non-supervisory)	\$14.11	\$14.31	\$14.71	\$15.23	\$15.27	\$15.55	\$16.03	\$16.00	\$16.18	\$16.95	2.1%
<b>Total Industry Employment</b>	<b>4,531.7</b>	<b>4,494.4</b>	<b>4,440.3</b>	<b>4,249.3</b>	<b>3,861.1</b>	<b>3,849.0</b>	<b>3,972.8</b>	<b>4,085.6</b>	<b>4,206.7</b>	<b>4,339.0</b>	<b>-0.5%</b>

Note: Historical data have been revised.

Source: U.S. Bureau of Labor Statistics

## Industry Employment

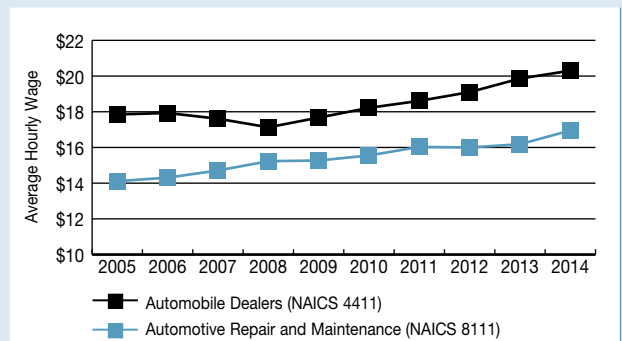
(Millions of Jobs)



Note: Historical data have been revised.

Source: U.S. Bureau of Labor Statistics

## Average Hourly Wage Trends for Selected Categories



Note: Historical data have been revised.

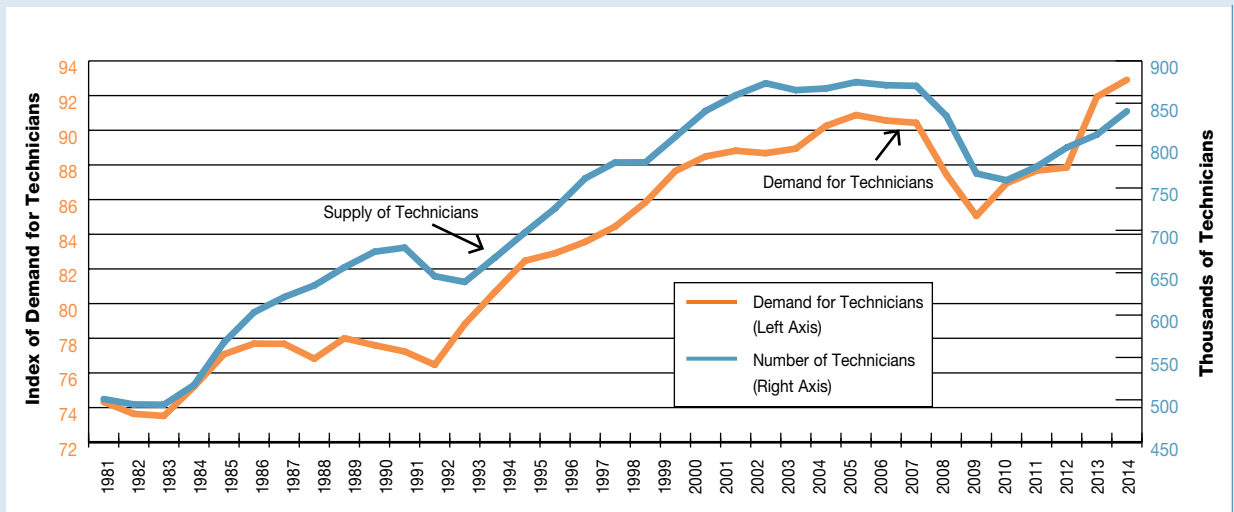
Source: U.S. Bureau of Labor Statistics

# TECHNICIAN EMPLOYMENT AND WAGES

Maintenance and repair technicians keep the American fleet rolling and, in turn, directly impact nearly everyone in the auto care industry. Automotive technician employment (supply) in 2014 totaled more than 840,000 men and women at general repair shops, vehicle dealerships and gasoline service stations. This was up 3.4 percent from 2013.

Despite consolidation among service-providing businesses and a general softness in the economy, the demand for technicians experienced a 1.1 percent growth rate. The technician supply and demand graph below shows that 2010 marked the first year since before 2000 in which demand for technicians surged ahead of supply, laying a foundation for an improved job outlook beyond 2014. For the first in decades, technicians' average hourly wages surged above \$16 per hour mark, rising to \$17.82. This represents a 10.5 percent increase over last year's average hourly wages.

## Technician Employment: Supply and Demand



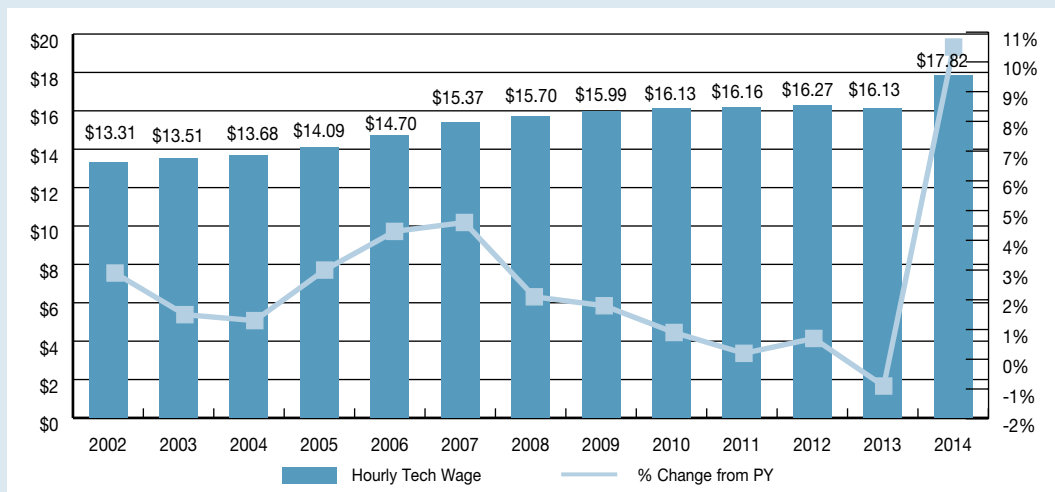
**Notes:** Tech Demand index based on data for vehicle registrations, miles traveled, vehicle sales, average vehicle age and vehicle quality. Tech Supply index is a roll-up of BLS data series including non-management service employment at new car dealers (NAICS 44111 factored by NADA reported tech employment ratio); used car dealers (extrapolated from SIC 551 minus new car dealer techs from NAICS 44111 factored extract); gas stations (NAICS 447 factored by OES estimated technician percent); and automotive repair shops (SIC 753 from CPS / filtered by OES production employment subset).

**Sources:** Auto Care Association & M-Visions Insights, LLC/ 2015

**Acronyms:** BLS= Bureau of Labor Statistics / CES=Current Employment Study / CPS=Current Population Survey / NADA=National Automotive Dealers Association / OES=Occupational Employment Statistics

## Technicians' Wages

(Hourly Wage Progression and % Change from Previous Year)



**Source:** Bureau of Labor Statistics  
<http://www.bls.gov/oes/2009/may/oes493023.htm> <http://www.bls.gov/oes/current/oes493023.htm>

# KEY ISSUES IMPACT SURVEY RESULTS

## What Do Our Members Think?

The Auto Care Association first released its quarterly Key Issues Impact Survey (KIIS) in January 2011. The purpose of this survey was to gain a better understanding of member opinions on 18 key issues impacting their business. These issues, identified by the Market Intelligence Committee, focused on four broad areas of the business environment including: the economy, the consumer, technology, and DIFM repair outlets.

Members were asked to rate these 18 key issues on a scale from one to five, with one having the least impact and five having the greatest impact on their businesses. During these past four years, Market Intelligence has gathered feedback from these quarterly surveys, annualized the results and summarized their findings in the table and graphic below. *Note: only the top five issues are displayed in the graphic.*

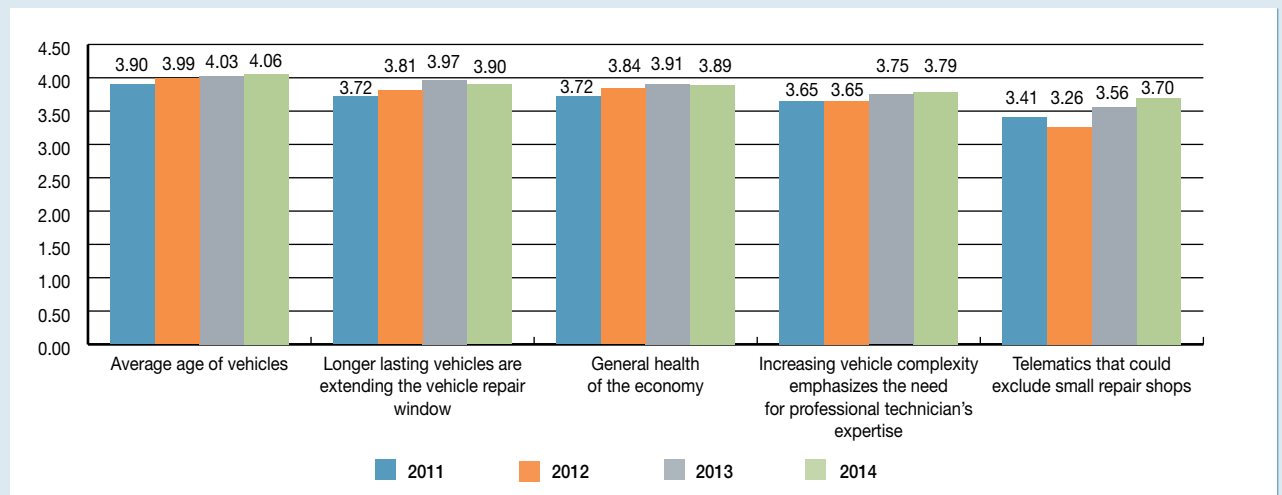
## KEY ISSUES IMPACT SURVEY (KIIS)

R	Key Issues Impact Survey (KIIS)	ANNUAL WEIGHTED SCORES				4-YR
		2011	2012	2013	2014	% Change
1	Average age of vehicles	3.90	3.99	4.03	4.06	4.2%
2	Longer lasting vehicles are extending the vehicle repair window	3.72	3.81	3.97	3.90	4.7%
3	General health of the economy	3.72	3.84	3.91	3.89	4.6%
4	Increasing vehicle complexity emphasizes the need for professional technician's expertise	3.65	3.65	3.75	3.79	3.9%
5	Telematics that could exclude small repair shops	3.41	3.26	3.56	3.70	8.6%
6	Consumers opting to maintain their vehicles as opposed to buying a new vehicle	3.83	3.70	3.79	3.69	-3.7%
7	Unemployment and household budgets	3.78	3.80	3.80	3.63	-3.9%
8	Changing volume of new vehicle sales	3.37	3.35	3.44	3.46	2.6%
9	Aging baby boomers' preference for professional technician's expertise	3.05	3.10	3.17	3.30	8.3%
10	Consumer debt	3.28	3.36	3.34	3.30	0.4%
11	Telematics that currently connect vehicles to primary, new car dealers	2.98	2.90	3.18	3.28	10.2%
12	Changes in DIFM service events	3.01	2.95	3.11	3.17	5.2%
13	Increased efficiency and productivity of service bays	2.92	2.89	2.98	3.12	6.7%
14	Telematics that level the playing field by connecting vehicles to repair shops	2.84	2.73	2.95	3.11	9.6%
15	Fewer new light truck sales	2.88	2.87	2.85	2.97	3.3%
16	The decrease in the total number of new car dealers	3.09	3.01	2.99	2.92	-5.5%
17	Consumers seeking alternative forms of transportation	2.61	2.62	2.62	2.75	5.4%
18	Virtual office/telecommuting	2.37	2.34	2.36	2.50	5.4%

R = Relative rank of each issue based upon annualized scores in 2014.

## TOP FIVE ISSUES KEY ISSUES IMPACT SURVEY, 2011-2014

(Weighted Average Scores)



Source: Key Issues Impact Survey taken quarterly and annualized by Auto Care Association.

## What Do Our Members Think (cont.)

According to January Results of Auto Care Association/Northwood University Business Confidence and Economic Confidence Indices

BETHESDA, MD – March 25, 2015 – Results of the joint Business Confidence Index for January 2015 show that aftermarket business leaders had a less confident outlook on the economy and the automotive aftermarket over the next 12 months reports the Auto Care Association and Northwood University.

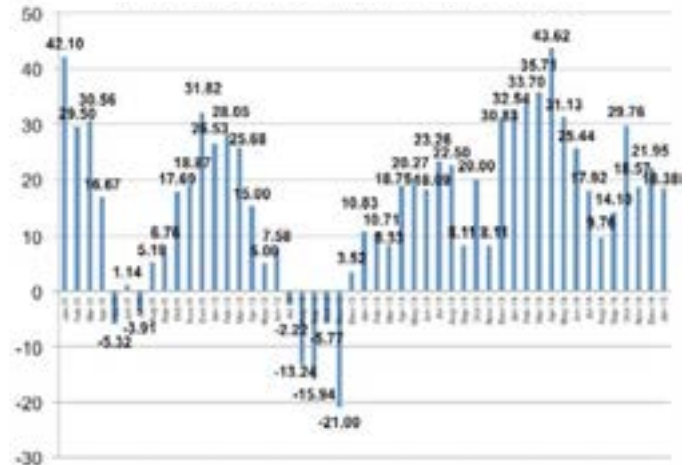
Auto Care Association members completed the 49th monthly index survey and according to the data:

- The overall Auto Care Association/Northwood University Automotive Aftermarket Business Confidence Index for January 2015 was 18.38, down from the December reading of 21.95 (Chart 1), keeping aftermarket leaders in the medium range of the “slightly more confident” category (see Tables 1).
- The overall Auto Care Association/Northwood University Automotive Aftermarket Economic Confidence Index for January 2015 was 13.97, down from the December reading of 18.29 (Chart 2), keeping aftermarket business leaders on the mid side of “slightly more confident” in the economy as a whole in January (see Table 2), the 12th month the index has been positive since December 2013.

The 50th monthly installment of the survey was sent to members on March 10, 2015. Results will be calculated monthly and reported in Auto CarE-news. Member responses will be used solely in the aggregate and for the purpose of providing empirical information.

For more information, contact Auto Care Association market intelligence at 301-654-6664 or Dr. Timothy G. Nash, Northwood University at 989-837-4323. These indices are prepared monthly by Dr. Nash and Northwood University aftermarket major, Mr. Matt Fusco.

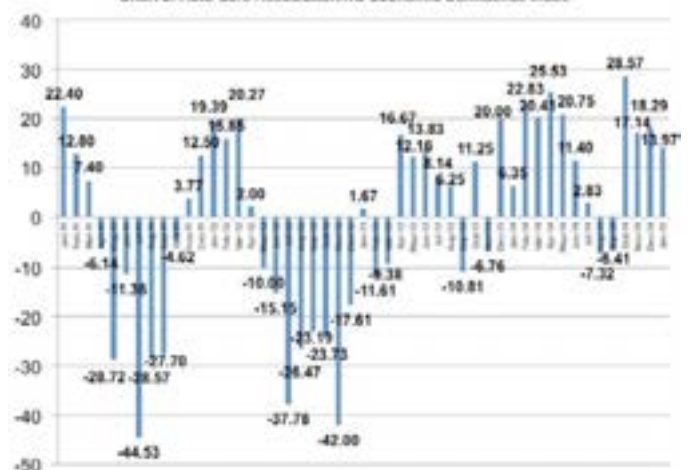
Chart 1: Auto Care Association / NU Business Confidence Index



Assessment	Numeric Range
Significantly Less Confident	-100 to -51
Slightly Less Confident	-50 to -1
No Change	0
Slightly More Confident	1 to 50
Significantly More Confident	51 to 100
<b>Current Index Position</b>	<b>18.38</b>

January Position:  
**18.38**

Chart 2: Auto Care Association / NU Economic Confidence Index



Assessment	Numeric Range
Significantly Less Confident	-100 to -51
Slightly Less Confident	-50 to -1
No Change	0
Slightly More Confident	1 to 50
Significantly More Confident	51 to 100
<b>Current Index Position</b>	<b>13.97</b>

January Position:  
**13.97**

## Auto Care Association Unveils First-Ever State of the Auto Care Industry Report at Inaugural Industry Forum in Washington, D.C.

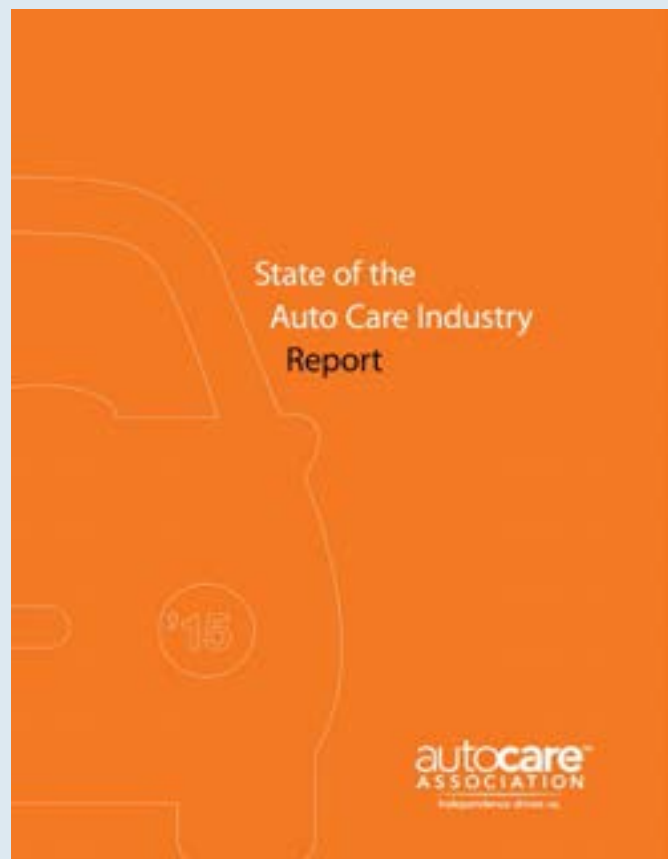
Posted by Auto Care News on April 29, 2015

BETHESDA, MD – April 29, 2015 – The Auto Care Association unveiled its first-ever annual State of the Auto Care Industry Report today at the inaugural State of the Auto Care Industry Forum at the U.S. Chamber of Commerce in Washington, D.C. Marcus Jadotte, Assistant Secretary of Commerce for Industry and Analysis for the International Trade Administration, U.S. Department of Commerce, was the keynote speaker and was joined by VIP presenters from Google, UPS, AAA and IHS Automotive, and NASCAR driver and team owner, Michael Waltrip.

“The overwhelming feedback from attendees and participants at the forum about the valuable content of the report, and the high quality and insightful presentations by the industry thought leaders, makes a very strong case for the State of the Auto Care Industry Forum to truly become an annual event,” said Kathleen Schmatz, president and CEO, Auto Care Association.

The forum was attended by policymakers and regulators, automotive-related trade association leaders, business and financial experts and media.

Preceding the forum were two key events designed to promote the auto care industry including a Congressional briefing hosted by Rep. Robert Pittenger, R-N.C. at the Cannon House Office Building, and a Congressional reception, hosted by the association at the Rayburn House Office Building. Two-time Daytona 500 winner Michael Waltrip was a featured speaker at the briefing and was the special guest at the reception, where he took photos with hill staffers and guests and signed autographs. More than 250 people attended the reception.



[www.autocare.org/stateoftheindustry](http://www.autocare.org/stateoftheindustry)



# U.S. MOTOR VEHICLE AUTO CARE INDUSTRY

## in this section |

### **Introduction to Channel Forecast Model**

A business narrative including the history, information sources, management resources and benefits derived from the model.

### **Forecast Assumptions**

A comparison of last year's forecast assumptions versus actual results and a business narrative for the forecast horizon.

### **U.S. Motor Vehicle Auto Care Industry**

An overview of the U.S. motor vehicle auto care industry, including the automotive (i.e., light vehicle) and the heavy duty industry.

### **Auto Care Sales History and Forecast**

A summary of the U. S. auto care industry with historical data and forecast.

### **Auto Care Sales by Distribution Channel**

Overall sales of auto care parts and services for the primary consumer-level channels of distribution.

### **Auto Care Segmentation**

Data on the size of the automotive segment of the industry, including DIY, DIFM and tire markets.

### **Auto Care Service and Retail Channels**

Outlet counts for the service and retail channels of distribution.

### **Auto Care Service and Retail Outlet Analysis**

A comparison of average sales for selected service and retail outlets.

### **Program and Retail Distribution Summary**

An overview of the major groups, presidents, year established and the number of WD members, jobbers and member service centers.

### **e-Tailing**

A graphic representation of the industry.

# INTRODUCTION TO THE CHANNEL FORECAST MODEL

## Background

The Channel Forecast Model is the outgrowth of an earlier project started some years ago by the Auto Care Association (formerly AAIA) Market Research Committee. The project consultant is IHS (formerly Global Insight) which has been managing the project since 2007. IHS is considered a leader in economic and financial analysis, forecasting, and market intelligence for more than 40 years ([www.ihs.com](http://www.ihs.com)).

This model uses the 1997, 2002 and 2007 Economic Census data to determine the present (nominal) dollar value of sales at end user prices for each of the automotive aftermarket's channels of distribution and totals the channels to provide a complete market overview.

The automotive aftermarket, as it is defined for this project, consists of all non-warranty, retail sales of parts, accessories, and services for light vehicles. Included are retail sales of paint, tools and equipment for repairs (including for collision repair), trim and interior products, vehicle restorations, replacement glass and tires. The automotive segment of the aftermarket includes the replacement parts, accessories, chemicals, tires and non-warranty service for passenger cars and light trucks. *The model accounts for the potential double-counting of revenue by including only those sales that are classified as sales made to the general public.*

Using the 2007 Economic Census data as a base, the model:

- Estimates values of Economic Census results for those years that are not covered by the report, and
- Forecast out, through 2018, the values of the census data.

Included in the estimated/forecasted values referenced above are a set of 41 motor vehicle aftermarket's channels of distribution agreed upon for use as the set of NAICS subcategories. These 41 channels are all the categories from the Census that displayed automotive sales.

The three main sources of data used as inputs in the model are: (1) U.S. Economic Census data; (2) Industrial Marketing Research Inc.; (3) IHS Inc. (for economic data as well as industry data through its recent acquisition of R.L. Polk).

(1) Baseline data for this model are the 1997, 2002 and 2007 Economic Census data. The Census survey provides information on sales by both product line and NAICS codes, all of which are released every five years. Due to the volume of information collected, it takes the Census Bureau approximately four years to release the data following the reporting year. As a result of this, the results from the 2012 Economic Census are unlikely to be incorporated into the model until 2016 at the earliest, possibly 2017.

(2) Industrial Marketing Research (IMR) provides data from their Continuing Consumer Auto Maintenance Survey, which provides replacement rate data broken out by 27 ML/RL (product codes) for 10 types of vehicles, by age. This survey is conducted at the end of each quarter and includes 100,000 participants and approximately 187,000 vehicles, annually.

(3) IHS data are a combination of proprietary data and macroeconomic data that are relevant to the automotive aftermarket industry and include unit sales of cars and light trucks, a variety of CPI indices, retail sales for different automotive related channels, etc. These data are used as the initial demand driver within the model and act as the primary forecast drivers. R. L. Polk, now part of IHS, provides Auto Care Association with vehicle registration (parc data) each year. These data lag by one year, but are not a result of sampling. The data are broken into 10 vehicle classes and vintage.

# 2014 - 2018 FORECAST ASSUMPTIONS



## 2015 Channel Forecast Model Review:

The most recent Economic Census data was incorporated into the model during the 2012 update. The complete set of relevant data from the study won't be released until 2016. The most significant 'historical' changes within this current forecast refer to the results for 2014. The table below highlights the growth projection for 2014 from last year's forecast for the total aftermarket as well as three of the largest sales channels. The three channels shown make up over 50% of total aftermarket sales.

Our previous forecast for 2014 total aftermarket sales growth was 3.1%. Our new forecast has revised that growth upwards, to the current value of 3.5%. The revisions were fairly balanced across the major channels. While new vehicle sales came in above our estimate, total vehicles in operation exceeded our forecast as well. More importantly, the labor force grew faster than expected and combined with lower gas prices to result in an increase in miles driven that was much higher than forecast.

	2015 Update	
	2014 Estimate	2014 Final
Total Industry Sales (% Change)	3.1%	3.5%
New Car Dealer Sales (% Change)	3.0%	3.6%
Auto Parts Stores (% Change)	3.3%	3.5%
General Auto Repair (% Change)	2.6%	3.1%

## Forecast Assumptions:

The long-term economic view for the United States remains very positive. Most of the direct benefits to consumer spending from lower gasoline prices have already been injected into the economy. Multiplier effects and the increased buying power from lower inflation will drive a continuation of this growth. Trade impacts and falling industrial investment will restrain GDP growth despite strong underlying consumer demand. Employment growth continues to boom, which may spur interest rate hikes but that is not expected to have a material effect on the economy's 2015 growth momentum. The consumer outlook for the next two years is looking brighter due to elevated levels of consumer confidence, lower energy prices, housing market improvement, and stronger income support.

### • Market Forces Driving the Auto Care Industry

- While 2015 has gotten off to a slow start, full year Nominal GDP growth should reach 4% for the year, and is forecast to average 4.4% annually from 2015 through 2018. Disposable income growth is expected to grow at a similar rate of 4.5% during the forecast period, which is the highest four-year stretch of disposable income growth since ten years prior.
- New vehicle sales are expected to come in just under 17 million units in 2015, a level not seen since 2005. That will result in an average of over 16.25 million vehicles sold annually from 2013 to 2015, which is a three-year average not seen since prior to the recession.
- By the close of 2014, the 252 million vehicles on the road just topped the pre-recession high of 2009. From 2014 to 2018, the total vehicles in operation should increase nearly 10% to just under 277 million vehicles.
- The addition of 25 million vehicles to the fleet will come while the mix of vehicles continues to shift. While vehicles 12+ years old are predicted to increase 15%, those 5-11 years old will decline by 21% as the new to 5 year segment will grow 32%.
- The average vehicle age remains unchanged at 11.5 years.
- The significant fall in gas prices that began in late 2014 was driven by a combination of over-supply and weakened demand. As a result, gas prices are expected to remain depressed through the forecast period, with the average gas price not expected to return to the \$3/gallon range until late 2018.
- In the 3 months of November 2014 to January 2015, nominal consumer spending on gasoline fell by \$100 billion, resulting in a significant consumer dividend that has helped spur overall consumption.
- Total miles driven increased 1.7% in 2014. While miles driven was trending up slightly throughout 2014, when gas prices started to fall the miles traveled figure started to accelerate its climb, with December 2014 and January 2015 numbers each up 5% compared to the previous year.
- With gas prices expected to remain low, combined with a steadily increasing labor force, total miles traveled should return to steady growth rates in the 2% range.
- With the driving age population expected to increase 1% annually, vehicle miles per capita will finally start to see growth again.
- Continued growth in new vehicle sales and rising disposable income should benefit the dealer and retail channels within the aftermarket.
- A rising labor force and falling gas prices have been a boon to vehicle miles traveled, but long-term demographic problems remain. The labor force participation rate (those working or looking for work) remains at levels not seen since the late 1970s and while it should increase slightly through 2018, it is not expected to top levels seen as recently as 2012 as baby boomers retire out of the work force. There is also a demographic shift, as those baby boomers are reducing their vehicle fleet and usage at a faster rate than millennials are increasing theirs.

The IHS forecast for total US aftermarket sales calls for growth of 3.9% in 2015. Coming on the heels of an upward revision to 2014, the 2015 aftermarket sales is expected to exceed \$256 billion. Growth should accelerate further in 2016 before cooling a bit in 2017 and 2018. Total aftermarket sales will reach \$284 billion by 2018. The long term growth from 2013 to 2018 will be 3.6% annually. Retail sectors are expected to see the largest growth during the forecast period, increasing at a 4.0% CAGR during the 5-year period. Revenue through the dealer channels is expected to grow at a 3.5% annual rate. The service sector is forecast to top \$100 billion in revenue in 2017 and reach \$103 billion by 2018. The dealer channel will exceed \$84 billion in 2018 while the retail sector will come in at just over \$96 billion.

# U.S. MOTOR VEHICLE AUTO CARE INDUSTRY

The U. S. Motor Vehicle Aftermarket, consisting of Light Vehicles, Medium and Heavy Duty trucks, will also be referred to in this report as the Auto Care Industry. This, a \$328.2 billion industry in 2014, is expected to grow at a compounded annual growth rate of 3.6 percent per year and reach almost \$380 billion in 2018. It is expected this growth will be fueled by the increasing average age of vehicles and more specifically the growth of vehicle population in the 11 year and older category. Motorists recognize that vehicles are engineered to last longer and are therefore demonstrating a willingness to take advantage of the favorable economies of vehicle maintenance and repair vs. the cost of purchasing new vehicles.

This new *2016 Digital Factbook* from the Auto Care Association is designed to help our readers navigate the complexities of the Auto Care Industry.

## Size of the U.S. Motor Vehicle Auto Care Industry

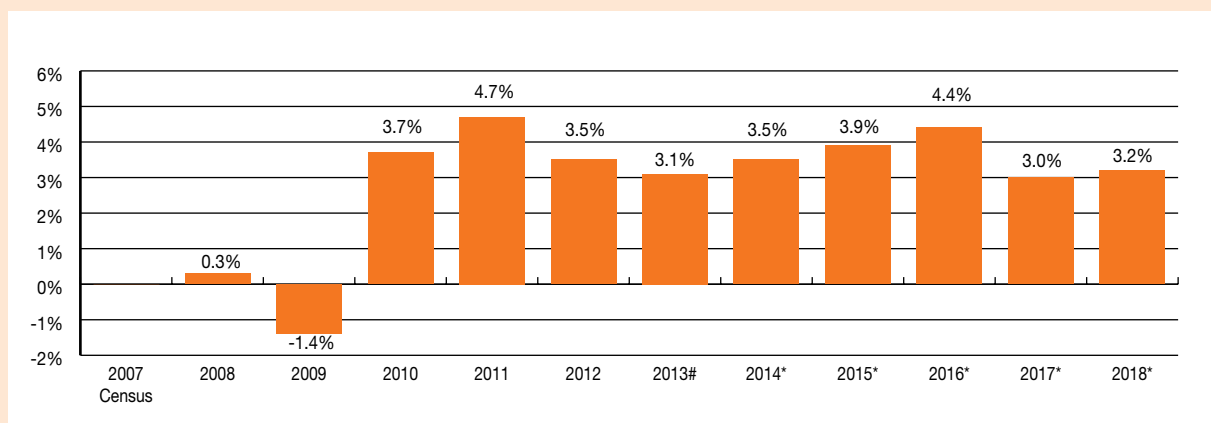
(Billions of Consumer Dollars)

Year	Automotive	Medium and Heavy Duty	Total Auto Care Industry	Yr./Yr. % Change
2007 (Census)	\$207.9	\$68.8	\$276.7	
2008#	\$208.5	\$69.0	\$277.5	0.3%
2009#	\$205.7	\$68.0	\$273.7	-1.4%
2010#	\$213.3	\$70.6	\$283.9	3.7%
2011#	\$223.4	\$73.9	\$297.3	4.7%
2012#	\$231.2	\$76.5	\$307.7	3.5%
CAGR '07-12	2.1%	2.1%	2.1%	
2013#	\$238.4	\$78.8	\$317.2	3.1%
2014#	\$246.7	\$81.5	\$328.2	3.5%
2015#	\$256.2	\$84.7	\$340.9	3.9%
2016*	\$267.5	\$88.4	\$355.9	4.4%
2017*	\$275.6	\$91.1	\$366.7	3.0%
2018*	\$284.3	\$94.0	\$378.3	3.2%
CAGR '13-18*	3.6%	3.6%	3.6%	

Notes: # Estimate  
\* Forecast  
Historical data have been revised.  
Figures do not include warranty work.  
Source: Auto Care Association / AASA Channel Forecast Model

## Growth Rate of the U.S. Motor Vehicle Auto Care Industry

(Percent Change from Previous Year)



Note: # Estimate \* Forecast

Source: Auto Care Association / AASA Channel Forecast Model

# AUTO CARE SALES HISTORY AND FORECAST 2007-2018

Results of the latest Channel Forecast Model through 2018 have been prepared by IHS and are presented below. With some acceleration in growth in 2015 and 2016, Auto Care Industry sales of \$238.4 billion in 2013 are expected to grow at an annual compounded growth rate of 3.6 percent through 2018. The total service share is expected grow at 3.3 percent annually while the retail segment of the industry is expected to grow at 4.0 percent annually during the 5-year period. Electronic Shopping & Mail-order houses will lead the group with 6.6 percent growth during the period. It is not surprising to note that New Car Dealers' service is expected to change dramatically from their 0.5 percent average between 2007 and 2012 to 3.5 percent annually from 2013 to 2018.

## Auto Care Industry Sales by Channel: History & Forecast

(USD Millions)

	NAICS	2007 Census	2008#	2009#	2010#	2011#	2012#	2013#	2014#	2015#	2016*	2017*	2018*	5-Yr CAGR ('07-'12)	5-Yr CAGR ('13-'18)
General automotive repair shops	811111	30,961	31,684	32,064	33,567	35,006	36,040	37,038	38,179	39,585	41,445	42,619	43,923	3.1%	3.5%
Automotive body, paint & interior repair & maintenance	811121	22,855	23,256	23,534	24,622	25,753	26,356	26,948	27,484	28,216	29,199	29,915	30,663	2.9%	2.6%
Carwashes	811192	5,306	5,384	5,404	5,612	5,843	6,025	6,158	6,372	6,615	6,936	7,147	7,382	2.6%	3.7%
Automotive oil change & lubrication shops	811191	4,563	4,631	4,600	4,886	5,083	5,288	5,458	5,693	5,927	6,234	6,486	6,751	3.0%	4.3%
Automotive glass replacement shops	811122	3,023	3,079	3,102	3,252	3,408	3,514	3,614	3,707	3,835	4,000	4,135	4,274	3.1%	3.4%
Automotive transmission repair specialists	811113	2,613	2,659	2,719	2,883	3,025	3,143	3,263	3,379	3,497	3,655	3,773	3,893	3.8%	3.6%
Other automotive mechanical & electrical repair & maint.)	811118	2,118	2,153	2,164	2,306	2,399	2,460	2,513	2,570	2,629	2,715	2,789	2,859	3.0%	2.6%
Automotive exhaust system repair specialists	811112	1,357	1,377	1,391	1,453	1,527	1,590	1,650	1,712	1,776	1,860	1,930	1,997	3.2%	3.9%
All Other automotive repair & maintenance	811198	1,093	1,110	1,114	1,171	1,221	1,272	1,307	1,349	1,400	1,468	1,508	1,557	3.1%	3.6%
Personal & household goods repair & maintenance	8114	20	21	20	20	21	22	23	24	25	26	27	28	1.8%	4.0%
<b>Total Service</b>		<b>73,909</b>	<b>75,354</b>	<b>76,111</b>	<b>79,771</b>	<b>83,287</b>	<b>85,710</b>	<b>87,972</b>	<b>90,471</b>	<b>93,505</b>	<b>97,539</b>	<b>100,329</b>	<b>103,327</b>	<b>3.0%</b>	<b>3.3%</b>
<b>Service Share of Total Market</b>		<b>35.5%</b>	<b>36.1%</b>	<b>37.0%</b>	<b>37.4%</b>	<b>37.3%</b>	<b>37.1%</b>	<b>36.9%</b>	<b>36.7%</b>	<b>36.5%</b>	<b>36.5%</b>	<b>36.4%</b>	<b>36.3%</b>		
Automotive Parts & Accessories stores (**)	441310	22,576	22,183	21,933	23,031	24,618	25,520	26,271	27,183	28,245	29,411	30,273	31,112	2.5%	3.4%
Tire Dealers	441320	14,742	14,348	14,046	14,785	15,628	16,150	16,654	17,242	17,957	18,728	19,302	19,921	1.8%	3.6%
Warehouse clubs & superstores	452910	8,120	8,483	8,684	9,341	10,015	10,527	11,214	11,796	12,414	13,094	13,596	14,141	5.3%	4.7%
Other gasoline stations	447190	5,605	5,611	5,549	5,795	6,081	6,343	6,614	6,873	7,250	7,692	7,938	8,200	2.5%	4.4%
Electronic shopping & mail-order houses	4541	4,143	4,242	4,351	4,639	5,015	5,368	5,762	6,178	6,617	7,081	7,501	7,927	5.3%	6.6%
Gasoline stations with convenience stores	447110	4,073	4,075	4,061	4,197	4,374	4,540	4,724	4,914	5,111	5,374	5,565	5,766	2.2%	4.1%
Discount or mass merch. dept stores (excl. leased depts)	452112	2,744	2,758	2,724	2,789	2,839	2,877	2,914	2,963	3,031	3,099	3,160	3,223	1.0%	2.0%
Wholesalers	42	1,911	1,951	1,946	2,034	2,129	2,189	2,254	2,306	2,368	2,444	2,511	2,588	2.8%	2.8%
All other general merchandise stores	452990	813	823	816	823	870	916	964	1,016	1,074	1,135	1,180	1,226	2.4%	4.9%
Lawn & garden equipment & supplies stores	4442	646	635	628	646	671	693	715	738	763	789	804	818	1.4%	2.7%
Fuel dealers	45431	487	474	471	473	491	511	533	554	576	600	623	648	0.9%	4.0%
Hardware stores	444130	236	231	229	236	240	243	246	249	253	256	261	266	0.6%	1.6%
Home centers	444110	102	102	101	103	105	107	108	109	111	113	115	117	0.9%	1.6%
Convenience stores	445120	90	89	88	91	95	99	104	108	113	118	123	128	2.1%	4.3%
Others	Various	436	442	440	448	459	469	480	493	507	522	538	555	1.5%	2.9%
<b>Total Retail</b>		<b>66,723</b>	<b>66,446</b>	<b>66,065</b>	<b>69,429</b>	<b>73,630</b>	<b>76,551</b>	<b>79,558</b>	<b>82,724</b>	<b>86,391</b>	<b>90,457</b>	<b>93,490</b>	<b>96,636</b>	<b>2.8%</b>	<b>4.0%</b>
<b>Retail Share of Total Market</b>		<b>32.1%</b>	<b>31.9%</b>	<b>32.1%</b>	<b>32.6%</b>	<b>33.0%</b>	<b>33.1%</b>	<b>33.4%</b>	<b>33.5%</b>	<b>33.7%</b>	<b>33.8%</b>	<b>33.9%</b>	<b>34.0%</b>		
<b>Independent Dollar Share of Total Market</b>		<b>\$140,632</b>	<b>\$141,800</b>	<b>\$142,176</b>	<b>\$149,200</b>	<b>\$156,917</b>	<b>\$162,262</b>	<b>\$167,530</b>	<b>\$173,194</b>	<b>\$179,897</b>	<b>\$187,996</b>	<b>\$193,820</b>	<b>\$199,963</b>	<b>2.9%</b>	<b>3.6%</b>
<b>Independent Percent Share of Total Market</b>		<b>67.6%</b>	<b>68.0%</b>	<b>69.1%</b>	<b>70.0%</b>	<b>70.2%</b>	<b>70.2%</b>	<b>70.3%</b>	<b>70.2%</b>	<b>70.2%</b>	<b>70.3%</b>	<b>70.3%</b>	<b>70.3%</b>		
New Car Dealers	441110	61,316	60,591	57,434	57,758	59,881	62,153	63,807	66,106	68,632	71,434	73,463	75,749	0.3%	3.5%
Other motor vehicle dealers	4412	4,262	4,461	4,420	4,559	4,765	4,983	5,223	5,473	5,751	6,048	6,271	6,499	3.2%	4.5%
Used Car Dealers	441120	1,708	1,677	1,663	1,758	1,812	1,834	1,859	1,888	1,931	1,981	2,023	2,069	1.4%	2.2%
<b>Total Dealer</b>		<b>\$67,286</b>	<b>\$66,729</b>	<b>\$63,517</b>	<b>\$64,074</b>	<b>\$66,459</b>	<b>\$68,971</b>	<b>\$70,889</b>	<b>\$73,467</b>	<b>\$76,313</b>	<b>\$79,463</b>	<b>\$81,756</b>	<b>\$84,316</b>	<b>0.5%</b>	<b>3.5%</b>
<b>Dealer Share of Total Market</b>		<b>32.4%</b>	<b>32.0%</b>	<b>30.9%</b>	<b>30.0%</b>	<b>29.8%</b>	<b>29.8%</b>	<b>29.7%</b>	<b>29.8%</b>	<b>29.8%</b>	<b>29.7%</b>	<b>29.7%</b>	<b>29.7%</b>		
<b>Total Auto Care Industry Sales</b>		<b>207,919</b>	<b>208,529</b>	<b>205,693</b>	<b>213,274</b>	<b>223,376</b>	<b>231,232</b>	<b>238,419</b>	<b>246,662</b>	<b>256,210</b>	<b>267,459</b>	<b>275,576</b>	<b>284,279</b>	<b>2.1%</b>	<b>3.6%</b>
<b>Year/Year Percent Change</b>			<b>0.3%</b>	<b>-1.4%</b>	<b>3.7%</b>	<b>4.7%</b>	<b>3.5%</b>	<b>3.1%</b>	<b>3.5%</b>	<b>3.9%</b>	<b>4.4%</b>	<b>3.0%</b>	<b>3.2%</b>		

Notes: # Estimate \* Forecast

(\*\*) Auto Parts and Accessories Stores sales include those sales to the general public.

Source: Auto Care Association / AASA Channel Forecast model.

# AUTO CARE SALES BY DISTRIBUTION CHANNEL

In 2014, auto care parts, accessories, tires and services for light vehicles were sold directly to consumers through 41 channels of distribution. Because 14 of these channels were low volume (0.2 percent of the total auto care market), they have been placed in the “all other” category.

These 41 channels represent all of the establishments that sold automotive products and services to those desiring professional service repairs and maintenance, the do-it-for-me (DIFM) repair shops (with 80% of the overall car care volume), as well as the do-it-yourself (DIY) consumer side of the business (with 20% of the total car care volume).

The largest channels in 2014 were new vehicle dealers (\$66.1 billion), general automotive repair shops (\$38.2 billion) and automotive body, paint and interior repair and maintenance (\$27.5 billion). Major channels (over \$5 billion) experiencing the highest year-to-year percentage increases in 2014 over 2013 were electronic shopping & mail-order houses (7.2 %), warehouse clubs & superstores (5.2 %), and other motor vehicle dealers (4.8 percent). The overall industry was up 3.5 percent in 2014 over 2013.

## Auto Care Sales to End Users by Sales Channel

(USD Millions)

Sales Channel	NAICS	2013 Est.	2014 Est.	% Change 2014/2013	2015 Est.	% Change 2015/2014	Share of Sales (*)		Value of Sales, 2015	
							DIFM (***)	DIY	DIFM (***)	DIY
General automotive repair shops	811111	37,038	38,179	3.1%	39,585	3.7%	96%	4%	37,935	1,651
Automotive body, paint & interior repair & maintenance	811121	26,948	27,484	2.0%	28,216	2.7%	97%	3%	27,370	846
Carwashes	811192	6,158	6,372	3.5%	6,615	3.8%	98%	2%	6,482	132
Automotive oil change & lubrication shops	811191	5,458	5,693	4.3%	5,927	4.1%	99%	1%	5,868	59
Automotive glass replacement shops	811122	3,614	3,707	2.6%	3,835	3.5%	99%	1%	3,797	38
Automotive transmission repair specialists	811113	3,263	3,379	3.6%	3,497	3.5%	99%	1%	3,462	35
Other automotive mech. & elect. repair & maintenance	811118	2,513	2,570	2.3%	2,629	2.3%	93%	7%	2,445	184
Automotive exhaust system repair specialists	811112	1,650	1,712	3.8%	1,776	3.7%	99%	1%	1,758	18
All Other automotive repair & maintenance	811198	1,307	1,349	3.2%	1,400	3.8%	93%	7%	1,302	98
Personal & household goods repair & maintenance	8114	23	24	3.9%	25	4.2%	96%	4%	24	1
<b>Total Service</b>		<b>87,972</b>	<b>90,471</b>	<b>2.8%</b>	<b>93,505</b>	<b>3.4%</b>			<b>90,442</b>	<b>3,063</b>
Automotive Parts & Accessories stores (*)	441310	26,271	27,183	3.5%	28,245	3.9%	26%	74%	7,344	20,901
Tire Dealers	441320	16,654	17,242	3.5%	17,957	4.1%	91%	9%	16,341	1,616
Warehouse clubs & superstores	452910	11,214	11,796	5.2%	12,414	5.2%	25%	75%	3,103	9,310
Other gasoline stations	447190	6,614	6,873	3.9%	7,250	5.5%	89%	11%	6,453	798
Electronic shopping & mail-order houses	4541	5,762	6,178	7.2%	6,617	7.1%	10%	90%	662	5,955
Gasoline stations with convenience stores	447110	4,724	4,914	4.0%	5,111	4.0%	85%	15%	4,345	767
Discount or mass merch. dept stores (excl. leased depts)	452112	2,914	2,963	1.7%	3,031	2.3%	83%	17%	2,516	515
Wholesalers	42	2,254	2,306	2.3%	2,368	2.7%	6%	94%	142	2,226
All other general merchandise stores	452990	964	1,016	5.4%	1,074	5.7%	1%	99%	11	1,063
Lawn & garden equipment & supplies stores	4442	715	738	3.3%	763	3.4%	0%	100%	0	763
Fuel dealers	45431	533	554	3.9%	576	4.0%	0%	100%	0	576
Hardware stores	444130	246	249	1.3%	253	1.4%	0%	100%	0	253
Home centers	444110	108	109	1.3%	111	1.6%	0%	100%	0	111
Convenience stores	445120	104	108	4.3%	113	4.5%	0%	100%	0	113
Others	Various	480	494	2.9%	508	2.8%	0%	100%	0	508
<b>Total Retail</b>		<b>79,558</b>	<b>82,724</b>	<b>4.0%</b>	<b>86,392</b>	<b>4.4%</b>			<b>40,916</b>	<b>45,476</b>
New Car Dealers	441110	63,807	66,106	3.6%	68,632	3.8%	97%	3%	66,573	2,059
Other motor vehicle dealers	4412	5,223	5,473	4.8%	5,751	5.1%	100%	0%	5,751	0
Used Car Dealers	441120	1,859	1,888	1.6%	1,931	2.2%	77%	23%	1,486	444
<b>Total Dealers</b>		<b>70,889</b>	<b>73,467</b>	<b>3.6%</b>	<b>76,313</b>	<b>3.9%</b>			<b>73,810</b>	<b>2,503</b>
<b>Total Auto Care Industry Sales</b>		<b>238,419</b>	<b>246,662</b>	<b>3.5%</b>	<b>256,210</b>	<b>3.9%</b>	<b>80%</b>	<b>20%</b>	<b>205,168</b>	<b>51,042</b>
<b>Less Tires (Pass. Cars and Lt. Trucks):</b>									<b>32,000</b>	
<b>Net DIFM Sales w/o Tires</b>									<b>173,168</b>	

Notes: (\*) Share based on Market Intelligence committee consensus

(\*\*) Auto Parts and Accessories Stores include only those sales to the general public

(\*\*\*) Includes tires

Source: Auto Care Association / AASA Channel Forecast Model

# AUTO CARE SEGMENTATION

The automotive segment of the auto care industry includes replacement parts, accessories, chemicals, tires and non-warranty service for passenger cars and light trucks (i.e., pickup trucks, vans, minivans and sport utility vehicles). The professional service segment, the Do-It-For-Me (DIFM) segment consisting of the professional repair, maintenance and installation of automotive products at both independent aftermarket outlets and vehicle dealerships totaled \$197.9 billion (80 percent) of the total in 2014. The balance of the industry, the Do-It-Yourself (DIY) segment, is comprised of consumers who repair, maintain and accessorize their own vehicles, totaled \$48.8 billion (20 percent) of total \$246.7 billion industry. Over the next 5-year planning horizon, the compounded annual growth rate for the DIFM segment is 3.5 percent while the DIY segment is 3.8 percent compared to the overall industry growth of 3.6 percent.

## Auto Care Industry Segmentation

(Values in Millions of Consumer Dollars)

	2007 Census	2008#	2009#	2010#	2011#	2012#	2013#	2014#	2015#	2016*	2017*	2018*	5-Year CAGR 2013-2018
Auto Parts Share of DIFM Assumed to be 55% of Total Market	78,912	78,858	78,763	79,519	81,629	85,627	88,706	92,503	95,242	99,312	102,333	105,558	3.5%
Labor Share of DIFM Sales Assumed to be 45% of Total Market	64,564	64,520	64,442	65,061	66,787	70,059	72,577	75,684	77,926	81,255	83,727	86,365	3.5%
Do-It-For-Me (DIFM) Sales	143,476	143,378	143,205	144,580	148,416	155,686	161,283	168,187	173,168	180,567	186,061	191,923	3.5%
Tire Sales	22,900	23,700	21,600	26,100	30,100	29,800	29,900	29,700	32,000	33,400	34,400	35,500	3.5%
Total DIFM Professional Sales	126,321	143,476	143,378	143,205	144,580	148,416	155,686	161,283	165,345	170,829	177,162	184,726	3.5%
Do-It-Yourself (DIY) Sales	41,543	41,451	40,888	42,594	44,860	45,746	47,236	48,775	51,042	53,492	55,115	56,856	3.8%
<b>Total Auto Care Industry</b>	<b>207,919</b>	<b>208,529</b>	<b>205,693</b>	<b>213,274</b>	<b>223,376</b>	<b>231,232</b>	<b>238,419</b>	<b>246,662</b>	<b>256,210</b>	<b>267,459</b>	<b>275,576</b>	<b>284,279</b>	<b>3.6%</b>

Notes: # Estimate \* Forecast

Totals may not add due to rounding. Historical data have been revised.  
Figures represent consumer expenditures in current retail dollars (i.e., inflation added) and do not include warranty work.

Sources: Auto Care Association, Modern Tire Dealer

Tire sales, which include installation, have been forecasted from 2013 through 2017 based CFM CAGR.

## Size of the Professional Service Parts Market

(Values in Millions of Consumer Dollars)

	2007 Census	2008#	2009#	2010#	2011#	2012#	2013#	2014#	2015*	2016*	2017*	2018*	5-Year CAGR 2013-2018
Professional Service Receipts (DIFM)	143,476	143,378	143,205	144,580	148,416	155,686	161,283	168,187	173,169	180,567	186,061	191,923	3.5%
Parts' Share of Professional Service Receipts (estimate)	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	
Value of Parts Sales to DIFM Customers at Retail Prices	78,912	78,858	78,763	79,519	81,629	85,627	88,706	92,503	95,243	99,312	102,334	105,558	3.5%
Wholesale Share of DIFM Parts Sales (estimate)	67%	67%	67%	67%	67%	67%	67%	67%	67%	67%	67%	67%	
Value of Parts Sales to DIFM Customers at Wholesale Prices	52,871	52,835	52,771	53,278	54,691	57,370	59,433	61,977	63,813	66,539	68,563	70,724	3.5%

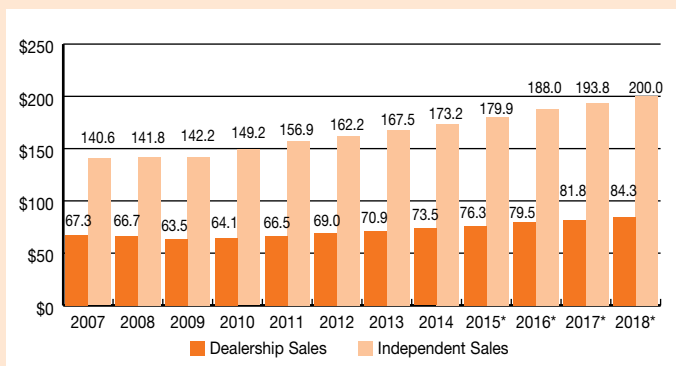
Notes: # Estimate \* Forecast

Data includes the sale of parts, chemicals and accessories.

Sources: Auto Care Association, Modern Tire Dealer

## Dealership vs Independent Auto Care Parts Sales 2007-2018

(Value in Billions of Consumer Dollars)

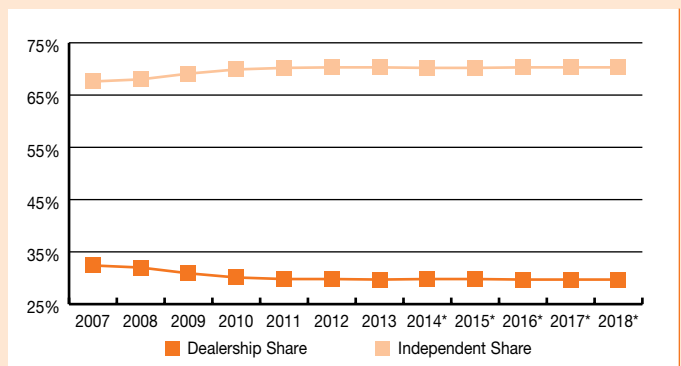


Notes: # Estimate \* Forecast

Source: Auto Care Association / AASA Channel Forecast Model

## Dealership vs Independent Share of Auto Care Parts Sales

(Percent Share & Outlet Trends)



Note: # Estimate \* Forecast

Source: Auto Care Association / AASA Channel Forecast Model

# AUTO CARE SERVICE AND RETAIL OUTLETS

Traditionally, auto care parts, accessories and chemicals have moved through dedicated channels of distribution along DIY (do-it-yourself) and DIFM (do-it-for-me) channels. DIY retail consumers installed or consumed products purchased in retail outlets or over-the-counter at parts stores. DIFM consumers either go straight to a professional automotive technician, purchasing the “job,” in which they also entrust their technician to select and purchase their part or products. In some cases, DIFM parts and products may be specified directly by the consumer, for installation by a professional.

Consolidation continues to reduce the number of service outlets at a slow, steady rate. This is reflected in the 4.1 percent decrease in the compounded annual growth rate of specialty repair shops. Over the past decade, a large number of specialty repair shops have been consolidated into the general repair category, which has grown by 0.4 percent annually. Another significant change in service channel outlets is the decline in the number of motor vehicle dealers, down 2.4 percent CAGR during the 2006 to 2014 period. Since 2006, the tire dealers category has grown by 1.1 percent annually, compared with the rest of the service sectors, which have contracted 0.3 percent annually, over the same period.

Demands on American consumers’ time have driven changes in the servicing sector. Service customers now look to get in and out quickly and accomplish the most they can at every stop, resulting in consolidation of specialized shops into larger, general repair centers catering to time-pressured consumers seeking “one-stop shops.” Many general repair centers are also evolving beyond fast and varied services, to offering value-added customer amenities like upgraded waiting lounges, internet hotspots, commuter shuttles and no-cost service loaner-cars.

Within the retail channel, convenience has also become a driver. Drug store outlets, discount stores and warehouse clubs have seemingly sprung up on every corner, growing annually at 4.7, 4.6 and 3.7 percent, respectively. The auto parts store, which is the industry’s source for auto parts and consumables, remains remarkably stable in outlet representation. Considering the widespread consolidation of auto parts retailers in the past decade, the number of outlets has held steady at around 36 thousand units, many of which has been rebranded and upgraded over the years.

## Industry Service Channel Outlets

Outlet Type	2006	2007	2008	2009	2010	2011	2012	2013	2014*	CAGR 2006/2014
Motor Vehicle Dealers <sup>1</sup>	21,495	21,200	20,770	20,010	18,460	17,700	17,540	17,635	17,665	-2.4%
General Repair Garages <sup>2</sup>	77,094	77,181	76,564	75,637	76,108	76,731	77,561	78,354	79,317	0.4%
Tire Dealers	18,219	18,453	18,596	18,547	18,675	18,980	19,470	19,759	19,958	1.1%
Specialty Repair Shops <sup>2</sup>	10,545	10,145	9,674	9,149	8,663	8,415	8,101	7,785	7,566	-4.1%
Gasoline Stations <sup>2</sup>	106,107	105,957	105,169	104,400	103,768	104,011	104,837	104,855	104,765	-0.2%
Oil Change and Lubrication Shops <sup>2</sup>	7,730	7,741	7,649	7,501	7,518	7,490	7,427	7,430	7,370	-0.6%
Independent Body Shops <sup>2</sup>	36,649	36,467	36,041	35,193	34,764	34,358	34,437	34,344	34,417	-0.8%
<b>Total Number of Outlets</b>	<b>277,839</b>	<b>277,144</b>	<b>274,463</b>	<b>270,437</b>	<b>267,956</b>	<b>267,685</b>	<b>269,373</b>	<b>270,162</b>	<b>271,058</b>	<b>-0.3%</b>

Notes: \* Preliminary. Historical data have been revised.

Some channels listed in the “Industry Retail Channels” table include outlets that also perform automotive service.

Sources: <sup>1</sup> NADA Industry Analysis Division <sup>2</sup> Bureau of Labor Statistics

## Industry Retail Channel Outlets

Outlet Type	2006	2007	2008	2009	2010	2011	2012	2013	2014*	CAGR 2006/2014
Auto Parts Stores	35,850	36,224	36,152	35,708	35,409	35,583	35,702	36,065	36,446	0.2%
Department Stores	5,055	5,018	4,975	4,936	4,852	4,906	4,894	4,839	4,764	-0.7%
Discount Stores	7,066	7,364	8,062	8,164	8,249	9,351	9,380	9,299	10,160	4.6%
Hardware Stores and Home Centers	27,278	27,320	27,211	26,770	26,434	25,527	25,097	24,707	29,175	0.8%
Grocery and Convenience Stores	110,907	110,652	111,033	111,455	113,508	115,027	116,328	117,851	119,114	0.9%
Drug Stores	43,125	43,648	50,413	52,918	54,471	54,709	56,411	61,064	62,279	4.7%
Warehouse Clubs	4,327	4,408	4,578	4,669	4,662	4,828	4,992	5,652	5,796	3.7%
<b>Total Number of Outlets</b>	<b>233,608</b>	<b>234,634</b>	<b>242,424</b>	<b>244,620</b>	<b>247,585</b>	<b>249,931</b>	<b>252,804</b>	<b>259,477</b>	<b>267,734</b>	<b>1.7%</b>

Notes: \* Preliminary. Historical data have been revised.

Not all department, hardware, home center, grocery, convenience, drug and warehouse club stores sell automotive products.

Sources: Auto Care Association, Bureau of Labor Statistics

# AUTO CARE SERVICE AND RETAIL OUTLET ANALYSIS

Combining channel sales reported on pages 17 and 18 with the number of outlets presented on page 20, average sales per outlets have been determined. Compounded average annual growth rates (CAGRs) from 2009 to 2014 have been calculated and are presented in the tables below.

The results indicate the Do-It-For-Me (DIFM) outlets, including new Car Dealers, General Repair Shops, and Automotive Independent Body Shops have experienced five -year compounded annual growth rates of 5.4 percent, 2.6 percent and 3.6 percent respectively. By comparison, Auto Parts and Accessory Stores sales reported a CAGR of 4.0 percent suggesting brisk growth in the do-it-yourself market.

## Service and Retail Outlet Analysis

### Motor Vehicle Dealers

Year	Sales (NAICS 441110)	No. of Outlets	Avg. Sales Per Vehicle Dealer	Yr./Yr. Change
2009	\$57,434,000,000	20,010	\$2,870,265	
2010	\$57,758,000,000	18,460	\$3,128,819	9.0%
2011	\$59,881,000,000	17,700	\$3,383,107	8.1%
2012	\$62,153,000,000	17,540	\$3,543,501	4.7%
2013	\$63,807,000,000	17,635	\$3,618,202	2.1%
2014	\$66,106,000,000	17,665	\$3,742,202	3.4%
	5-year CAGR		5.4%	

### Automotive Independent Body Shops

Year	Sales (NAICS 811121)	No. of Outlets	Avg. Sales Per Auto Parts Store	Yr./Yr. Change
2009	\$23,534,000,000	35,193	\$668,713	
2010	\$24,622,000,000	34,764	\$708,261	5.9%
2011	\$25,753,000,000	34,358	\$749,549	5.8%
2012	\$26,356,000,000	34,437	\$765,340	2.1%
2013	\$26,948,000,000	34,344	\$784,649	2.5%
2014	\$27,484,000,000	34,417	\$798,559	1.8%
	5-year CAGR		3.6%	

### General Repair Garages

Year	Sales (NAICS 811111)	No. of Outlets	Avg. Sales Per Gen. Rep. Garage	Yr./Yr. Change
2009	\$32,064,000,000	75,637	\$423,920	
2010	\$33,567,000,000	76,108	\$441,044	4.0%
2011	\$35,006,000,000	76,731	\$456,217	3.4%
2012	\$36,040,000,000	77,561	\$464,667	1.9%
2013	\$37,038,000,000	78,354	\$472,701	1.7%
2014	\$38,179,000,000	79,317	\$481,347	1.8%
	5-year CAGR		2.6%	

### Auto Parts & Accessories Stores

Year	Sales (NAICS 441310)	No. of Outlets	Avg. Sales Per Auto Parts Store	Yr./Yr. Change
2009	\$21,933,000,000	35,708	\$614,232	
2010	\$23,031,000,000	35,409	\$650,428	5.9%
2011	\$24,618,000,000	35,583	\$691,847	6.4%
2012	\$25,520,000,000	35,702	\$714,806	3.3%
2013	\$26,271,000,000	36,065	\$728,435	1.9%
2014	\$27,183,000,000	36,446	\$745,843	2.4%
	5-year CAGR		4.0%	

Note: (\*) Auto Parts and Accessories Store sales include only those sales to the general public.

# PROGRAM DISTRIBUTION SUMMARY

## Program Group Distribution



Group Name	Association President and/or CEO	Private Brand	Dedicated Factory Rep.	Installer Management Software	Installer Marketing Program	Store Management Software	National Warranty	No. of WD Members	No. of WD Locations	No. of Stores Serviced
<b>AIM</b> www.theaimautomotivegroup.com	Ron Pierce	AIM		✓			✓	150	300	n/a
<b>Aftermarket Auto Parts Alliance</b> www.AutoValue.com www.BumpertoBumper.com	John R. Washbush	Parts Master	✓	✓	Certified Service Centers	Yes	✓ 24-mo/ 24K miles	53	136	2,000+
<b>APA – Automotive Parts Associates Inc.</b> www.professionalschoice.com	Gary Martin	Professionals' Choice Auto Parts	✓	✓	Professionals' Choice Tech Centers		✓	105	210	2,000+
<b>Automotive Distribution Network</b> www.networkhq.org	Mike Lambert	Parts Plus, Auto Pride, Auto Saver, Trust	✓	✓	Parts Plus Car Care Center, Auto Service Experts TECH-NET	Network Connect	✓	100+	300+	2,500+
<b>CARQUEST Auto Parts</b> www.CARQUEST.com	Ron Cannon	CARQUEST	✓	✓	Professional Auto Service	CARQUEST Exploris		n/a	35	2,600+
<b>Engine Pro/Engine Parts Group</b> www.enginepro.com www.goenginepro.com	Don Weber	Engine Pro/Engine Pro Performance			n/a	n/a		9	29	15,000
<b>Federated Auto Parts</b> www.federatedautoparts.com	Rusty Bishop	Federated	✓	✓	Federated Car Care	Yes		66	155	4,500
<b>HDA Truck Pride</b> www.hdatruckpride.com	Don Reimondo		✓	✓	Nat. Fleet Pgms., Truck Service Experts (More than 400 U.S., Canada locations)	n/a	✓	167	700	
<b>NAPA</b> www.NAPAonline.com	Dan Askey	NAPA	✓	✓	NAPA AutoCare Center	NAPA TAMS NAPA TRACS Mitchell OnDemand	✓	1	62	6,000
<b>National PRONTO Association</b> www.pronto-net.com	Bill Maggs	PRONTO		✓	PRONTO Smart Choice	Yes	✓	91	209	1,500+
<b>TruStar</b> www.trustarinc.com	Steve Upton	TruStar	✓	✓	TruTech Car Care Centers	WHI CTS MISG/TruNet	✓	75	150+	n/a
<b>Uni-Select</b> www.uniselectusa.com	Richard G. Roy	Auto Extra		✓	Auto Service Plus, SAX		✓	n/a	40	2,500
© 2015 <b>Counterman</b>										

Source: Counterman magazine, A BabcoX Media, Inc. publication.

## 2015 Super Stores Overview

### 1. AutoZone

**Affiliation Group**  
None

**Store Count**  
5,391

**Private/Public Ownership**  
NYSE— "AZO"

**Private Label**  
Duralast

**Store Count Changes in 2014:**  
Acquired IMC in Sept. .

### 2. Advance Auto Parts

**Affiliation Group**  
None

**Store Count**  
5,305

**Private/Public Ownership**  
NYSE— "AAP"

**Store Count Changes in 2014:**  
\* As of Oct. 4, stores include 109 Worldpac and 1,350 independent Carquest locations.

### 3. O'Reilly

**Affiliation Group**  
Parts City

**Store Count**  
4,366

**Private/Public Ownership**  
NASDAQ— "ORLY"

**Private Label**  
Several exclusive to O'Reilly

**Store Count Changes in 2014:**  
145 new stores opened

### 4. Genuine Parts Co.

**Affiliation Group**  
NAPA

**Store Count**  
1,100

**Private/Public Ownership**  
NYSE— "GPC"

**Private Label**  
NAPA

**Store Count Changes in 2014:**  
n/a

### 5. Pep Boys

**Affiliation Group**  
None

**Store Count**  
803

**Private/Public Ownership**  
NYSE— "PBY"

**Store Count Changes in 2014:**  
n/a

### 6. Fisher Auto Parts

**Affiliation Group**  
Federated

**Store Count**  
489

**Private/Public Ownership**  
Private

**Private Label**  
Federated

**Store Count Changes in 2014:**  
Merged with KOI Auto Parts; acquired Miller Auto Parts & Supply

### 7. Autoplus/Uni-Select

**Affiliation Group**  
Uni-Select

**Store Count**  
267

**Private/Public Ownership**  
TSX— "UNS"

**Private Label**  
Auto Plus, FinishMaster

**Store Count Changes in 2014:**  
n/a

### 8. Replacement Auto Parts

**Affiliation Group**  
Aftermarket Auto Parts Alliance

**Store Count**  
160

**Private/Public Ownership**  
Private/15% ESOP

**Private Label**  
PartsMaster

**Store Count Changes in 2014:**  
n/a

### 9. Auto-Wares

**Affiliation Group**  
Aftermarket Auto Parts Alliance

**Store Count**  
158

**Private/Public Ownership**  
Private

**Private Label**  
PartsMaster

**Store Count Changes in 2014:**  
Acquired United Automotive Supply Co. (Mich.) in Oct.

### 10. Automotive Parts Headquarters

**Affiliation Group**  
Aftermarket Auto Parts Alliance

**Store Count**  
99

**Private/Public Ownership**  
Private

**Private Label**  
PartsMaster

**Store Count Changes in 2014:**  
Merged with United Auto Supply (Wis.) in Aug., adding 21 stores

### 11. Hahn Automotive

**Affiliation Group**  
Aftermarket Auto Parts Alliance

**Store Count**  
80

**Private/Public Ownership**  
Private

**Private Label**  
PartsMaster

**Store Count Changes in 2014:**  
n/a

### 12. Merrill Co./ Arnold Motor Supply

**Affiliation Group**  
Aftermarket Auto Parts Alliance

**Store Count**  
59

**Private/Public Ownership**  
LLP Partnership

**Private Label**  
PartsMaster

**Store Count Changes in 2014:**  
n/a

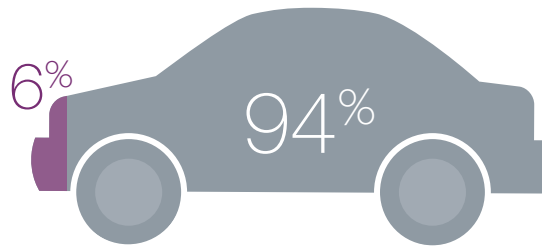


# e-tailing

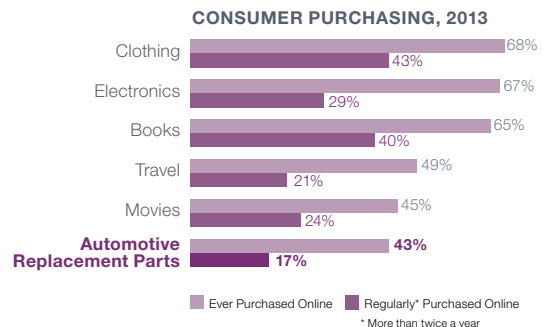
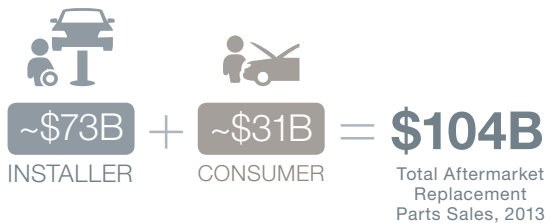
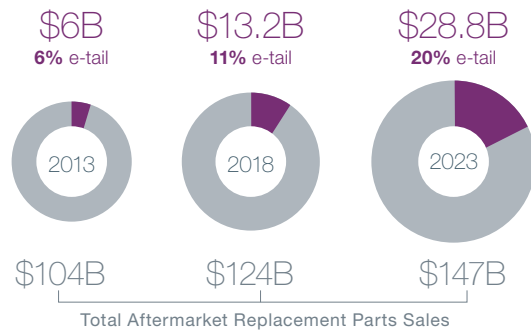
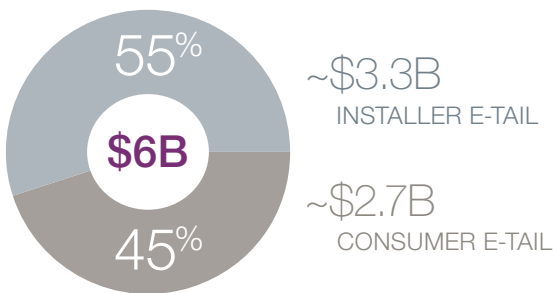
IN THE AUTOMOTIVE AFTERMARKET

**E-tailing is parts purchases made on publicly accessible websites.**

**Online** replacement part purchases total \$6B, or 6% of the market.



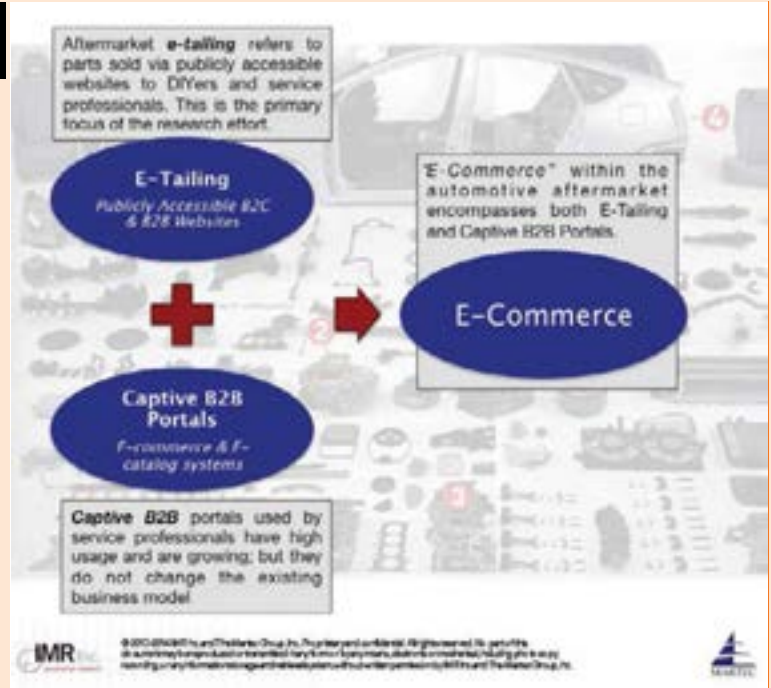
**Traditional channels** make up 94% of replacement parts purchased, or \$98B.



(All retail dollars in billions)

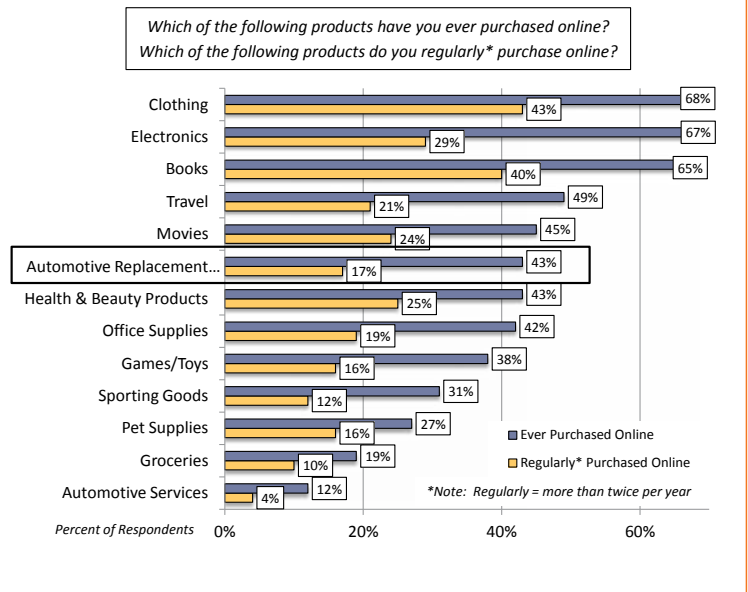
## E-Tailing Research Focus

IMR and The Martec Group are engaged in a comprehensive effort to understand and measure the role of e-Tailing specifically for Automotive Replacement Parts. Establishing a consistent definition of e-tailing is a key success factor for this research.



## Online Replacement Part Purchases

Understanding the prevalence of online replacement part purchases is a key element of the e-Tailing project. Nearly one-in-five consumers who purchased replacement parts are likely to have purchased those parts from online sources, while over 40 percent of consumer replacement part purchasers have purchased via online sources at some point.

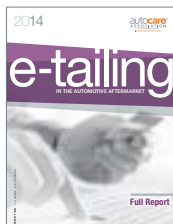




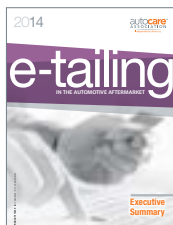
Independence drives us.

# MARKET INTELLIGENCE Publication Order Form

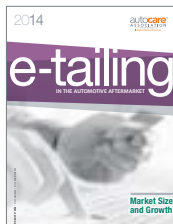
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**Full Report**  
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 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
 COUNTRY \_\_\_\_\_  
 PHONE \_\_\_\_\_  
 E-MAIL \_\_\_\_\_

## PAYMENT

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 AMOUNT: \$ \_\_\_\_\_  
 (IN U.S. FUNDS, PAYABLE TO THE AUTO CARE ASSOCIATION)  
 VISA    MASTERCARD    AMEX  
 NAME ON CARD \_\_\_\_\_  
 CARD NUMBER \_\_\_\_\_  
 EXPIRATION DATE \_\_\_\_\_ CSV# \_\_\_\_\_  
 CARDHOLDER SIGNATURE \_\_\_\_\_

Member Services: 301-654-6664  
 To order, fax to 301-654-3299 or email to [info@autocare.org](mailto:info@autocare.org).

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 Auto Care Association  
 P.O. Box 37167  
 Baltimore, MD 21297-3167

# FINANCIAL BENCHMARKS



## **in this section |**

### **Financial Profiles of Selected Auto Care Companies**

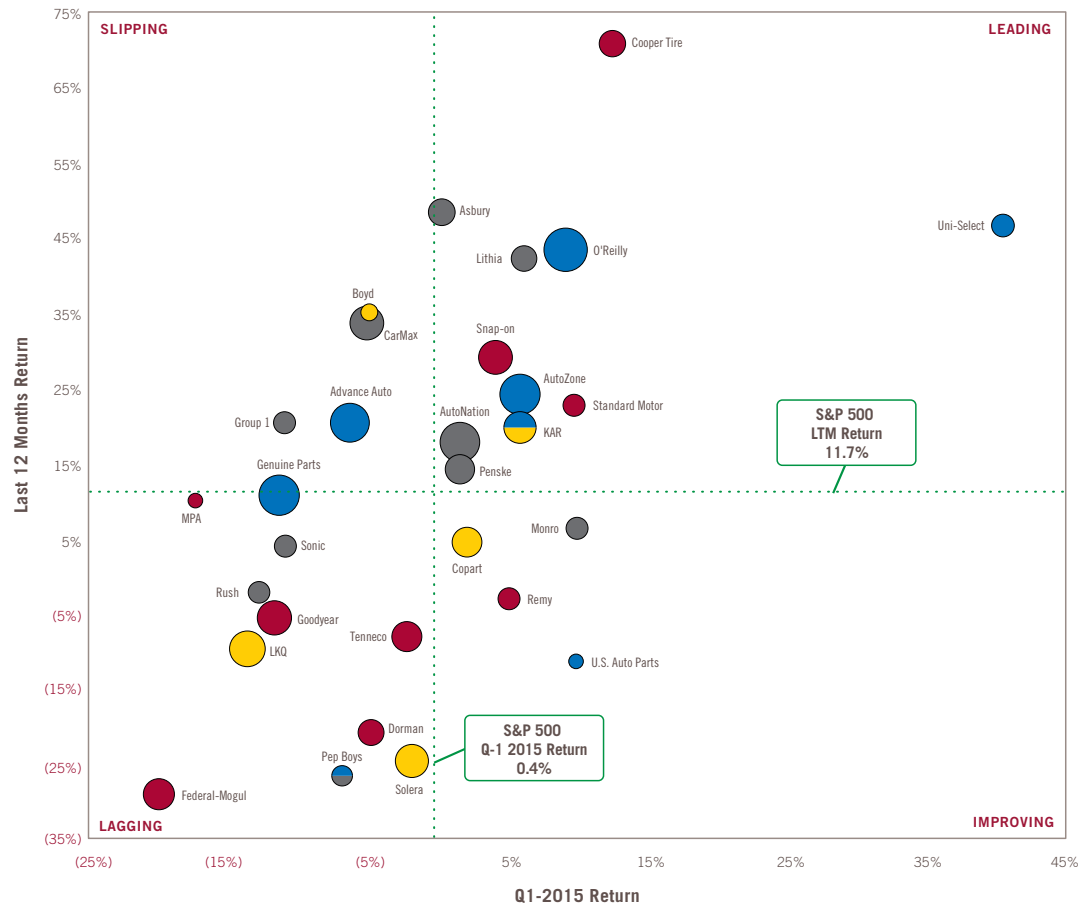
Key financial statistics for selected auto care companies.

### **Select Auto Care Transactions**

Merger and acquisition data for auto care manufacturers, wholesalers and retailers.

# FINANCIAL PROFILES OF SELECT AUTO CARE COMPANIES

## Automotive Aftermarket Stock Performance\*



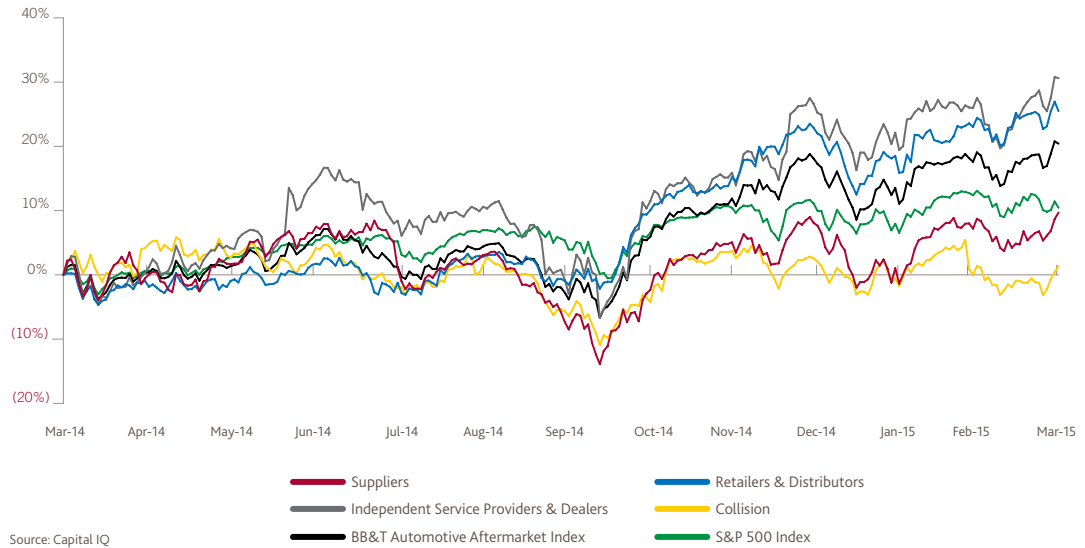
Segment Index <sup>1</sup>	Percent Change	
	Q1-2015	LTM
● Suppliers	2.4%	13.8%
● Retailers & Distributors	4.0%	27.3%
● Independent Service Providers & Dealers	4.6%	33.0%
● Collision	(0.1%)	3.7%
<b>BB&amp;T Automotive Aftermarket Index</b>	<b>3.3%</b>	<b>23.0%</b>
--- S&P 500	0.4%	11.7%

\*Size of the bubble represents relative market capitalization  
Source: CapitalIQ

<sup>1</sup> Weighted by market capitalization

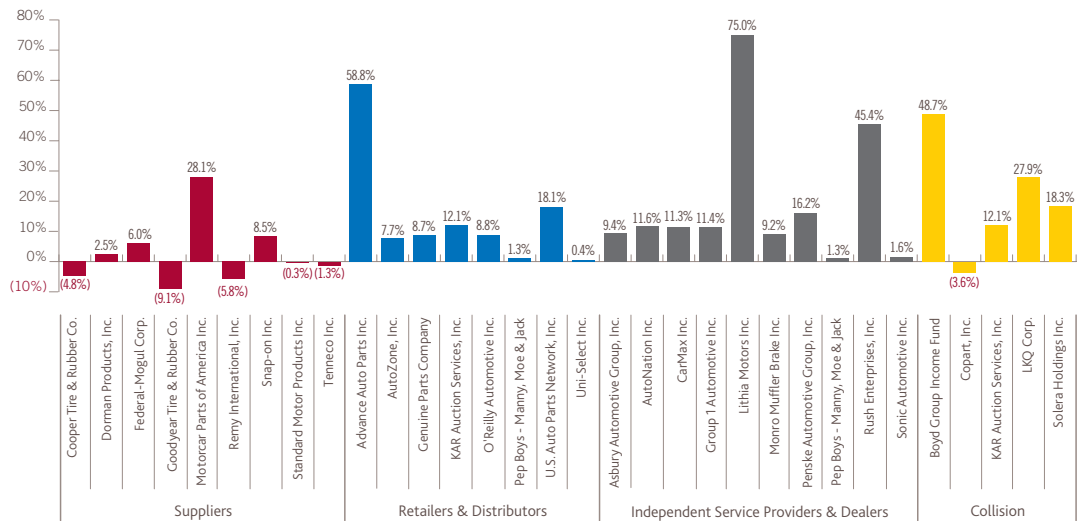
# FINANCIAL PROFILES OF SELECT AUTO CARE COMPANIES

## Automotive Aftermarket Stock Performance



## Most Recent Fiscal Quarter Sales Growth

(Year-over-Year)

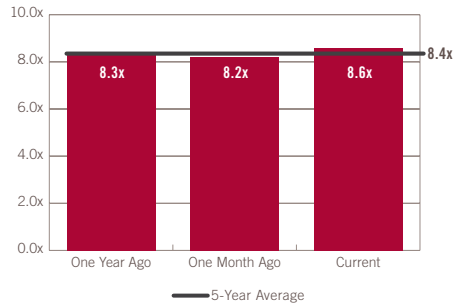


Source: Capital IQ

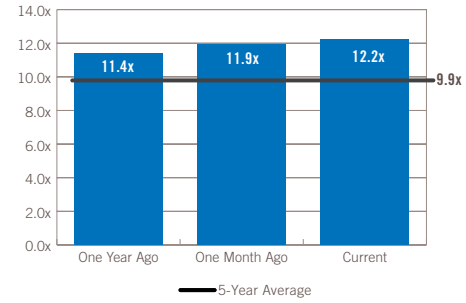
# FINANCIAL PROFILES OF SELECT AUTO CARE COMPANIES

## Enterprise Value/Last 12 Months' EBITDA Multiples<sup>1,2,3</sup>

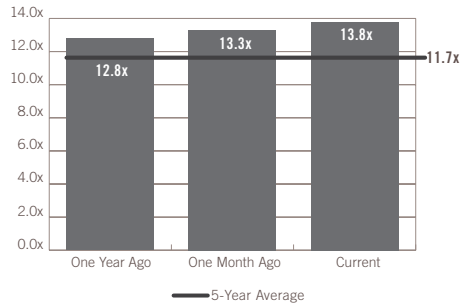
### SUPPLIERS



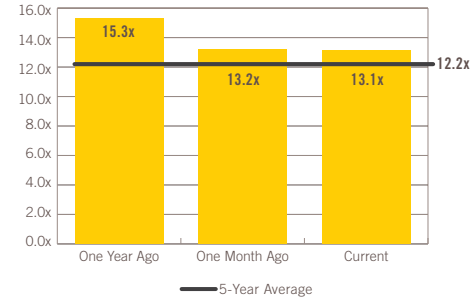
### RETAILERS & DISTRIBUTORS



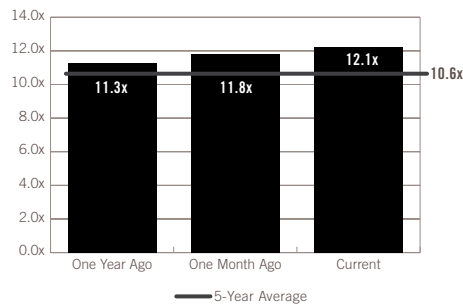
### INDEPENDENT SERVICE PROVIDERS & DEALERS



### COLLISION



### TOTAL AUTOMOTIVE AFTERMARKET



<sup>1</sup> Enterprise Value = Market Capitalization + Debt - Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation, and Amortization

<sup>2</sup> Pep Boys is included in both Retailers & Distributors and Independent Service Providers & Dealers

<sup>3</sup> KAR is included in both Retailers & Distributors and Collision

Source: Capital IQ

# FINANCIAL PROFILES OF SELECT AUTO CARE COMPANIES

BB&T Capital Markets

## Valuation Metrics

As of 3/31/2015  
(\$ in millions, except per share)

Ticker	Stock Price	52 Week High / Low	Market Cap	Price / TEV	P / E			Forward PEG		TEV / Revenue			TEV / EBITDA				
					LTM	CY 2015	CY 2016	CY 2015	CY 2016	LTM	CY 2015	CY 2016	LTM	CY 2015	CY 2016		
<b>SUPPLIERS</b>																	
Cooper Tire & Rubber Co.	CTB	\$42.84	\$42.86 / \$23.40	\$2,488	\$2,342	3.6x	13.7x	14.2x	12.7x	NA	NA	0.7x	0.8x	0.7x	4.5x	5.5x	5.2x
Dorman Products, Inc.	DORM	\$49.75	\$60.99 / \$37.22	1,768	1,720	4.1x	20.5x	17.5x	15.4x	1.3x	1.1x	2.3x	2.1x	1.9x	11.2x	10.0x	8.9x
Federal-Mogul Corp.	FDML	\$13.31	\$21.12 / \$12.45	2,250	4,711	NM	17.1x	16.7x	11.9x	NA	NA	0.6x	0.6x	0.5x	7.1x	7.4x	6.1x
Goodyear Tire & Rubber Co.	GT	\$27.08	\$28.98 / \$18.87	7,305	12,355	2.5x	13.1x	9.3x	8.0x	NA	NA	0.7x	0.7x	0.7x	5.6x	5.0x	4.7x
Motorcar Parts of America, Inc.	MPAA	\$27.79	\$36.43 / \$20.86	499	504	2.7x	34.2x	16.1x	14.6x	0.7x	0.6x	1.7x	1.6x	1.3x	NM	7.6x	6.3x
Remy International, Inc.	REMY	\$22.21	\$27.30 / \$16.31	715	940	NM	32.0x	13.6x	11.6x	0.9x	0.8x	0.8x	0.8x	0.8x	7.5x	6.9x	6.1x
Snap-on, Inc.	SNA	\$147.06	\$148.41 / \$108.82	8,577	9,381	7.2x	22.4x	18.7x	16.7x	1.6x	1.4x	2.7x	2.7x	2.6x	12.4x	11.5x	11.0x
Standard Motor Products, Inc.	SMP	\$42.26	\$45.80 / \$32.62	967	1,011	3.4x	17.0x	14.9x	13.6x	1.8x	1.7x	1.0x	1.0x	0.9x	9.0x	8.2x	NA
Tenneco, Inc.	TEN	\$57.42	\$69.22 / \$46.64	3,519	4,442	10.0x	15.0x	11.7x	10.1x	1.0x	0.8x	0.5x	0.5x	0.5x	6.0x	5.5x	5.0x
	MEAN			\$3,121	\$4,156	4.8X	20.6X	14.8X	12.7X	1.2X	1.1X	1.2X	1.2X	1.1X	7.9X	7.5X	6.6X
	MEDIAN			\$2,250	\$2,342	3.6X	17.1X	14.9X	12.7X	1.1X	1.0X	0.8X	0.8X	0.8X	7.3X	7.4X	6.1X
<b>RETAILERS &amp; DISTRIBUTORS</b>																	
Advance Auto Parts, Inc.	AAP	\$149.69	\$165.00 / \$115.76	\$10,948	\$12,503	42.2x	19.8x	17.6x	15.3x	1.2x	1.0x	1.3x	1.3x	1.2x	10.0x	9.3x	8.5x
AutoZone, Inc.	AZO	\$682.16	\$694.45 / \$491.93	21,640	25,932	NM	21.0x	19.0x	17.0x	1.4x	1.3x	2.6x	2.6x	2.4x	12.3x	11.7x	11.0x
Genuine Parts Company	GPC	\$93.19	\$109.00 / \$82.15	14,230	14,909	7.4x	20.6x	19.2x	17.7x	2.1x	2.0x	1.0x	0.9x	0.9x	11.7x	10.8x	10.2x
KAR Auction Services, Inc.	KAR	\$37.93	\$39.52 / \$25.91	5,359	7,825	NM	29.1x	22.1x	19.4x	1.6x	1.4x	3.3x	3.1x	2.9x	13.6x	12.0x	11.1x
O'Reilly Automotive, Inc.	ORLY	\$216.24	\$220.11 / \$141.08	22,013	23,160	17.7x	30.0x	25.3x	22.2x	1.5x	1.3x	3.2x	3.0x	2.8x	15.9x	14.2x	13.1x
Pep Boys - Manny, Moe & Jack	PBY	\$9.62	\$13.22 / \$8.00	515	855	1.0x	NM	NM	33.8x	NM	NA	0.4x	0.4x	0.4x	9.5x	8.6x	6.2x
U.S. Auto Parts Network, Inc.	PRTS	\$2.17	\$4.09 / \$2.07	73	89	4.2x	NM	NM	NM	NM	NM	0.3x	0.3x	0.3x	16.6x	13.6x	8.9x
Uni-Select, Inc. <sup>1</sup>	UNS	\$43.68	\$35.20 / \$19.75	927	1,109	5.0x	24.5x	18.9x	18.3x	NM	NM	0.6x	0.8x	1.0x	13.1x	12.2x	13.0x
	MEAN			\$9,463	\$10,798	12.9X	24.2X	20.3X	20.5X	1.6X	1.4X	1.6X	1.5X	1.5X	12.8X	11.6X	10.3X
	MEDIAN			\$8,154	\$10,164	6.2X	22.7X	19.1X	18.3X	1.5X	1.3X	1.1X	1.1X	1.1X	12.7X	11.8X	10.6X
<b>INDEPENDENT SERVICE PROVIDERS &amp; DEALERS</b>																	
Asbury Automotive Group, Inc.	ABG	\$83.10	\$83.62 / \$52.88	\$2,375	\$3,916	8.1x	18.4x	16.1x	14.4x	1.0x	0.9x	0.7x	0.6x	0.6x	13.4x	12.3x	11.4x
AutoNation, Inc.	AN	\$64.33	\$65.00 / \$46.16	7,306	12,457	18.1x	18.2x	16.2x	14.5x	1.1x	1.0x	0.7x	0.6x	0.6x	13.7x	12.7x	11.6x
CarMax, Inc.	KMX	\$69.01	\$69.60 / \$42.54	14,493	23,119	4.6x	25.5x	26.5x	22.8x	1.7x	1.5x	1.6x	1.6x	1.5x	22.5x	21.4x	19.1x
Group 1 Automotive, Inc.	GPI	\$86.33	\$93.23 / \$60.31	2,093	4,548	NM	13.6x	12.9x	11.6x	0.9x	0.8x	0.5x	0.4x	0.4x	11.8x	12.0x	11.1x
Lithia Motors, Inc.	LAD	\$99.41	\$100.25 / \$63.05	2,610	4,401	8.1x	19.2x	16.1x	14.5x	0.7x	0.7x	0.8x	0.6x	0.5x	16.7x	12.9x	11.8x
Monro Muffler Brake, Inc.	MNRO	\$65.05	\$67.93 / \$46.93	2,060	2,338	26.7x	34.8x	34.4x	28.0x	2.3x	1.9x	2.7x	2.6x	2.3x	16.6x	16.3x	13.7x
Penske Automotive Group, Inc.	PAG	\$51.49	\$52.70 / \$36.36	4,651	8,729	NM	16.9x	13.9x	12.7x	1.1x	1.0x	0.5x	0.5x	0.4x	14.4x	13.6x	12.6x
Pep Boys - Manny, Moe & Jack	PBY	\$9.62	\$13.22 / \$8.00	515	855	1.0x	NM	NM	33.8x	NM	NA	0.4x	0.4x	0.4x	9.5x	8.6x	6.2x
Rush Enterprises, Inc.	RUSH.B	\$24.72	\$32.88 / \$23.73	1,066	2,356	3.6x	25.9x	16.1x	13.9x	NA	NA	0.7x	0.6x	0.5x	13.1x	14.0x	11.4x
Sonic Automotive, Inc.	SAH	\$24.90	\$27.87 / \$21.76	1,268	3,320	11.8x	12.4x	13.0x	11.5x	1.2x	1.0x	0.4x	0.3x	0.3x	11.1x	11.6x	10.8x
	MEAN			\$3,844	\$6,604	10.3X	20.6X	18.3X	17.8X	1.3X	1.1X	0.9X	0.8X	0.8X	14.3X	13.5X	12.0X
	MEDIAN			\$2,234	\$4,159	8.1X	18.4X	16.1X	14.4X	1.1X	1.0X	0.7X	0.6X	0.5X	13.5X	12.8X	11.5X
<b>COLLISION</b>																	
Boyd Group Income Fund <sup>1</sup>	BYD.UN	\$41.86	\$43.12 / \$27.88	\$881	\$767	NM	24.6x	19.1x	16.1x	NA	NA	0.9x	0.7x	0.7x	14.2x	8.9x	7.9x
Copart, Inc.	CPRT	\$37.57	\$38.50 / \$29.93	4,750	4,845	6.1x	21.7x	21.8x	19.7x	1.6x	1.4x	4.2x	4.1x	3.9x	11.7x	11.7x	10.8x
KAR Auction Services, Inc.	KAR	\$37.93	\$39.52 / \$25.91	5,359	7,825	NM	29.1x	22.1x	19.4x	1.6x	1.4x	3.3x	3.1x	2.9x	13.6x	12.0x	11.1x
LKQ Corp.	LKQ	\$25.56	\$29.84 / \$22.90	7,773	9,529	41.7x	20.9x	18.2x	15.4x	1.0x	0.9x	1.4x	1.3x	1.2x	12.2x	10.9x	9.6x
Solera Holdings, Inc.	SLH	\$51.66	\$69.60 / \$45.69	3,471	5,780	NM	49.5x	16.3x	14.8x	1.5x	1.3x	5.3x	5.1x	4.7x	14.2x	12.4x	11.5x
	MEAN			\$4,447	\$5,749	23.9X	29.2X	19.5X	17.1X	1.4X	1.3X	3.0X	2.9X	2.7X	13.2X	11.2X	10.2X
	MEDIAN			\$4,750	\$5,780	23.9X	24.6X	19.1X	16.1X	1.5X	1.4X	3.3X	3.1X	2.9X	13.6X	11.7X	10.8X

<sup>1</sup> Stock Prices, Market Cap, and Enterprise Values converted at the exchange rate as of the date above

\* Definitions: LTM = Last Twelve Months; EBITDA = Earnings Before Interest, Taxes, Depreciation, and Amortization; P / E = Stock Price / Earnings Per Share; TEV = Total Enterprise Value

TBV = Tangible Book Value; PEG = (Calendarized P / E) / Long Term Growth Rate

Sources: Capital IQ, Company filings

# FINANCIAL PROFILES OF SELECT AUTO CARE COMPANIES

BB&T Capital Markets

## Operating Results

Last 12 Months as of 3/31/2015  
(\$ in millions, except per share)

	Ticker	LTM Date	Revenue	EBITDA	EBIT	Net Income	Gross	EBITDA	EBIT	NI	Sales Growth		EBITDA Growth		SSS
											1 Year	5 Year	1 Year	5 Year	Latest Q
<b>SUPPLIERS</b>															
Affinia Group Intermediate Holdings, Inc. <sup>1</sup>	N/A	12/31/14	\$1,396	\$169	\$149	\$82	24.4%	12.1%	10.7%	5.9%	2.6%	3.0%	15.0%	7.3%	
Cooper Tire & Rubber Co.	CTB	12/31/14	3,425	518	379	214	19.0%	15.1%	11.1%	6.2%	(0.4%)	4.3%	7.3%	9.1%	
Dorman Products, Inc.	DORM	12/27/14	751	153	141	90	38.2%	20.4%	18.7%	12.0%	13.1%	14.8%	11.1%	24.4%	
Federal-Mogul Corp.	FDML	12/31/14	7,317	611	277	(168)	14.4%	8.4%	3.8%	(2.3%)	7.8%	6.5%	8.1%	10.0%	
Goodyear Tire & Rubber Co.	GT	12/31/14	18,138	2,251	1,519	2,452	23.4%	12.4%	8.4%	13.5%	(7.2%)	2.2%	6.9%	20.1%	
Motorcar Parts of America, Inc.	MPAA	12/31/14	294	38	35	11	29.1%	12.8%	12.0%	3.9%	22.7%	16.3%	2.1%	15.0%	
Remy International, Inc.	REMY	12/31/14	1,182	126	55	6	15.6%	10.7%	4.7%	0.5%	3.7%	5.4%	(0.3%)	3.4%	
Snap-on, Inc.	SNA	01/03/15	3,493	757	691	422	49.8%	21.7%	19.8%	12.1%	7.9%	7.6%	15.7%	17.5%	
Standard Motor Products, Inc.	SMP	12/31/14	980	113	96	43	29.5%	11.5%	9.8%	4.4%	(0.3%)	5.9%	6.4%	20.8%	
Tenneco, Inc.	TEN	12/31/14	8,420	736	544	226	16.9%	8.7%	6.5%	2.7%	5.7%	12.6%	5.9%	16.0%	
UCI Holdings Limited <sup>1</sup>	N/A	12/31/14	1,010	115	62	(36)	14.5%	11.4%	6.1%	(3.6%)	1.4%	2.7%	(2.3%)	13.7%	
	MEAN		\$4,219	\$508	\$359	\$304	25.0%	13.2%	10.1%	5.0%	5.2%	7.4%	6.9%	14.3%	NA
	MEDIAN		\$1,396	\$169	\$149	\$82	23.4%	12.1%	9.8%	4.4%	3.7%	5.9%	6.9%	15.0%	NA
<b>RETAILERS &amp; DISTRIBUTORS</b>															
Advance Auto Parts, Inc.	AAP	01/03/15	\$9,844	\$1,243	\$958	\$494	45.2%	12.6%	9.7%	5.0%	51.6%	12.7%	37.9%	15.3%	1.1%
American Tire Distributors Holdings, Inc. <sup>1</sup>	N/A	01/03/15	5,031	242	89	(95)	17.6%	4.8%	1.8%	(1.9%)	31.1%	18.3%	29.4%	19.4%	
AutoZone, Inc.	AZO	02/14/15	9,795	2,139	1,874	1,109	52.2%	21.8%	19.1%	11.3%	4.4%	7.0%	4.1%	8.9%	4.3%
Genuine Parts Company <sup>2</sup>	GPC	12/31/14	15,342	1,273	1,124	711	29.9%	8.3%	7.3%	4.6%	9.0%	8.8%	5.2%	10.8%	7.0%
KAR Auction Services, Inc.	KAR	12/31/14	2,365	574	378	169	44.2%	24.3%	16.0%	7.2%	8.8%	NA	16.1%	NA	
O'Reilly Automotive, Inc.	ORLY	12/31/14	7,216	1,468	1,270	778	51.4%	20.4%	17.6%	10.8%	8.5%	8.3%	13.8%	16.4%	6.0%
Pep Boys - Manny, Moe & Jack <sup>3</sup>	PBY	11/01/14	2,078	90	16	(4)	23.5%	4.3%	0.8%	(0.2%)	(1.1%)	1.6%	(22.1%)	(1.3%)	(0.2%)
U.S. Auto Parts Network, Inc.	PRTS	01/03/15	284	5	(4)	(7)	28.1%	1.9%	(1.4%)	(2.4%)	11.3%	10.0%	17.5%	(4.9%)	
Uni-Select, Inc. <sup>5</sup>	UNS	12/31/14	1,784	92	71	50	NM	5.2%	4.0%	2.8%	(0.2%)	7.9%	12.5%	3.1%	1.1%
	MEAN		\$5,971	\$792	\$642	\$356	36.5%	11.5%	8.3%	4.1%	13.7%	9.3%	12.7%	8.5%	3.2%
	MEDIAN		\$5,031	\$574	\$378	\$169	37.1%	8.3%	7.3%	4.6%	8.8%	8.5%	13.8%	9.8%	2.7%
<b>INDEPENDENT SERVICE PROVIDERS &amp; DEALERS</b>															
Asbury Automotive Group, Inc.	ABG	12/31/14	\$5,868	\$297	\$270	\$112	16.5%	5.1%	4.6%	1.9%	10.0%	11.7%	14.6%	20.8%	
AutoNation, Inc.	AN	12/31/14	19,109	915	808	419	15.6%	4.8%	4.2%	2.2%	9.1%	12.4%	10.7%	14.7%	
CarMax, Inc.	KMX	02/28/15	14,269	1,091	976	597	15.8%	7.6%	6.8%	4.2%	10.5%	13.3%	17.2%	14.4%	
Group 1 Automotive, Inc.	GPI	12/31/14	9,938	386	344	93	14.6%	3.9%	3.5%	0.9%	11.4%	17.0%	19.8%	20.1%	
Lithia Motors, Inc.	LAD	12/31/14	5,390	266	240	139	15.3%	4.9%	4.4%	2.6%	34.6%	25.5%	26.8%	34.4%	
Monro Muffler Brake, Inc.	MNRO	12/27/14	879	142	108	61	39.5%	16.1%	12.3%	7.0%	6.6%	10.4%	15.0%	13.1%	(1.8%)
Penske Automotive Group, Inc.	PAG	12/31/14	17,177	574	504	287	15.0%	3.3%	2.9%	1.7%	18.9%	13.8%	16.4%	17.8%	
Pep Boys - Manny, Moe & Jack <sup>3</sup>	PBY	11/01/14	2,078	90	16	(4)	23.5%	4.3%	0.8%	(0.2%)	(1.1%)	1.6%	(22.1%)	(1.3%)	6.1%
Rush Enterprises, Inc.	RUSH.B	12/31/14	4,727	265	145	80	16.0%	5.6%	3.1%	1.7%	39.7%	31.5%	37.2%	39.4%	
Sonic Automotive, Inc.	SAH	12/31/14	9,197	300	241	97	14.9%	3.3%	2.6%	1.1%	4.0%	8.7%	(0.1%)	7.8%	
	MEAN		\$8,863	\$433	\$365	\$188	18.7%	5.9%	4.5%	2.3%	14.4%	14.6%	13.5%	18.1%	2.2%
	MEDIAN		\$7,532	\$298	\$255	\$104	15.7%	4.9%	3.8%	1.8%	10.3%	12.8%	15.7%	16.2%	2.2%
<b>COLLISION</b>															
Boyd Group Income Fund <sup>4</sup>	BYD.UN	12/31/14	\$844	\$69	\$50	(\$15)	46.2%	8.1%	5.9%	(1.8%)	46.0%	30.4%	66.8%	35.3%	7.6%
Copart, Inc. <sup>6</sup>	CPRT	01/31/15	1,164	417	369	197	44.0%	35.9%	31.7%	16.9%	5.1%	9.4%	24.4%	9.0%	4.6%
KAR Auction Services, Inc.	KAR	12/31/14	2,365	574	378	169	44.2%	24.3%	16.0%	7.2%	8.8%	NA	16.1%	NA	
LKQ Corp. <sup>7</sup>	LKQ	12/31/14	6,740	790	665	382	39.3%	11.7%	9.9%	5.7%	33.1%	26.9%	26.6%	23.8%	7.1%
Solera Holdings, Inc.	SLH	12/31/14	1,093	415	270	45	67.1%	38.0%	24.7%	4.2%	22.8%	12.8%	19.3%	11.9%	
	MEAN		\$2,441	\$453	\$346	\$156	48.2%	23.6%	17.8%	6.4%	23.2%	19.9%	30.6%	20.0%	6.4%
	MEDIAN		\$1,164	\$417	\$369	\$169	44.2%	24.3%	16.0%	5.7%	22.8%	19.9%	24.4%	17.8%	7.1%

<sup>1</sup> Affinia Group, American Tire Distributors, and UCI International have publicly traded debt only and thus are included in operating and performance metrics, but not valuation multiples

<sup>2</sup> Same Store Sales for Genuine Parts reflects automotive segment only

<sup>3</sup> Same Store Sales reflect Pep Boys' merchandise business only

<sup>4</sup> Same Store Sales reflect Pep Boys' service business only

<sup>5</sup> Reported results converted at the exchange rate as of the above date

<sup>6</sup> Same Store Sales reflect Copart's organic comp growth

<sup>7</sup> Same Store Sales reflect LKQ's organic growth for parts and services

\* Definitions: LTM = Last Twelve Months; EBITDA = Earnings Before Interest, Taxes, Depreciation, and Amortization; EBIT = Earnings Before Interest & Taxes; NI = Net Income

SSS = Same Store Sales, where applicable

Sources: Capital IQ, Company filings

# FINANCIAL PROFILES OF SELECT AUTO CARE COMPANIES

BB&T Capital Markets

## Balance Sheet Metrics

As of 3/31/2015  
(\$ in millions, except per share)

Ticker	Days Outstanding			Cash Conversion	Total Debt	Debt / Capital	Debt / EBITDA	Interest Coverage	Current Ratio	Quick Ratio	S&P Debt		
	A / R	Inventory	A / P								Rating	Outlook	
<b>SUPPLIERS</b>													
Affinia Group Intermediate Holdings, Inc. <sup>1</sup>	N/A	37.4	75.2	45.1	67.5	\$811	137.0%	4.8x	2.6x	2.2x	0.8x	B	Stable
Cooper Tire & Rubber Co.	CTB	38.8	61.8	38.2	62.4	366	29.3%	0.7x	13.2x	2.8x	1.8x	BB-	Stable
Dorman Products, Inc.	DORM	93.7	130.9	46.1	178.5	0	NA	NA	NA	5.0x	2.8x	NA	NA
Federal-Mogul Corp.	FDML	68.4	66.6	49.1	85.8	2,690	74.7%	4.4x	1.6x	1.7x	1.0x	B	Stable
Goodyear Tire & Rubber Co.	GT	45.6	72.0	79.3	38.4	6,394	59.1%	2.8x	3.1x	1.6x	0.9x	BB-	Positive
Motorcar Parts of America, Inc.	MPAA	NA	102.2	89.6	NA	82	30.4%	2.2x	2.6x	1.7x	0.8x	NA	NA
Remy International, Inc.	REMY	62.9	59.2	63.5	58.6	310	34.6%	2.5x	5.2x	1.7x	1.0x	BB-	Stable
Snap-on, Inc.	SNA	62.0	100.0	31.7	130.4	919	29.2%	1.2x	12.8x	2.6x	1.6x	A-	Stable
Standard Motor Products, Inc.	SMP	46.9	144.6	37.1	154.4	57	13.2%	0.5x	NM	1.9x	0.6x	NA	NA
Tenneco, Inc.	TEN	45.6	35.1	70.9	9.8	1,129	66.3%	1.5x	4.5x	1.3x	0.8x	BB+	Stable
UCI Holdings Limited <sup>1</sup>	N/A	85.4	91.6	60.7	116.3	708	75.8%	6.1x	1.5x	2.1x	1.0x	CCC+	Negative
MEAN		58.7	85.4	55.6	90.2	\$1,224	55.0%	2.7X	5.2X	2.2X	1.2X		
MEDIAN		54.4	75.2	49.1	76.7	\$708	46.8%	2.3X	3.1X	1.9X	1.0X		
<b>RETAILERS &amp; DISTRIBUTORS</b>													
Advance Auto Parts, Inc.	AAP	9.0	223.5	144.5	87.9	\$1,659	45.3%	1.3x	13.8x	1.3x	0.2x	BBB-	Stable
American Tire Distributors Holdings, Inc. <sup>1</sup>	N/A	25.0	82.7	54.9	52.9	1,824	74.5%	7.5x	1.3x	1.8x	0.5x	NA	NA
AutoZone, Inc.	AZO	7.2	254.2	259.1	2.4	4,448	149.3%	2.1x	10.5x	0.8x	0.1x	BBB	Stable
Genuine Parts Company	GPC	42.1	101.7	81.2	62.6	806	19.6%	0.6x	NM	1.6x	0.6x	NA	NA
KAR Auction Services, Inc.	KAR	248.4	NA	125.5	NA	2,620	62.9%	4.6x	5.5x	1.3x	1.2x	B+	Stable
O'Reilly Automotive, Inc.	ORLY	7.0	256.5	221.4	42.1	1,397	40.9%	1.0x	19.5x	1.1x	0.2x	BBB+	Stable
Pep Boys - Manny, Moe & Jack	PBY	5.0	152.5	53.8	103.6	377	40.7%	4.2x	1.4x	1.3x	0.1x	B	Stable
U.S. Auto Parts Network, Inc.	PRTS	5.8	77.7	38.8	44.7	21	48.1%	3.8x	NM	1.3x	0.2x	NA	NA
Uni-Select, Inc.	UNS	42.4	154.9	62.1	135.2	429	45.5%	4.6x	6.1x	1.8x	0.5x	NA	NA
MEAN		43.5	163.0	115.7	66.4	\$1,509	58.5%	3.3X	8.3X	1.4X	0.4X		
MEDIAN		9.0	153.7	81.2	57.8	\$1,397	45.5%	3.8X	6.1X	1.3X	0.2X		
<b>INDEPENDENT SERVICE PROVIDERS &amp; DEALERS</b>													
Asbury Automotive Group, Inc.	ABG	6.6	61.6	4.5	63.7	\$1,552	77.7%	5.2x	4.5x	1.2x	0.3x	BB	Positive
AutoNation, Inc.	AN	6.0	64.8	5.9	64.9	5,226	71.6%	5.7x	5.0x	1.0x	0.2x	BBB-	Stable
CarMax, Inc.	KMX	2.8	55.0	12.6	45.2	9,109	74.3%	8.3x	NM	2.6x	0.2x	NA	NA
Group 1 Automotive, Inc.	GPI	4.3	66.6	11.7	59.3	2,496	71.8%	6.5x	3.3x	1.1x	0.2x	BB+	Stable
Lithia Motors, Inc.	LAD	16.4	84.3	4.5	96.1	1,821	73.0%	6.9x	7.3x	1.1x	0.2x	NA	NA
Monro Muffler Brake, Inc.	MNRO	1.3	89.1	42.7	47.7	283	38.2%	2.0x	10.2x	1.2x	0.1x	NA	NA
Penske Automotive Group, Inc.	PAG	14.1	66.5	9.6	71.0	4,086	70.8%	7.1x	4.0x	1.1x	0.2x	BB	Stable
Pep Boys - Manny, Moe & Jack	PBY	5.0	152.5	53.8	103.6	377	40.7%	4.2x	1.4x	1.3x	0.1x	B	Stable
Rush Enterprises, Inc.	RUSH.B	8.5	83.9	9.8	82.6	1,482	66.0%	4.9x	0.4x	1.1x	0.3x	NA	NA
Sonic Automotive, Inc.	SAH	14.9	60.4	6.0	69.3	2,056	75.5%	6.9x	2.4x	1.1x	0.2x	BB	Stable
MEAN		8.0	78.5	16.1	70.4	\$2,849	66.0%	5.8X	4.3X	1.2X	0.1X		
MEDIAN		6.3	66.6	9.7	67.1	\$1,939	71.7%	6.1X	4.0X	1.2X	0.1X		
<b>COLLISION</b>													
Boyd Group Income Fund	BYD.UN	21.1	10.9	64.8	NM	\$147	0.5x	2.1x	7.5x	1.3x	1.0x	NA	NA
Copart, Inc.	CPRT	71.8	5.0	81.2	NM	686	0.4x	1.6x	NM	3.8x	3.6x	NA	NA
KAR Auction Services, Inc.	KAR	248.4	NA	125.5	NA	2,620	0.6x	4.6x	5.5x	1.3x	1.2x	B+	Stable
LKQ Corp.	LKQ	28.7	112.1	30.8	110.0	1,870	0.4x	2.4x	10.1x	3.1x	1.0x	BB+	Stable
Solera Holdings, Inc.	SLH	48.5	NA	37.2	NA	2,284	0.7x	5.5x	3.4x	2.2x	2.0x	BB-	Stable
MEAN		83.7	42.7	67.9	110.0	\$1,521	53.3%	3.2X	6.6X	2.3X	1.7X		
MEDIAN		48.5	10.9	64.8	110.0	\$1,870	52.0%	2.4X	6.5X	2.2X	1.2X		

<sup>1</sup> Affinia Group, American Tire Distributors, and UCI International have publicly traded debt only and thus are included in operating and balance sheet metrics, but not valuation multiples  
\* Definitions: EBITDA = Earnings Before Interest, Taxes, Depreciation, and Amortization; Acct. Rec. Days Outstanding = Accounts Receivable / Sales \* Days; Inventory Days Outstanding = Inventory / Cost of Goods Sold \* Days; Days Payable Outstanding = Accounts Payable / Cost of Goods Sold \* Days; Cash Conversion = Acct. Rec. Days Outstanding + Inventory Days Outstanding - Days Payable Outstanding; Debt / Capital = Total Debt / (Total Debt + Book Value of Equity); Interest Coverage = EBITDA / Interest Expense  
Sources: Capital IQ, Bloomberg, Company filings

## BB&T Capital Markets and M&A Overview

**2014 Aftermarket M&A Overview.** Following a relatively steady market in 2013, M&A activity roared back and eclipsed 2013 levels in 2014:

- 124 M&A deals closed in the aftermarket, primarily driven by the "middle market" (or deal values less than \$1 billion) versus 89 in 2013, an increase of more than 39%
- Private equity investors made 20 "platform" acquisitions (a new investment in a sector for a private equity firm), up 25% from 2013, bringing the total number of aftermarket private equity-owned businesses to 159 in 2014
- Strategic buyer activity increased significantly, with 104 aftermarket transactions in 2014 versus 72 in 2013, an increase of approximately 44%
- Suppliers or retailers / distributors accounted for 75 deals in 2014, up from 67 deals in 2013, and accounted for over 60% of aftermarket M&A volume during the year

Importantly, 2014 was characterized by strong demand driving aggressive buyer behavior:

- Buyers remained hungry for quality deals and, as a result, sell-side processes generated high levels of interest from both domestic and international buyers
- Competition among financial sponsors, along with historically high leverage levels and persisting low debt pricing, drove valuations higher and prompted more robust diligence prior to exclusivity
- Strategic buyers continued to aggressively pursue acquisitions as a means to supplement growth, underwriting higher levels of synergies
- Improved macroeconomic conditions, rising consumer confidence, and decreasing unemployment continued to drive transaction activity

**M&A Outlook for 2015.** The first quarter of 2015 showed no signs of a slowdown, and we expect the favorable industry drivers supporting M&A for the last three years to continue to look positive where an elevated level of deal activity in 2015 remains on par with 2014.

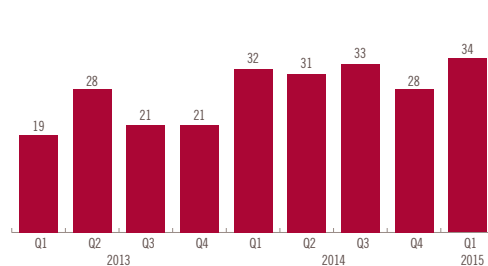
- Strategic and private equity buyers maintain near-record levels of cash and they will face increasing pressure over time to deploy it in acquisitions or return it to shareholders or limited partners
- Macroeconomic conditions continue to improve
- Aftermarket companies are actively pursuing consolidation opportunities

Despite these positive trends, we expect that interest rates will rise in 2015, which will challenge strategic buyers by reducing corporate cash flows and will limit private equity buyers' access to cheap capital.

Favorable industry drivers will continue to support deal volume in the aftermarket in 2015.

- The BB&T Aftermarket Index gained 25.9% versus the S&P 500's 12.4% in 2014 and each segment of the aftermarket outperformed the S&P 500
- Sales growth is expected to provide support for continued stock market gains during the next year
- Similar to 2014, favorable tailwinds are expected to support continued aftermarket growth from a macro perspective:
  - The light vehicle fleet continues to grow and is projected to approach 260 million light vehicles by 2016
  - The average age of vehicles on the road is at a record high of 11.4 years and is expected to rise, underscoring the need for consumers to maintain older vehicles and creating tailwinds for sustained industry growth
  - New light vehicle sales are expected to approach 17 million in 2015, which will particularly benefit the collision segment
  - Depressed gas prices support a rising trend in miles traveled

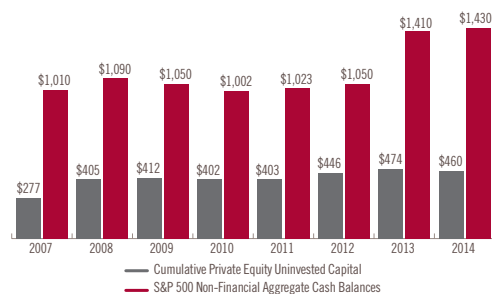
### AUTOMOTIVE AFTERMARKET DEALS BY QUARTER



Source: BB&T Capital Markets

### LARGE INVESTOR CASH BALANCES SUPPORT M&A

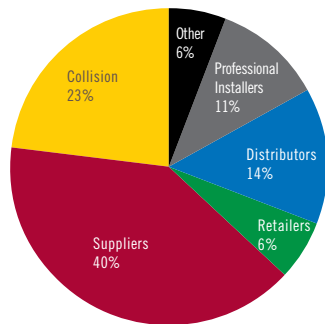
(\$ IN BILLIONS)



Source: S&P 500; Buyouts Magazine

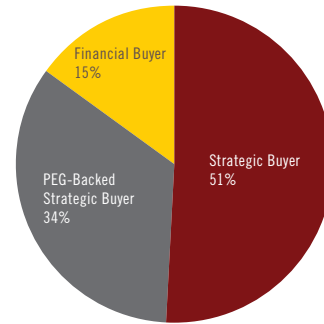
## Automotive Aftermarket M&A Activity

2014 M&A ACTIVITY BY SEGMENT



Source: BB&T Capital Markets

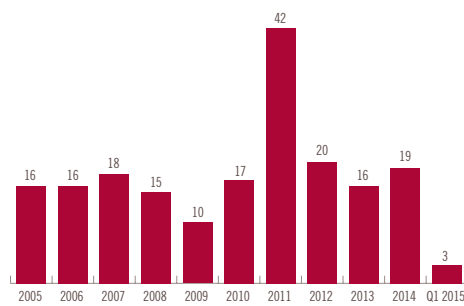
2014 M&A ACTIVITY BY BUYER TYPE



Source: BB&T Capital Markets

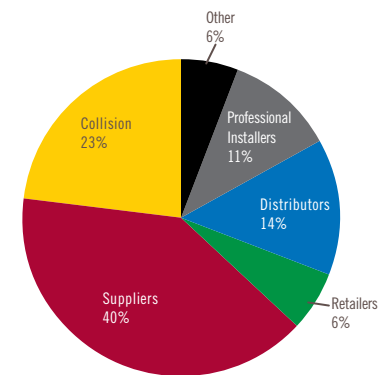
## Private Equity Backed Investments in the Automotive Aftermarket

CLOSED PRIVATE EQUITY INVESTMENTS IN THE AFTERMARKET (BY YEAR)



Source: BB&T Capital Markets



























PRIVATE EQUITY INVESTMENTS IN THE AFTERMARKET 2014



Source: BB&T Capital Markets

# SELECT AUTO CARE TRANSACTIONS

## Select Automotive Aftermarket Transactions

Date	Target	Buyer	TEV	Target Description
1/5/2015			NA	Manufacturer of performance fuel and ignition components
11/30/2014*		 (minority)	NA	Independent tire / service retailer (5th largest in the U.S.)
10/3/2014			NA	Distributor of replacement parts, supplies, and accessories for recreational vehicles
7/30/2014			NA	Manufacturer of specialty lubricants
7/29/2014*			NA	Designer, manufacturer, and retailer of performance tuning products
7/28/2014			NA	Manufacturer of branded tonneau covers and bed liners for light-duty trucks
5/5/2014		 SWANER PACE CORP.	NA	Manufacturer and distributor of household chemical products and automotive fluids
4/1/2014			NA	Distributor of auto parts serving repair garages, collision centers, dealerships, and retail customers
3/28/2014			\$365	Wholesale tire distributor
3/4/2014*			NA	Manufacturer and distributor of towing products and cargo management solutions
1/16/2014	 EXHAUST TECHNOLOGIES		NA	Manufacturer of exhaust and emissions products for the automotive, light-truck, and heavy-duty space
1/2/2014			\$450	Distributor of specialty aftermarket equipment and accessories
1/2/2014			\$2,040	Distributor of replacement automotive parts, supplies, and tools

\*Denotes transactions where BB&T Capital Markets served as a financial advisor

# SELECT AUTO CARE TRANSACTIONS

## Select Automotive Aftermarket Transactions

Close Date	Target Description	Target	Buyer
3/25/2015	Manufacturer of winch systems and accessories for consumer and industrial end-markets.	Superwinch, LLC	Kinderhook Industries
3/17/2015	Operates a dealer automotive auction in Pennsylvania.	Pittsburgh Auto Auction	ADESA, Inc.
3/17/2015	Operates nine Savannah-based dealerships / retail locations under the Tire Pros umbrella.	Savannah Tire and Rubber Company, Inc.	Express Oil, LLC
3/16/2015	Operates a multi-shop full services glass company in North Carolina.	Interstate Glass	ABRA, Inc.
3/9/2015	Manufactures off-road and lift kit suspension parts for trucks and SUVs.	ReadyLIFT Suspension Inc.	Mangrove Equity Partners
3/5/2015	Wholesales automotive parts in Western Canada.	Wilter Auto & Industrial Supply	Uni-Select
3/3/2015	Operates a collision repair facility in Illinois.	Loro Auto Works Collision Repair Center, Inc.	Service King Paint & Body, LLC
3/2/2015	Operates a collision repair facility in Illinois.	Central Collision Centers, Inc.	Service King Paint & Body, LLC
3/2/2015	Provides automotive interior solutions.	Leon Automotive Interiors	Motus Integrated Technologies
3/2/2015	Manufactures and distributes steering systems and specialty products to the OE and aftermarket.	Maval Manufacturing, Inc.	Remy International, Inc.
2/27/2015	Operates a collision repair facility in New York.	Crash1 Off Alpine Collision Center	ABRA, Inc.
2/25/2015	Operates collision repair facilities in New York.	Collision Experts Inc.	H&V Collision Center, Inc.
2/23/2015	Manufactures racing suspension products primarily for circle track applications.	Competition Suspension, Inc.	A-FAB, LLC
2/20/2015	Operates a collision repair facility in North Carolina.	Triangle Auto Body Corp.	ABRA, Inc.
2/19/2015	Distributes automotive and marine paint products in Florida.	Sea Hawk Refinish Line, Inc.	FinishMaster Inc.
2/12/2015	Provides exterior accessories for heavy duty truck and trailer end-markets.	ATDynamics, Inc.	Stemco LP
2/6/2015	Operates collision repair facilities in Washington.	Barrett's Collision Centers	ABRA, Inc.
2/6/2015	Operates a collision repair facility in Washington.	GW Auto Rebuild	ABRA, Inc.
2/6/2015	Distributes paint protection and tint products for the Canadian market.	Parasol Canada	XPEL Canada Corporation
2/6/2015	Distributes powersports parts and accessories in the UK.	Hi-Level Enterprises Limited	Arrowhead Electrical Products, Inc.
2/6/2015	Provides LED lighting and electronics for the off-road, powersports, light-duty, and heavy-duty end-markets.	Rigid Industries, Inc.	Truck-Lite Co.
2/3/2015	Manufactures Jeep exterior accessories and parts.	Poison Spyder Customs	Transamerican Manufacturing Group
2/3/2015	Operates a collision repair facility in Washington.	Charlie's State Avenue Collision Repair, Inc.	Service King Paint & Body, LLC
1/28/2015	Supplies brake pads and friction materials.	OE Quality Friction Inc.	Brake Parts Inc.
1/20/2015	Operates a collision repair facility in Florida.	Jack's Collision Center, LLC	Service King Paint & Body, LLC
1/20/2015	Provides exterior accessories for light and heavy duty truck and SUV end-markets.	Bushwacker	Lund International
1/9/2015	Distributes tires and provides automotive repair services in Canada.	Integra Tire and Auto Centers Ltd.	Trican Tire Distributors, Inc.
1/6/2015	Engineers and manufactures both OE and aftermarket drivetrain systems.	AxleTech International	The Carlyle Group
1/6/2015	Operates collision repair facilities in Florida.	Craftmaster Auto Body Group, Inc.	Boyd Group
1/5/2015	Manufactures performance ignition and fuel products for cars, trucks, and powersports end-markets.	ACCEL Performance Group, LLC	MSDP LLC
1/5/2015	Operates a collision repair facility in Virginia.	Craftsman Auto Body	Caliber Bodyworks, Inc.
1/5/2015	Operates a collision repair facility in Maryland.	Pohanka Collision Centers	Caliber Bodyworks, Inc.
1/5/2015	Provides leather and automotive interior solutions.	Eagle Ottawa, LLC	Lear Corporation
1/2/2015	Operates collision repair facilities in Pennsylvania.	Grand Sport Auto Body	Service King Paint & Body, LLC
12/31/2014	Owns and operates vehicle dealerships, as well as provides automotive collision repair services in Virginia and Maryland.	Pohanka Collision Centers Inc	Caliber Collision Centers

## Select Automotive Aftermarket Transactions

Close Date	Target Description	Target	Buyer
12/31/2014	Develops, manufactures, and distributes engine management and ignition products for the automotive aftermarket industry in North America and Europe.	Richporter Technology Itée	Spectra Premium Industries Inc.
12/23/2014	Designs, manufactures, and supplies engineered plastic injection-molded components to the automotive industry.	US Farathane Corporation	The Gores Group LLC; Evergreen Capital Partners LLC
12/19/2014	Operates collision repair facilities in Utah.	Central Collision Center	Service King Paint & Body, LLC
12/18/2014	Manufactures tight-tolerance rubber components for use in medical, automotive, and industrial applications.	Q Holding Co.	3i Group plc
12/15/2014	Provides auto body repair services.	Collision Automotive Repair Specialists Inc. and Consolidated Collision Center	ABRA, Inc.
12/11/2014	Develops and builds software and services for the vehicle dismantling industry in the United States and internationally.	Actual Systems of America Inc.	CCC Information Services Inc.
12/10/2014	Provides accessories for the Jeep, light truck, and sport-utility vehicle markets.	Rampage Products, LLC	Lund International, Inc.
12/10/2014	Provides auto services such as air conditioning, alignment, belts and hoses, batteries, brakes, shocks and struts, and oil and lube services.	Raben Tire Co., Inc.	Palladium Equity Partners
12/3/2014	Operates an auto collision repair and body shop in Henderson, Kentucky.	B & B Collision & Repair, LLC	Lefler Collision and Glass Repair Center
11/30/2014	Manufactures and distributes vehicle aftermarket products for automotive and heavy duty vehicles in North America.	BBB Industries, LLC	Pamplona Capital Management LLP
11/28/2014	Provides auto restoration, and auto body and collision repair services.	Kirmac Collision Services	Service King Paint & Body, LLC
11/25/2014	Operates a top and body repair and paint shop, specializing in automotive body work.	Ridgeland Body Shop Inc.	Service King Paint & Body, LLC
11/21/2014	Provides auto restoration and auto body and collision repair services.	Collision Services LLC	ABRA, Inc.
11/24/2014	Offers collision repair services.	Auto Image, Inc.	Service King Paint & Body, LLC
11/17/2014	Operates auto body repair shops.	FCC Collision Centers	Caliber Collision Centers
11/17/2014	Operates auto body repair shops.	Car West Auto Body, Inc.	Service King Paint & Body, LLC
11/3/2014	Tire and service retailer.	Mavis Tire Supply Corporation	ONCAP (minority)
11/1/2014	Manufactures automotive interiors.	Visteon Sistemas Interiores Espana, S.L.	Cerberus Capital Management, L.P.
10/31/2014	Manufactures and supplies automotive and heavy duty replacement parts.	Qualitor Inc.	Wellspring Capital Management LLC
10/31/2014	Operate in the combined paint, body and equipment (PBE) and tools wholesaler in the automotive aftermarket.	MEDCO and G2S Equipement de Fabrication et d'Entretien ULC	United Stationers Supply Company
10/29/2014	Distributes automotive paints.	Leading Edge Auto Refinishers, Inc.	WESCO Corp.
10/24/2014	Owns and operates a collision repair center for vehicles.	International Collision Repair Center, LLC	Service King Paint & Body, LLC
10/17/2014	Supplier of clutches and friction materials to outdoor power equipment end markets.	Outdoor Power Equipment Distributors, Inc.	Arrowhead Electrical Products
10/15/2014	Designs and manufactures heavy-duty turn signal switches and lighting and safety systems.	Vehicle Safety Manufacturing, LLC	Rostra Precision Controls, Inc.
10/14/2014	Designs and manufactures valves, mechanical and electronic system components, and sensing technologies for customers in the Asia, Europe, North America, South America, and Africa.	Schrader International, Inc.	Sensata Technologies B.V.
10/10/2014	Provides collision repair and restoration services.	Corpo Collision Center, Inc.	ABRA, Inc.
10/3/2014	Distributes replacement parts, supplies, and accessories for recreational vehicles to RV dealers, supply stores, and service centers.	Stag Parkway Holding Company	Keystone Automotive Operations, Inc.
9/28/2014	Owns and operates 9 Goodyear tire stores in Georgia.	Wood & Fullerton	Mr. Tire, Inc.
9/27/2014	Distributes OE import replacement parts through 17 locations.	Interamerican Motor Corporation	AutoZone, Inc.
9/25/2014	Manufactures vehicle security and remote start systems for the automotive aftermarket.	Crimestopper Security Products, Inc.	Rockford Corporation
9/23/2014	Distributes heavy duty truck parts.	Palm Beach Spring Company	TruckPro, LLC

# SELECT AUTO CARE TRANSACTIONS

**BB&T** Capital Markets

## Select Automotive Aftermarket Transactions

Close Date	Target Description	Target	Buyer
9/22/2014	Provides auto body/collision repair services in Southern California.	Marco's Auto Body, Inc.	Service King Paint & Body, LLC
9/15/2014	Provides products and services that create horsepower for the off-road industry.	Trinity Racing, Inc.	Streamline Industries, Inc.
9/12/2014	Owns and operates auto collision repair shops in the New Orleans, Baton Rouge, and Hammond metropolitan areas.	Champ's Holding Company, LLC	The Boyd Group (U.S.) Inc.
9/12/2014	Operates an auto parts store in Garner, North Carolina.	Loop Road Auto Parts	Auto Supply Company, Inc.
9/10/2014	Provides auto body / collision repair services in Southern California.	Holmes Body Shop, Inc.	Cooks Collision, Inc.
9/8/2014	Manufactures weatherstripping, rubber, and sealing products for restoration, street rod, and custom OEM applications.	SoffSeal, Inc.	Restoration Parts Unlimited, Inc.
9/8/2014	Provides collision repair services.	Arthurs Auto Collision & Paint, Inc.	Caliber Collision Centers
9/4/2014	Operates 37 quick lube retail locations.	The Lube Stop, Inc.	Argonne Capital Group, LLC
9/2/2014	Manufactures and supplies ultra lightweight lithium-ion batteries for race vehicles.	Braille Battery INC.	Grafoid Inc.
9/2/2014	Engages in new and used truck sales, parts sales, scheduled full-service maintenance, truck repair services, truck rental, full-service leasing, and truck financing.	GWP Holdings, Inc.	Dobbs Management Service, LLC
8/31/2014	Operates tire retail stores in Florida.	The Tire Choice & Total Car Care	Monro Muffler Brake Inc.
8/29/2014	Designs, develops, manufactures, installs, and tests convertible top replacements, auto headliners, and window systems.	E-Z On Auto Tops, LLC	GAHH, LLC
8/28/2014	Provides vehicle repair services.	ABRA, Inc.	Hellman & Friedman LLC
8/21/2014	Designs, manufactures, and markets products and services for vehicle manufacturers and aftermarket dealers.	Innovative Xcessories & Services LLC ("Line-X")	Olympus Partners
8/20/2014	Designs, manufactures, supplies, and repairs chain, fitting, overhead lifting, cargo control, and traction products in North America.	Peerless Industrial Group, Inc.	Harrington Hoists, Inc.
8/21/2014	Operates a chain of car wash and lube centers.	MCW Inc.	Leonard Green & Partners, L.P.
8/20/2014	Is an auto parts company that operates stores and a distribution center.	United Auto Supply, Inc.	Automotive Parts Headquarters, Inc.
8/11/2014	Provides engine rebuild programs for racing engines.	Arrow Racing Engines LLC	Prefix Corporation
8/11/2014	Provides trucks part repair services including on-site inspections, on-site PM and service work, computerized ABS and engine diagnostics, and brake repair.	Republic Diesel, Inc., Truck Parts and Service Business	FleetPride, Inc.
8/11/2014	Markets and services a full line of Peterbilt Trucks.	Peterbilt Of Ontario Inc.	Cervus Equipment Corporation
7/30/2014	Blends, compounds, packs, and markets specialty lubricants.	Spectrum Corporation	Phillips 66
7/29/2014	Designs, engineers, and manufactures performance automotive products and software.	COBB Tuning Products, LLC	Auto Meter Products, Inc.
7/28/2014	Manufactures tonneau covers for light duty trucks and develops bed liners for the light truck market.	Tectum Holdings, Inc.	TA Associates Management, L.P.
7/18/2014	Provides carwash operator services, education, supplies, and equipment systems for car washes.	National Carwash Solutions, LP	Ryko Solutions, Inc.
7/2/2014	Manufactures and sells plastic consumer, industrial, and military products.	Scepter Corporation	Myers Industries Inc.
7/1/2014	Manufactures and supplies parts.	The Right Stuff Detailing Inc.	Restoration Parts Unlimited, Inc.
7/1/2014	Supplies the automotive aftermarket with electronics and sensors.	Johnson Controls Inc., Automotive Electronics Business	Visteon Corporation
7/1/2014	Manufactures and delivers shaft couplings, motion control couplings, engine flywheel couplings, pipe couplings, and PTO shafting.	Guardian Industries, Inc.	Altra Industrial Motion Corp.
7/1/2014	Owns and operates a network of paint and decoration centers in Western Pennsylvania and Eastern Ohio.	Masterwork Paint Company, Inc.	PPG Industries Inc.
6/30/2014	Manufactures restoration parts and accessories specific to the Ford Motor Co. vehicle line.	Mr. Mustang, Inc.	Restoration Parts Unlimited, Inc.

# SELECT AUTO CARE TRANSACTIONS

## Select Automotive Aftermarket Transactions

Close Date	Target Description	Target	Buyer
6/30/2014	Comprises an auto repair center and service provider.	Crawford Auto Restoration Repair Center	The Boyd Group (U.S.) Inc.
6/30/2014	Comprises an auto repair center and service provider.	"L" Monty Body Shop, Inc.	Caliber Collision Centers
6/27/2014	Wholesale distribution of tires, tire parts, tire accessories, and related equipment.	Kirk's Tire Ltd, Wholesale Distribution Business	Trican Tire Distributors Inc.
6/27/2014	Distributes tires, tire parts, tire accessories, and related equipment.	Regional Tire Distributors (Edmonton) Inc.	Trican Tire Distributors Inc.
6/27/2014	Distributes tires, tire parts, tire accessories, and related equipment.	Regional Tire Distributors (Calgary) Inc.	Trican Tire Distributors Inc.
6/27/2014	Distribute wheels and related accessories.	Trail Tire Distributors Ltd and Extreme Wheel Distributors Ltd	Trican Tire Distributors Inc.
6/27/2014	Provides dent repair, auto body repair, painting, and refinishing services for cars, trucks, sports utility vehicles, or vans.	True Quality Collision, LLC	ABRA, Inc.
6/17/2014	Comprises of eight automotive repair facilities.	SRSANDCO, LLC, Eight America's Service Station Locations	Meineke Car Care Centers, Inc.
6/16/2014	Operates a collision repair center.	Fenders Collision Center, Inc.	Caliber Collision Centers
6/15/2014	Operates 10 retail tire and automotive repair service centers in Michigan.	Kan Rock Tire Company, Inc.	Monro Muffler Brake Inc.
6/4/2014	Retails automotive parts and accessories.	Champion Parts City	O'Reilly Automotive Inc.
6/3/2014	Designs and manufactures automotive aftermarket products.	Aries Automotive Accessories, Inc.	CURT Manufacturing, LLC
6/3/2014	Owns and operates auto collision repair centers in North Carolina.	Haddock Collision Centers, LLC	Caliber Collision Centers
6/3/2014	Operates a chain of vehicle repair facilities that offer collision repair services.	Sterling Autobody Centers, Inc.	Service King Paint & Body, LLC
6/2/2014	Operate a chain of vehicle, collision repair services.	Collex Collision Experts, Inc. and Collex Collision Experts of Florida Inc.	The Boyd Group (U.S.) Inc.
6/2/2014	Provides collision repair services.	Classic Collision Center, Inc.	Caliber Collision Centers
5/28/2014	Manufactures on-car brake lathes, adapters, accessories/ consumables, and parts.	Pro-Cut International	Snap-on Incorporated
5/22/2014	Facilitates transactions between buyers and sellers at its Internet-enabled physical and private label remote sales in California, Texas, Mississippi, Florida, South Carolina, and Wisconsin.	American Auto Auction Group, LLC (nka:XLerate Group)	Huron Capital Partners, LLC
5/15/2014	Comprises six car wash centers in Albuquerque, New Mexico.	Octopus Car Washes, Six Locations in Albuquerque	MCW Inc.
5/5/2014	Operates as a producer, formulator, contract packager, and wholesale distributor of household chemical products and automotive fluids.	Recochem Inc.	Swander Pace Capital; SPC Partners V, L.P.
5/2/2014	Comprises five outlets which include retail, commercial, and tire service centers offering retreading services.	Kauffman Tire Inc., Five Northeast Ohio Locations	Bob Sumerel Tire Co. Inc.
5/1/2014	Designs, manufactures, distributes, and markets industrial grade products and services.	Affinia Group Inc., Global Chassis Business	Federal-Mogul Corporation (nka:Federal-Mogul Holdings Corporation)
4/25/2014	Owns and operates auto body repair service centers in the United States.	Collision Centers of America Inc	ABRA, Inc.
4/21/2014	Manufactures and markets climate control products for manufacturers in the automotive, heavy truck, and industrial markets.	Annex Manufacturing Inc.	Standard Motor Products Inc.
4/14/2014	Engages in automotive, transportation, and contract services.	DORA Holdings, Inc.	The Boyd Group (U.S.) Inc.
4/13/2014	Operates automotive repair service centers.	Bald Tire & Auto, Inc.	Monro Muffler Brake Inc.
4/2/2014	Distributes automotive replacement parts, maintenance items, and accessories.	J. K. Distributors, Inc.	Uni-Select USA, Inc.
4/2/2014	Provides truck and trailer repair and installation services.	Aaction Truck & Trailer Repair Inc.	Inland Truck Parts Company, Inc.
4/1/2014	Represents the combined operations of Fogelsta, Thule Rental AB, Thule Trailers A/S, and Thule Trailers Sp.	Brenderup Group	Accent Equity Partners AB; Accent Equity 2012 L.P.
4/1/2014	Offers automotive parts and accessories.	KOI Warehouse	Fisher Auto Parts, Inc.

# SELECT AUTO CARE TRANSACTIONS

**BB&T** Capital Markets

## Select Automotive Aftermarket Transactions

Close Date	Target Description	Target	Buyer
3/31/2014	Provides aftermarket suspension solutions.	Sport Truck USA, Inc.	Fox Factory Holding Corp.
3/31/2014	Provides data analytic and lead-generation solutions to the automotive dealership industry.	AutoAlert, Inc.	HGGC, LLC; HGGC Fund II, L.P.
3/28/2014	Designs, manufactures, and markets aftermarket motorsport parts and accessories.	Motorsport Aftermarket Group, Inc.	Ed Tucker Distributor, Inc.
3/28/2014	Distributes tires in the United States.	Terry's Tire Town, Inc.	American Tire Distributors, Inc.
3/18/2014	Provides tonneau cover products for trucks.	Laurmark Enterprises, Inc.	Tectum Holdings, Inc.
3/17/2014	Manufactures and distributes automotive air conditioning products for do-it-yourselfer and professional service technicians.	IDQ Operating, Inc.	Armored AutoGroup, Inc.
3/14/2014	Manufactures classic replica cars/sports cars and automotive parts.	Custom Coachwerks	Rock West Composites, Inc.
3/12/2014	Designs, develops, manufactures, tests, and supplies racing engines and powertains.	Katech, Inc.	EcoMotors International Inc.
3/12/2014	Provides auto repair services in the Oklahoma City, Oklahoma area.	21st Century Automotive Collision Repair Specialist, Inc.	Service King Paint & Body, LLC
3/7/2014	Provides auto body and collision repair services.	Wilburn Auto Body Shop, Inc.	ABRA, Inc.
3/4/2014	Manufactures, imports, and distributes towing system products, OE trailer products, and specialty equipment products.	CURT Manufacturing, LLC	Audax Group, Inc.
3/4/2014	Provides gas and diesel power and performance products for light and heavy duty vehicles.	Bullydog Technologies Ltd	SCT Performance LLC.
2/28/2014	Manufactures automotive parts and components.	ETX, Inc.	Transtar Industries, Inc.
7/31/2013	Provides auto parts to the automotive aftermarket needs.	Qualis Automotive, L.L.C.	CWD, LLC
2/18/2014	Provides automobile repair services.	Merlin Corporation	Driven Brands, Inc.
2/17/2014	Distributes paint products for automotive, industrial, and marine customers.	Metro Paint Supplies, Inc.	Finishmaster Inc.
2/4/2014	Provides roadside assistance, insurance, and travel products and services to the motoring and travelling public in North America.	CAA South Central Ontario Inc., 12 CAA Car Care Centres in Ontario	Meineke Car Care Centers, Inc.
2/3/2014	Wholesales and distributes automotive parts and accessories.	Florida Automotive Distributing, Inc.	TPH Acquisition, LLLP
2/3/2014	Supplies automotive collision replacement products.	Professional Parts Group LLC	CCC Information Services Inc.
1/31/2014	Manufactures automobile parts primarily for the restoration marketplace.	First Place Auto Products	Restoration Parts Unlimited, Inc.
1/31/2014	Engages in purchasing, marketing, distributing, and selling aftermarket replacement tires in the United States, Canada, and internationally.	Hercules Tire & Rubber Company, Inc.	American Tire Distributors, Inc.
1/30/2014	Designs, manufactures, and supplies products for the recreational marine industry.	SeaStar Solutions Incorporated	American Securities
1/27/2014	Wholesales Cooper Tires and other branded tires.	Mid-Tex Wholesale Tire, LLC	K&M Tire, Inc.
1/20/2014	Comprises 32 company-operated and franchised wheel and tire rent-to-own stores in 11 states.	Aaron's, Inc., RIMCO Operations	Rent A Wheel
1/17/2014	Service provider and distributor, retailer, and installer of new and used tires.	Kipling Tire Co. Ltd.	Trican Tire Distributors Inc.
1/16/2014	Manufactures and supplies automotive, light truck, heavy duty exhaust, and emissions products.	AP Exhaust Products, Inc.	Audax Group, Inc.
1/15/2014	Provides auto body repair services in Nevada.	Collision Authority	Service King Paint & Body, LLC
1/13/2014	Manufactures and distributes re-manufactured and new alternators, starters, CV axles, disc brake calipers, and rotating electrical products.	USA Industries Inc. (nka:Remy USA Industries LLC)	New Remy Holdco Corp. (nka:Remy International, Inc.)
1/6/2014	Distributes automotive paints and supplies.	Auto Paint & Supply of Lakeland Inc.	Finishmaster Inc.
1/6/2014	Trade association for heavy duty manufacturers that helps in increasing the purchasing power of its partners.	Power Heavy Duty, Inc.	VIPAR Heavy Duty Inc.
1/3/2014	Distributes and markets aftermarket automotive equipment and accessories to customers globally.	Keystone Automotive Operations, Inc.	LKQ Corp.
1/2/2014	Distributes original equipment and aftermarket replacement products for commercial markets.	General Parts International, Inc.	Advance Auto Parts Inc.

# SELECT AUTO CARE TRANSACTIONS

## Select Automotive Aftermarket Transactions

Close Date	Target Description	Target	Buyer
12/17/2013	Wholesale distributor of tires in Utah and Wyoming	Wholesale Tire Distributors	American Tire Distributors
12/16/2013	Supplier of performance automotive parts, including ignition products	MSD Performance Group	Z Capital
12/13/2013	Retail supplier of automotive brake and maintenance services	Just Brakes	Hicks Equity Partners, Gemini Investors, and Monhegan Partners
12/13/2013	Supplier of B2B e-commerce, ERP support, and analytics solutions for part distributors	Distribution Services Technologies	Solera Holdings
12/13/2013	Software supplier for tire and services sales	ASA Automotive Systems	Constellation Software
12/6/2013	Chain of import parts stores in Arizona	BAP Auto Parts, Tuscan Locations	Merle's Automotive Supply
11/30/2013	Supplier of new and used truck parts in Michigan	Weller Truck Parts	Jasper Engine And Transmission
11/22/2013	Aftermarket parts supplier in Brazil	DHF Automotive Solutions	Cequent Performance Products (TriMas Corporation)
11/21/2013	Collision repair operator in Tennessee	Accurate Autobody	Service King Paint & Body
11/20/2013	Largest U.S. collision repair operator with over 157 locations	Caliber Collision Centers	OMERS Private Equity
11/18/2013	Chain of import parts stores in Arizona	BAP Auto Parts, Phoenix Locations	Parts Authority
11/15/2013	Distributor of branded, OE, and private brand tires	Tire Distributors	American Tire Distributors
11/11/2013	Auto painting/refinishing and body repair servicer in the southeast	Sprayglo Auto Refinishing and Body Repair	MAACO Franchising
11/8/2013	Wholesale distributor of batteries	MAC S.A.	Johnson Controls
10/29/2013	Motor vehicle body repair and painting services in California, Nevada, and New Mexico	1-Day Paint & Body Centers	MAACO Franchising
10/24/2013	Supplier of high-performance auto parts, including fuel intake and exhaust products	Holley Performance Products	Lincolnshire Management
10/14/2013	Supplier of information solutions to collision repair operators and insurers	Mitchell International	KKR
10/14/2013	Manufacturer of marine ignition parts	Mallory Marine	SeaStar Solutions
10/10/2013	Operator of collision repair centers in the northeast U.S.	Hayes Brothers	Cooks Collision
10/7/2013	Supplier of running boards, bed steps, and related products	AMP Research	Lund International
10/1/2013	Remanufacturer of hybrid batteries	Re-Involt Technologies	Dorman Products
9/30/2013	Manufacturer of harmonic balancers	Precision Parts Pty. Lt	Dayco Products
9/27/2013	Developer of advanced driver assistance systems	ADASENS Automotive GmbH	DENSO
9/23/2013	Supplier of engine and transmission calibration software for the performance aftermarket / fleets	SCT Performance	Global Environment Fund
9/16/2013	Manufacturer of replacement exhaust and emissions products	International Muffler Co.	AP Exhaust Technologies
9/10/2013	Manufacturer of automotive mirrors and cameras	INTRAPHEX	AAMP of Florida
9/9/2013	Online retailer of tires, rims, and wheels	17 Discount Tire Centers from AKH Company	Pep Boys
9/3/2013	Marketer of car care accessories	Kent Chamois Company	Armored AutoGroup
9/3/2013	Collision repair, towing, and replacement services company	HC Capital Group (d.b.a. Hansen Collision and Glass)	Boyd Group Income Fund
8/30/2013	Distributor of commercial vehicles, spare parts, and support in Australia	Western Star Trucks Australia	Penske Automotive Group
8/28/2013	Quick lube franchisor in the southeast U.S.	33 locations from South Lubes	Heartland Automotive Services
8/19/2013	Manufacturer of performance cool air intakes	Volant Performance	TMG Performance Products
8/14/2013	Supplier of automotive interior restoration products	Parts Unlimited	Trim Parts Holdings Corp.
8/8/2013	Supplier of commercial vehicle parts and service	CCI Corp.	TruckPro
8/6/2013	Manufacturer of automotive parts, including car care tools	Mallory Industries	Hopkins Manufacturing
8/2/2013	Supplier and remanufacturer of brake calipers and accessories	QBR Brake Assets	BBB Industries
7/26/2013	Distributor of radiators and specialty auto parts	Lake Shore Radiator	Keystone Automotive Industries
7/26/2013	Supplier of air conditioning condensers	American Condenser & Coil Assets	Vista-Pro Automotive

# SELECT AUTO CARE TRANSACTIONS

**BB&T** Capital Markets

## Select Automotive Aftermarket Transactions

Close Date	Target Description	Target	Buyer
7/25/2013	Auto repair chain and tire distributor in the southeast U.S.	10 stores from Curry's Auto Service	Monro Muffler Brake
7/18/2013	Manufacturer of vehicle-based radio-frequency devices	Johnson Controls, HomeLink Product Line	Genlex Corp.
7/16/2013	Wholesale supplier of automotive parts in the northeast U.S.	Woodbury Automotive Warehouse	Parts Authority
7/8/2013	Distributor of tires and related tuning products in Canada	YKW Motor Sports	Tire Discounter Group
6/28/2013	Supplier of automotive glass and windshield replacement services in the Midwest U.S.	Royal Auto Glass	ABRA Auto Body & Glass
6/19/2013	Manufacturer of automotive refinishing products	U.S. Chemical & Plastics	Matrix System Automotive Finishes
6/12/2013	Supplier of automotive intelligence and marketing solutions	R. L. Polk	IHS Automotive
6/10/2013	Manufacturer of automotive condensers and radiator cooling fans	Saman, Condenser Business	Vista-Pro Automotive
6/10/2013	Operator of collision service outlets and garages in Canada	Queensway Auto Body, Limited	Boyd Group Income Fund
6/5/2013	Remanufacturer of truck transmissions and differentials	Adelman's Truck Parts of Cleveland	TransAxle
5/31/2013	Supplier of gauges and test equipment for the automotive performance aftermarket	Auto Meter Products	Promus Equity Partners
5/31/2013	Supplier of tuning systems and components for BMW vehicles	Dinan Engineering	B&M Racing & Performance
5/31/2013	Supplier of automobile glass replacement and repair services across the U.S.	Glass America	Boyd Group Income Fund
5/30/2013	Manufacturer of replacement piston rings for cars and light-duty trucks	Hastings Manufacturing	RFE Investment Partners
5/30/2013	Supplier of vehicle remarketing services	Salvage Parent	Copart
5/20/2013	Wholesale automotive parts distributor in Texas	Concho Supply, Dallas/Fort Worth Operations	XL Parts
5/14/2013	Manufacturer of car lifts and jacks	Challenger Lifts	Snap-On
5/13/2013	Distributor of automotive parts and accessories in the Pacific Northwest U.S.	Performance Warehouse of Portland, Sacramento Operations	National Performance Warehouse
5/13/2013	Auto glass servicer in Massachusetts	Allen Auto Glass	JN Phillips Glass Company
5/13/2013	Auto glass servicer in Massachusetts	Acme Glass Company	JN Phillips Glass Company
5/10/2013	Collision repair operator in Washington	Precision Collision Auto Body	ABRA Auto Body & Glass
5/1/2013	Overseas importer and distributor of aftermarket spare parts	Sator Holding BV	LKQ
4/30/2013	Wholesale distributor of tires in Canada	Regional Tire Distributors	Trican Tire Distributors
4/30/2013	Wholesaler and retailer for auto parts in Idaho	KAPS Warehouse	Frank Edwards Co.
4/26/2013	Distributor of aftermarket automotive parts in New Jersey	E&L Battery & Ignition Co.	Hahn Automotive Warehouse
4/23/2013	Operator of auto repair and car service centers in Washington	Walt's Auto Care Centers	Meineke Car Care Centers
4/22/2013	Manufacturer of truck accessories, including storage boxes	Tradesman Truck Accessories	Lund International Holdings
4/16/2013	Retailer of four-wheel drive and truck accessories	National 4WD Centres	Transamerican Auto Parts Supply
4/10/2013	Developer of automotive safety mobile applications	iOnRoad	Harman International Industries
4/3/2013	Manufacturer of plastic automotive products	F3 Brands	Hopkins Manufacturing
4/2/2013	Reseller of aftermarket automotive parts and accessories in Australia and New Zealand	Exego Group	Genuine Parts Company
4/1/2013	Tire dealer and automotive service supplier in California	Auburn Tire Service	Sullivan Tire Co.
3/28/2013	Operator of a network of franchised vehicle dealerships	Pendragon	Cazenove Capital Management
3/27/2013	Collision repair operator in Arizona	Greulich's Automotive Services, Three Collision Repair Centers	Service King Paint & Body
3/25/2013	Manufacturer and marketer of braking systems	Brake Parts	Torque Capital Group
3/14/2013	Manufacturer of truck chassis	Workhorse Custom Chassis	AMP Holding
3/13/2013	Manufacturer of lubrication systems	Interlube Systems	Timken Co.
3/11/2013	Manufacturer and distributor of fender flares	Prestige Fender Flares	Lund International

# SELECT AUTO CARE TRANSACTIONS

## Driven by success.

 <p><b>AXALTA</b></p> <p><b>\$1,120,000,000</b></p> <p>Follow-On Offering Co-Manager</p>	 <p><b>AXALTA</b></p> <p><b>\$975,000,000</b></p> <p>Initial Public Offering Co-Manager</p>	 <p>has received an investment from</p> 	 <p>a portfolio company of NEW VALUE CAPITAL</p> <p>has been acquired by</p>  <p>a portfolio company of <b>PROMUS</b></p>	 <p>a portfolio company of <b>PFINGSTEN</b></p> <p>has been acquired by</p>  <p><b>Audax Group</b></p>
 <p>a portfolio company of <b>ONCAP</b></p> <p>has been acquired by</p>  <p><b>OMERS</b> Private Equity</p>	 <p>a portfolio company of <b>MONOMOY CAPITAL PARTNERS</b></p> <p>has been acquired by</p>  <p><b>Lincolnshire</b> MANAGEMENT</p>	 <p>portfolio companies of <b>TILLERY CAPITAL</b></p> <p>has been acquired by</p>  <p><b>GLOBAL ENVIRONMENT FUND</b></p>	 <p>has acquired</p>  <p><b>Heartland</b> Automotive Services</p>	 <p>has been acquired by</p>  <p><b>THE CARLYLE GROUP</b></p>

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# AUTO CARE INDUSTRY

## in this section |

### **Consumer Profile**

Demographic profile of DIY consumers including data on gender, age, income and vehicle characteristics.

### **Replacement Rates For Motor Vehicle Parts And Jobs**

Detailed replacement rate data for automotive parts and services. Also includes graphical representations of the top 10 replacement rate components by vehicle age group.

# CONSUMER PROFILE

This section provides insight into the demographics of the do-it-yourself (DIY) consumer who purchases auto care parts and components for the purpose of performing maintenance and repairs to their vehicle. The following is a breakdown of their gender, age, education, occupation, household income, miles driven, vehicle type and average vehicle age.

The typical DIY consumer, who purchases from an auto parts store, is a single male, between the ages of 30 and 39 and with some college education. He is a blue-collar employee and has an annual household income between \$30,000 and \$49,999. The car he drives is older than 15 years and has more than 150,000 miles on the odometer.

## DIY Consumer and Vehicle Demographics by Channel, 2014

(Percent of DIYers by Channel)

	Auto Parts Stores	Mass Merchants		Auto Parts Stores	Mass Merchants
<b>Buyer Gender</b>			<b>Total Miles on Vehicle</b>		
Single Male	32.3%	36.0%	0 - 49,000 Miles	16.9%	20.2%
Single Female	10.5%	12.8%	50,000- 99,999 Miles	24.8%	27.9%
Family	57.2%	51.2%	100,000 - 149,999 Miles	26.7%	26.3%
			150,000 or More Miles	31.6%	25.6%
<b>Buyer Age</b>			<b>Vehicle Type</b>		
Under 30	16.1%	13.5%	Car	42.1%	44.6%
30-39	23.5%	20.0%	SUV	26.9%	25.8%
40-49	22.3%	20.8%	Pickup	21.6%	18.9%
50-59	19.3%	20.8%	Minivan or Van	9.4%	10.7%
60 and over	18.8%	24.8%			
<b>Buyer Education</b>			<b>Vehicle Age</b>		
Some College or Less	70.8%	62.5%	0-3 Years	8.0%	9.4%
College Graduate	29.2%	37.5%	4-7 Years	16.7%	20.3%
			8-10 Years	16.8%	19.2%
<b>Buyer Occupation</b>			11-14 Years	22.4%	22.4%
White Collar	37.5%	43.5%	15 Years or More	35.8%	28.2%
Blue Collar	41.3%	35.4%			
Other	21.1%	21.1%			
<b>Household Income</b>					
Under \$10,000	3.4%	3.0%			
\$10,000 TO \$14,999	4.5%	3.5%			
\$15,000 TO \$19,999	5.8%	4.2%			
\$20,000 TO \$24,999	6.8%	6.2%			
\$25,000 TO \$29,999	7.7%	7.1%			
\$30,000 TO \$49,999	23.2%	23.2%			
\$50,000 TO \$74,999	22.8%	22.7%			
\$75,000 TO \$99,999	12.8%	15.5%			
\$100,000 and over	13.0%	14.5%			

Source: IMR Inc. ([www.automotiveresearch.com](http://www.automotiveresearch.com))

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# REPLACEMENT RATES FOR MOTOR VEHICLE PARTS AND JOBS

Replacement rates reflect the percent of cars that had the relevant part replaced or service performed during a year. Vehicle age has a significant impact on the rate at which different components are replaced. As vehicles grow older, replacement rates tend to increase but level off when vehicles reach the final years of their lifespan.

For most repair and maintenance jobs, vehicles in the two intermediate age groups tracked (4-7 years old and 8-11 years old) displayed higher replacement rates than the other two groups (0-3 years old, and 12 years and older). Younger vehicles typically do not experience component failure to the same extent as older vehicles, while vehicles in an intermediate age ranges often require much more maintenance and repair as their mileage increases. Vehicles in the oldest group also need work, but owners tend to avoid non-essential repairs.

## Replacement Rates by Vehicle Age, 2014

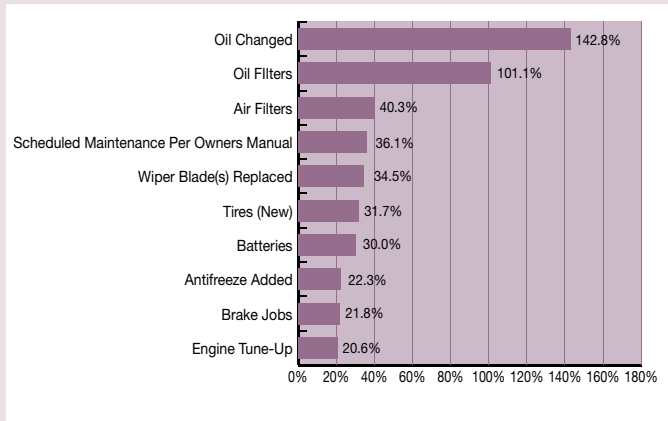
Component/Type of Job	All Vehicles	0 - 3 Years	4 - 7 Years	8 - 11 Years	12+ Years	Component/Type Of Job	All Vehicles	0 - 3 Years	4 - 7 Years	8 - 11 Years	12+ Years
AC Compressors	3.6%	4.2%	3.1%	2.9%	4.1%	Mufflers	3.8%	2.3%	2.8%	2.7%	6.0%
AC Condensers	1.8%	2.1%	1.8%	1.5%	1.8%	Oil Changed	142.8%	131.0%	168.4%	160.8%	123.7%
AC Converted To R134a	0.9%	1.1%	0.8%	0.3%	1.1%	Oil Filters	101.1%	90.9%	118.3%	114.1%	88.7%
AC Evaporators	1.0%	1.2%	1.1%	0.6%	1.0%	Oil Pumps	0.6%	0.6%	0.6%	0.6%	0.7%
AC Recharged	4.5%	2.0%	3.3%	5.0%	6.4%	Oxygen Sensors	3.0%	1.2%	1.9%	3.8%	3.9%
AC Tubes/Hoses Replaced	1.3%	1.2%	1.0%	1.1%	1.5%	PCV Valves	1.3%	0.5%	0.9%	1.1%	2.1%
AC/Heater Blowers	0.9%	0.7%	0.7%	0.8%	1.3%	Power Steering Fluid Flush	2.5%	1.6%	2.4%	2.6%	3.1%
Air Conditioner Repaired	6.4%	7.6%	6.0%	5.0%	7.0%	Power Steering Pumps	1.3%	0.7%	1.1%	1.2%	1.8%
Air Filters	40.3%	36.8%	50.5%	44.1%	34.0%	Radiator Hoses: Lower	1.4%	0.3%	0.7%	1.3%	2.6%
Alternators	3.0%	1.4%	1.8%	3.2%	4.5%	Radiator Hoses: Upper	1.7%	0.4%	0.8%	1.4%	3.0%
Antifreeze Added	22.3%	12.2%	18.1%	22.1%	30.4%	Radiator Repaired	1.1%	0.4%	0.6%	1.1%	1.9%
Ball Joints	2.8%	1.1%	1.8%	2.7%	4.4%	Radiator Replaced	2.0%	0.4%	1.0%	1.8%	3.6%
Batteries	30.0%	15.1%	32.8%	32.6%	35.1%	Radiator/Cooling System Flush	3.2%	1.2%	2.4%	3.5%	4.6%
Battery Cables	4.0%	3.5%	3.3%	2.7%	5.5%	Scheduled Maintenance Per Owners Manual	36.1%	50.2%	48.4%	35.9%	21.3%
Brake Abs Module	1.6%	2.1%	1.7%	1.0%	1.5%	Shock Absorbers: Air	0.8%	0.9%	0.7%	0.6%	0.9%
Brake Calipers	3.6%	1.2%	3.0%	4.4%	4.9%	Shock Absorbers: Mac Pherson	0.8%	0.7%	0.7%	0.7%	0.9%
Brake Drums	3.0%	1.2%	3.0%	3.7%	3.5%	Shock Absorbers: Regular	1.0%	0.4%	0.7%	1.2%	1.3%
Brake Fluid Flush	3.8%	2.3%	3.8%	4.2%	4.3%	Spark Plug Wires	5.6%	1.9%	3.8%	5.0%	9.0%
Brake Jobs	21.8%	8.0%	24.2%	27.8%	24.3%	Spark Plugs	10.7%	4.1%	8.2%	11.0%	15.6%
Brake Master Cylinders	1.1%	0.4%	0.6%	1.0%	1.8%	Starters	1.6%	0.2%	0.8%	1.5%	3.0%
Brake Rotors	12.0%	4.0%	13.8%	15.8%	13.0%	State/City Emissions Check	10.6%	7.7%	12.2%	12.1%	10.3%
Brake Safety Inspection	4.0%	3.1%	5.2%	4.5%	3.4%	Steering Rack	0.5%	0.3%	0.4%	0.5%	0.5%
Brake Shoes & Pads	14.1%	4.2%	15.4%	18.8%	16.0%	Steering System Repaired	6.1%	2.6%	4.4%	6.5%	8.7%
Cabin Air Filters	9.3%	12.5%	15.0%	10.1%	3.7%	Strut Mounts	1.0%	0.3%	0.8%	1.4%	1.3%
Catalytic Converters	1.9%	1.1%	1.0%	2.0%	2.7%	Tail Pipes	2.0%	1.1%	1.1%	1.3%	3.3%
Coil Springs	1.2%	1.5%	1.2%	1.1%	1.2%	Thermostats	4.4%	2.0%	2.3%	4.1%	7.0%
CV Boot Covers	0.7%	0.4%	0.6%	0.7%	0.9%	Tie Rod Ends	2.3%	0.5%	1.5%	3.0%	3.3%
CV Half Shafts	0.7%	0.7%	0.6%	0.5%	0.9%	Timing Belt	1.6%	0.3%	1.0%	2.3%	2.2%
CV Joints	1.2%	1.0%	0.8%	1.1%	1.7%	Timing Chain	0.4%	0.2%	0.4%	0.4%	0.4%
Distributor Caps	2.0%	1.9%	1.3%	0.8%	3.2%	Tires (New)	31.7%	23.4%	41.1%	36.4%	28.2%
Drive Belt(S)	1.8%	0.9%	1.2%	1.8%	2.6%	Tires Repaired	7.3%	5.9%	7.5%	7.3%	8.1%
Emission System Repair	5.2%	3.6%	3.9%	5.7%	6.6%	Trans Fluid Changed	5.3%	2.6%	5.9%	6.4%	5.8%
Engine Computer	1.3%	2.0%	1.3%	1.0%	1.1%	Transmission Filters	2.0%	1.6%	2.1%	2.1%	2.1%
Engine Cooling Fan Motors	0.8%	0.8%	0.7%	0.8%	0.9%	Transmission Overhauled	0.7%	0.3%	0.5%	0.7%	1.1%
Engine Tune-Up	20.6%	15.1%	18.6%	20.1%	25.3%	Transmission Replaced	1.0%	0.6%	0.7%	1.0%	1.3%
Exhaust Pipes	3.0%	1.8%	2.1%	2.3%	4.5%	Transmission Seals	0.7%	0.4%	0.6%	0.9%	0.9%
Exhaust System Jobs	7.6%	5.1%	5.6%	6.1%	11.1%	Valve Cover Gasket	0.8%	0.2%	0.3%	0.8%	1.4%
Fuel Filters	3.6%	2.1%	3.2%	3.2%	4.9%	Water Pumps	2.9%	1.0%	1.9%	3.1%	4.4%
Fuel Injectors	0.7%	0.4%	0.7%	0.8%	0.9%	Wheel Bearings Replaced	2.4%	1.0%	2.1%	3.0%	3.0%
Fuel Pumps	2.0%	0.5%	1.0%	1.7%	3.5%	Wheel Bearings Serviced	1.1%	0.8%	1.0%	1.3%	1.3%
Fuel System Cleaning	1.3%	0.7%	1.3%	1.3%	1.4%	Wheels Aligned	11.1%	9.0%	14.4%	12.8%	9.2%
Fuses	6.2%	3.3%	4.9%	6.0%	8.7%	Wheels Balanced	11.3%	9.0%	14.9%	13.3%	9.2%
Head Gasket	0.6%	0.1%	0.2%	0.6%	1.2%	Window Lift Motors	1.0%	0.4%	0.7%	1.1%	1.4%
Headlamp Bulbs	9.0%	3.5%	9.8%	12.9%	9.1%	Windshield Replaced	2.6%	2.4%	2.9%	2.5%	2.6%
Heater Core	0.9%	0.7%	0.6%	0.7%	1.3%	Wiper Blade(s) Replaced	34.5%	22.8%	41.4%	40.5%	33.2%
Ignition Coils	0.9%	0.1%	0.6%	1.0%	1.3%	Wiper Refills/Inserts Replaced	10.1%	7.6%	11.8%	11.5%	9.7%
Ignition Control Unit	0.9%	0.3%	0.9%	1.1%	1.0%						
Ignition Switch	1.5%	0.5%	1.7%	2.2%	1.6%						

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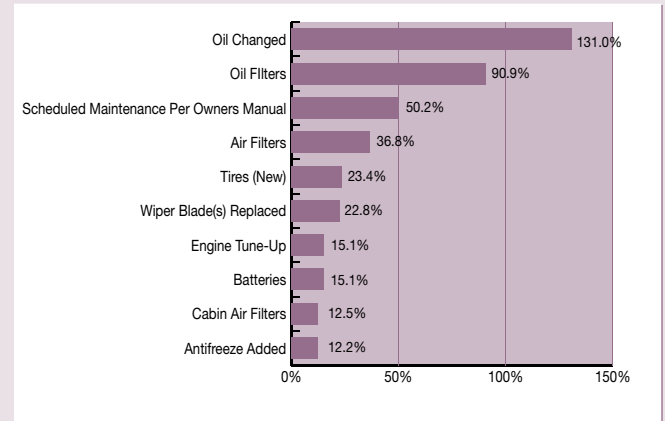
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# TOP 10 REPLACEMENT RATE CATEGORIES BY VEHICLE AGE, 2014

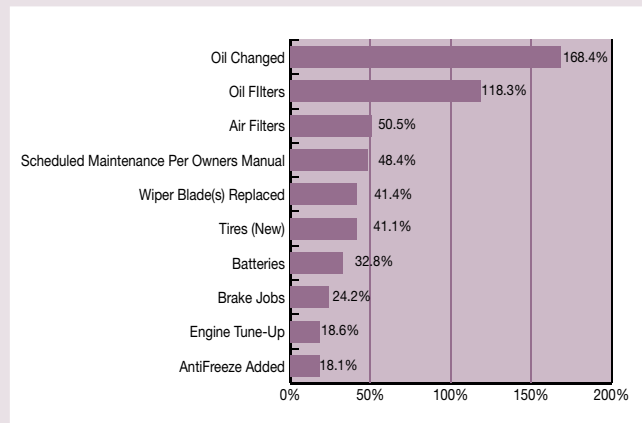
## Top 10: All Vehicles



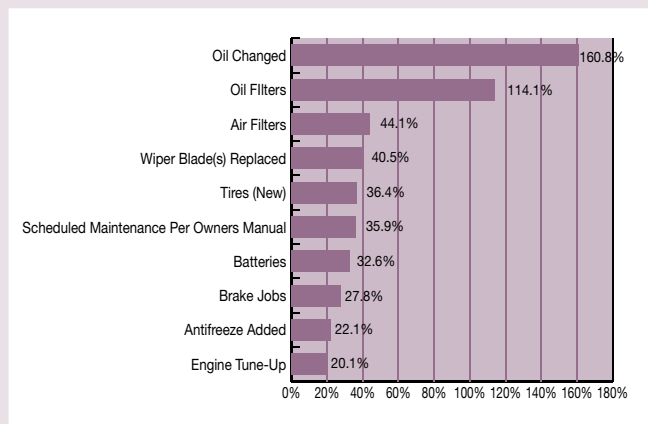
## Top 10: 0-3 Years



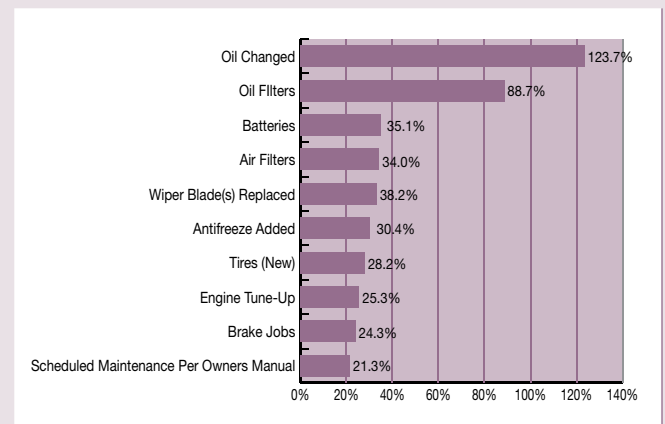
## Top 10: 4-7 Years



## Top 10: 8-11 Years



## Top 10: 12+ Years



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# AUTO CARE INDUSTRY SEGMENTS

## in this section |

### **Medium and Heavy Duty Truck Industry**

Data on the medium and heavy duty truck segment of the auto care industry.

### **Sales of Replacement Tires**

Data on sales of replacement tires for passenger cars, light trucks, medium duty trucks and heavy duty trucks.

### **Tool and Equipment**

Data on the tool and equipment segment of the auto care industry.

### **Paint, Body and Equipment**

Data on the paint, body and equipment (PBE) segment of the auto care industry.

### **BodyShop Business Industry Profile: 2013-2014**

State of the Industry article reproduced with permission from Babcox Media.

# MEDIUM AND HEAVY DUTY TRUCK INDUSTRY

The auto care industry's medium and heavy-duty segment includes parts, accessories, non-warranty service repair and maintenance for commercial, industrial and agricultural vehicles falling within weight classes four through eight. Usage of these vehicles and their demand for replacement parts is strongly connected to the fortunes of the U.S. economy. As demand for goods and services grows, so does movement of raw materials and finished goods; making good on the old metaphor that over-the-road commercial trucks are the lifeblood carrying essentials of society along America's arteries.

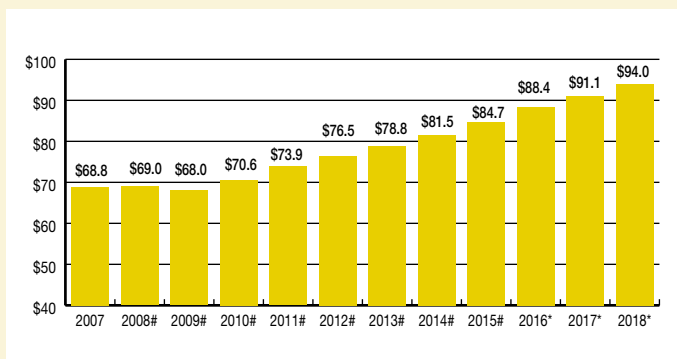
In 2009, our predictive index was recalibrated to more closely correlate to miles driven for these classes of vehicles. The resulting baseline revealed the close correlation between medium and heavy-duty auto care sales, miles traveled, tonnage hauled, tires replaced and more. The recession years of 2008 and 2009, as well as the beginnings of recovery signaled in 2010, reveal the inter-relationships.

For 2011, the U.S. Department of Transportation (DOT) updated its data to be registrations-based and made fleet-appropriate adjustments to its vehicle classes. For continuity, DOT also published corresponding historical data updates. In this edition of the *Factbook*, appropriate historical updates have been applied where sales figures transitioned to registration-based data and/or where weight classes were recalibrated.

Our latest forecast for the period from 2016 to 2018 correlates with the continued economic recovery and anticipates a growth trend that is also predicted to benefit the light vehicle automotive care industry, as discussed in earlier sections.

## Medium and Heavy Duty Industry Sales

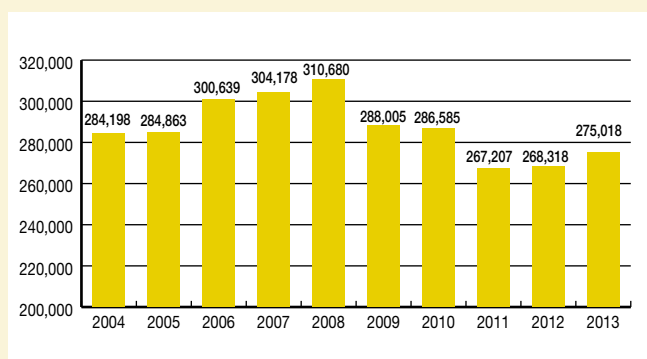
(Billions of Retail Dollars)



Note: # Estimate \* Forecast  
Historical data have been revised.  
Source: Auto Care Association

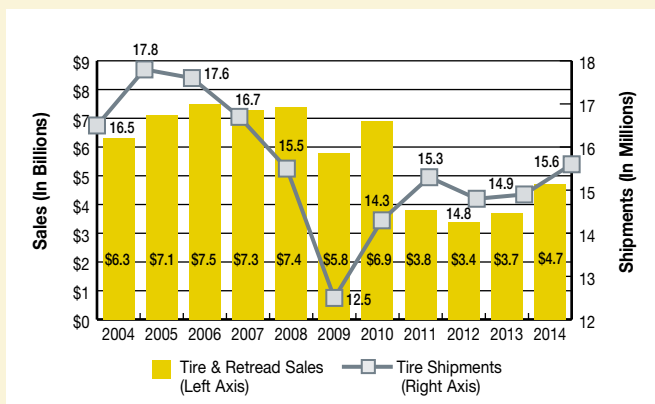
## Single Unit<sup>(1)</sup> and Combination<sup>(2)</sup> Truck Miles Driven, 2004-2013

(Millions of Miles)



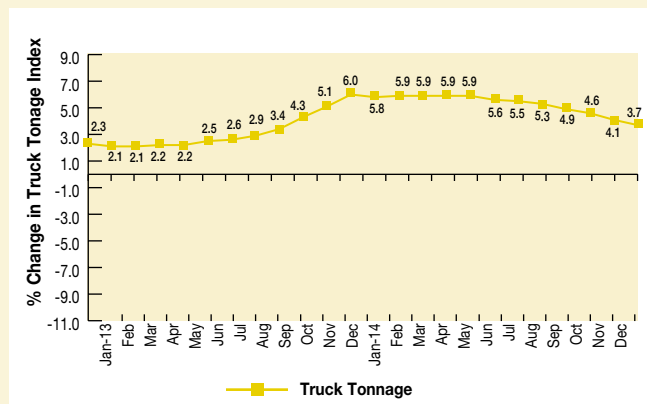
Definitions: (1) Single-Unit - single frame trucks that have 2-Axes and at least 6 tires or a gross vehicle weight rating exceeding 10,000 lbs.  
(2) Combination Trucks - Prior criteria used description: "Heavy Duty Trucks" to capture this class of vehicle.  
Source: U.S. Department of Transportation / Highway Statistics

## Sales and Shipments of Truck Replacement Tires and Retreads, 2004-2014



Note: Historical data have been revised.  
Sources: Auto Care Association, Modern Tire Dealer's January 2015 Facts Issue

## Truck Tonnage Analysis (percent change in 12- Month Moving Total compared to same month of previous year)



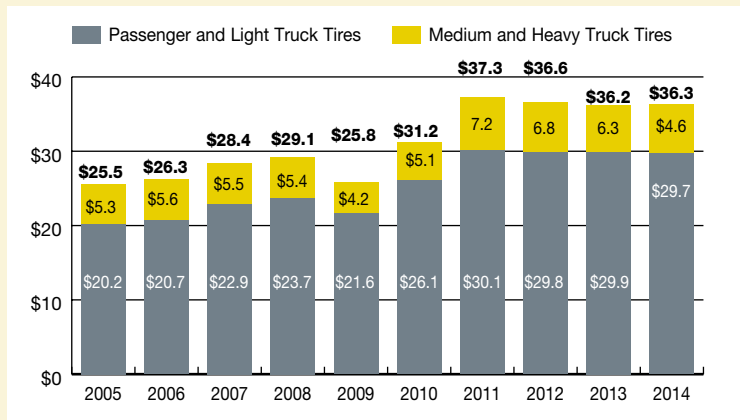
Sources: Auto Care Industry Indicators Report, American Trucking Associations

# SALES OF REPLACEMENT TIRES

Sales of replacement tires for light, medium and heavy-duty vehicles remain an important segment of the industry. The 2008-2009 recession had a dramatic impact on the U.S. consumer tire retail market. However, these two years were followed by two robust sales years of \$31.2 billion in 2010 and \$37.3 billion in 2011, registering year-over-year increases of 20.9 percent and 19.6 percent respectively. This two-year increase, however, was slightly offset by small decreases in each of the following two years 2012 and 2013. In 2012, sales dropped 1.9 percent from \$37.3 billion in 2011 to \$36.6 billion

## Replacement Tire Sales, 2005-2014

(Billions of Dollars)



Notes: Historical data have been revised.

Labor is not generally included in the sales totals, but a small percentage of sales (less than 5 percent), is likely. Medium and heavy truck tire sales do not include sales of farm and off-road tires.

Sources: Auto Care Association, *Modern Tire Dealer's 2015 Facts Issue*

in 2012. And in 2013, sales of \$36.2 were down 1.1 percent from the previous year. Replacement tire sales in 2014 rebounded slightly, growing by 0.3 percent from \$36.2 to \$36.3 billion.

The demand for tires, as measured by replacement tire shipments from manufacturers, increased in 2014 over 2013 by 2.9 percent. Driving this increase was the increased sales of light passenger tires, accounting for 81.2 percent of total shipments in 2014.

For the seventh consecutive year, independent tire dealerships dominated the domestic passenger tire retail market with over 60% market share. Mass merchandisers/chains were second on the list with 13 percent market share having experienced a gradual decline in share of three percentage points since 2003. Auto dealerships, accounting for 8 percent of the market share, have seen their numbers improve since 2009. The remaining market share is comprised of warehouse clubs (9 percent share), tire company stores (7.5 percent share) and miscellaneous outlets (2 percent share).

## Replacement Tire Shipments from Manufacturers

(In Millions of Tire Units)

Year	Passenger	Light Truck	Medium/Heavy Truck	Total	Yr./Yr. % Change
2002	190.5	34.0	15.0	239.5	
2003	194.0	34.5	15.8	244.3	2.0%
2004	199.4	36.5	16.5	252.4	3.3%
2005	205.8	36.6	17.8	260.2	3.1%
2006	199.1	35.0	17.6	251.7	-3.3%
2007	205.0	35.7	16.7	257.4	2.3%
2008	195.0	30.0	15.5	240.5	-6.6%
2009	184.0	26.0	12.7	222.7	-7.4%
2010	198.7	28.0	15.3	242.0	8.7%
2011	196.5	28.6	17.0	242.1	0.0%
2012	192.0	28.3	16.0	236.3	-2.4%
2013	201.6	28.3	15.7	245.6	3.9%
2014	206.6	28.8	17.3	252.7	2.9%
10 yr CAGR	0.4%	-2.3%	0.5%	0.0%	

Notes: Historical data have been revised.

Passenger tires are defined as P-metric/metric sized tires, including those used on some light trucks, SUVs and minivans.

Light truck tires are defined as LT sized, smaller than 8.25" X 20".

Medium truck tires are defined as 8.25" X 20" to 11" X 24.5";

includes wide-based tires.

Heavy truck tires are defined as larger than 11" X 24.5" to 14" X 25".

Source: *Modern Tire Dealer's 2015 Facts Issue*

## Estimated Share of the Domestic Passenger Tire Retail Market

(Based on Retail Sales)

Type of Outlet	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Independent Tire Dealerships	58.5%	59.0%	59.5%	59.5%	59.5%	60.0%	60.0%	60.0%	61.0%	60.5%	60.5%	60.5%
Mass Merchants/Chains	16.0%	15.5%	15.0%	15.0%	15.0%	14.5%	14.5%	14.5%	14.0%	14.0%	14.0%	13.0%
Warehouse Clubs	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.5%	9.5%	8.5%	8.5%	8.5%	9.0%
Tire Company Stores	8.0%	8.0%	7.5%	7.5%	7.5%	7.0%	7.0%	7.0%	7.5%	7.5%	7.5%	7.5%
Auto Dealerships	3.0%	3.0%	3.5%	4.0%	4.5%	5.5%	5.5%	6.0%	6.5%	7.0%	7.5%	8.0%
Service Stations	4.0%	4.0%	4.0%	3.5%	3.0%	2.5%	2.0%	1.5%	nr	nr	nr	nr
Miscellaneous Outlets	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	2.5%	2.5%	2.0%	2.0%
Totals	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Note: nr = Data not reported.

Source: *Modern Tire Dealer's 2015 Facts Issue*

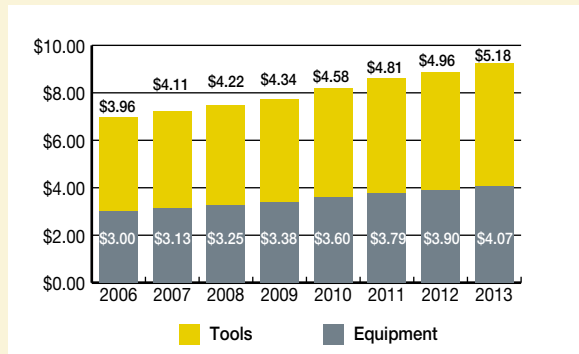


The tool and equipment segment of the auto care industry includes the tools and equipment used to repair and maintain motor vehicles. End users of this segment's products include do-it-yourself (DIY) consumers and professional repair shops, with most service technicians purchasing their tools from mobile tool distributors and most repair shops purchasing their equipment from either mobile tool distributors or auto parts jobber stores.

According to Lang Marketing Resources, Inc., in 2013, (DIY) consumers and professional repair shops purchased \$5.2 billion in tools and \$4.1 billion-worth of equipment. Furthermore, in a five-year period from 2009 to 2013, tool and equipment sales experienced annual growth rates of 4.2 percent and 4.6 percent, respectively.

## Tool and Equipment Auto Care Sales

(Billions of Dollars)

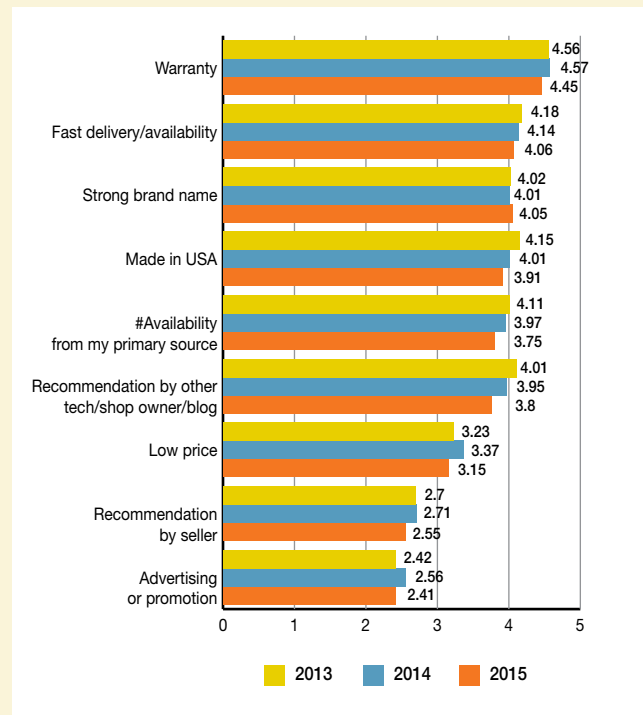


Source: Factbook and Lang Annual 2015, page 39 and previous years. Printed with approval.

The 2015 Digital Tool and Equipment Study is a survey-based research directed by the Auto Care Association's Tool and Equipment Committee. This publication concluded that repair shops' tool purchasing decisions remain largely driven by their desire for warranty first, then by fast delivery/availability and strong brand name following close behind. In 2015 (and for the third year in a row) the mobile tool vendor was the supplier most frequently used for tool purchases. The full line parts jobber and retail parts store, along with manufacturers were the next most frequently used suppliers.

## Factors Influencing Tools Purchasing Decisions 2013, 2014 and 2015

(All Respondents)

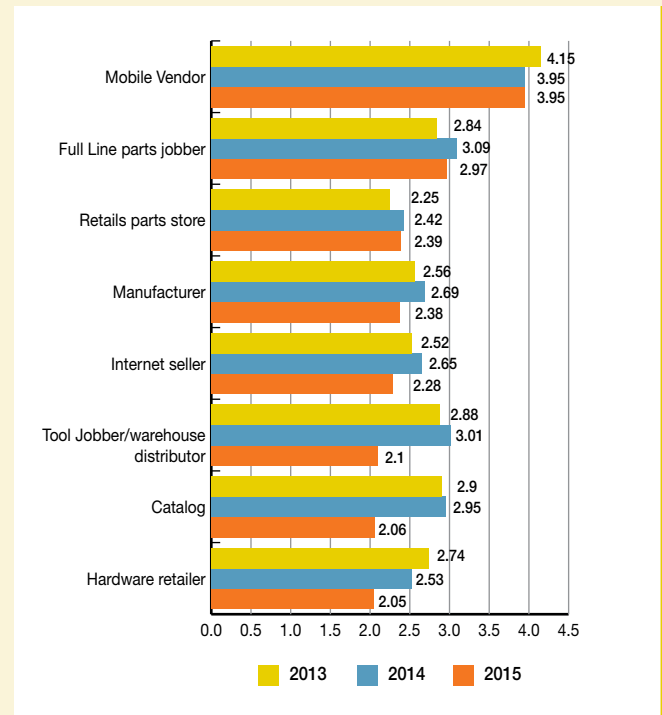


Note: The mean ratings were based on a 5-point scale, where 1 = not important and 5 = very important.

Source: 2015 Auto Care Association Digital Tool & Equipment Purchasing Trends

## Traditional Suppliers Used for Past Tool Purchases 2013, 2014 and 2015

(Average Ratings)



Source: 2015 Auto Care Association Digital Tool & Equipment Purchasing Trends

# PAINT, BODY AND EQUIPMENT

The paint, body and equipment (PBE) segment of the industry includes the products and services used to repair and refinish motor vehicles' bodies and glass. The end users of this segment's products are the repair shops that perform collision repairs. In 2014, service and repair sales in the PBE segment totaled an estimated \$40.4 billion, up 1 percent from \$40.1 billion in 2013. However, over the longer term since 2013, the compounded annual growth rate for this market segment has increased 1.6 percent with paint, body and repair shops dominating the overall volume with a 5-year CAGR of 2.6 percent.

Since 2007, the number of collision repair facilities in the U.S. has steadily declined at the annual rate of 1.2 percent (see page 57). Following four years of decreasing numbers, repair facilities increased slightly by 0.5 percent to 40,948 facilities in 2012 only to decrease again to 40,516 in 2013. The number of collision shops rose again in 2014 to 40,776, an increase of 0.6 percent from the previous year.

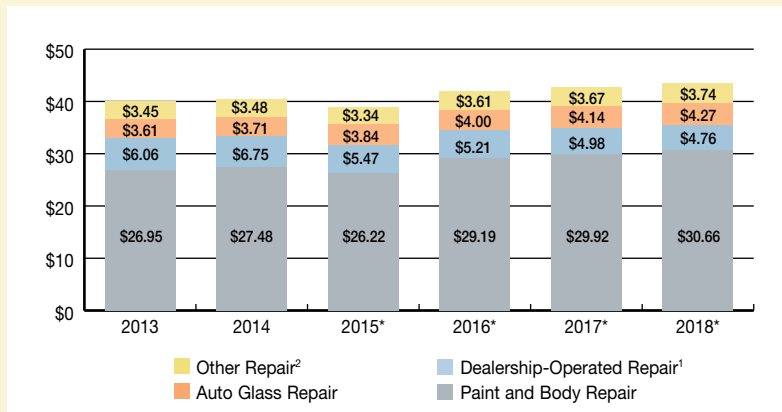
A variety of factors influence consumers' decisions when selecting an outlet for the collision repair work done on their vehicles (see page 58). Previous experience (32.2 percent) and convenient location (11.3 percent) are the top two reasons for selecting a preferred outlet. Recommendations (9.7 percent), trust in the store (9.1 percent) and low prices (5.5 percent) are the next most important reasons.

Congestion on U.S. roads has steadily risen from 1991 to 2004, but then leveled off thereafter. Increases in this index means that more vehicles are on the road at any given time. Increased registrations per mile of road indicate greater vehicle density, which increases the likelihood for collisions. Less room is available for safe maneuvering on highways and streets. In 1991, the ratio of vehicle miles traveled to overall length of U.S. roads was 559,284 miles driven for each mile of road. By the end of 2014, the ratio had increased to 745,029 miles driven for each mile of road.

For more information on the Collision Repair Industry, please refer to our latest 2014 report (stocking number 75059). <http://www.autocare.org/viewproduct.aspx?productId=19000908>

## Segmented Collision Repair Receipts, 2013-2018

(Billions of Dollars)



Notes: \* Forecast

Historical data have been revised.

Figures represent only the collision repair and glass repair/replacement performed by these shops and do not represent their total sales.

These figures include glass repair and replacement.

<sup>1</sup>NADA updates for 2013 were not available at time of printing.

<sup>2</sup>The "Other" category is an estimate based upon the relationship between the three main categories and the total.

Sources: Auto Care Association's Channel Forecast Model, NADA Industry Analysis Division

## Collision Repair Receipts

(Millions of Dollars)

NAICS Codes	Type of Business	2013	2014	2015*	2016*	2017**	2018**	Compounded Annual Growth (2013 -2018)
811121	Paint and body repair shops	\$26,948	\$27,484	\$26,216	\$29,199	\$29,915	\$30,663	2.6%
	Dealership-operated repair shops <sup>1</sup>	\$6,062	\$5,750	\$5,470	\$5,210	\$4,980	\$4,760	-4.7%
811122	Automotive glass repair shops	\$3,614	\$3,707	\$3,835	\$4,000	\$4,135	\$4,274	3.4%
	Other repair shops doing paint, body and glass repair & replacement <sup>2</sup>	\$3,446	\$3,476	\$3,343	\$3,613	\$3,673	\$3,735	1.6%
<b>Total paint, body and glass repair receipts</b>		<b>\$40,070</b>	<b>\$40,417</b>	<b>\$38,864</b>	<b>\$42,022</b>	<b>\$42,703</b>	<b>\$43,432</b>	1.6%

Notes: \*\* Forecast \* Estimate

Historical data have been revised

Figures represent only the collision repair and glass repair/replacement performed by these shops and do not represent their total sales.

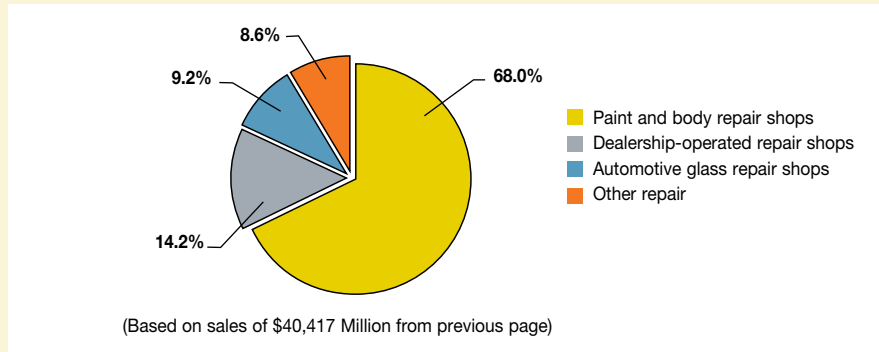
These figures include glass repair and replacement but DO NOT include DIY sales at auto parts stores and mass merchants.

<sup>1</sup> NADA Industry Analysis Division (NADA DATA 2014, page12)

<sup>2</sup>The "Other" category is an estimate based upon the relationship between the three main categories and the total.

Sources: Auto Care Association's Channel Forecast Model, NADA Industry Analysis Division

## Collision Repair Receipts, 2014



**Notes:** NADA updates for 2014 were not available at time of printing.  
**Sources:** Auto Care Association's Channel Forecast Model, NADA Industry Analysis Division

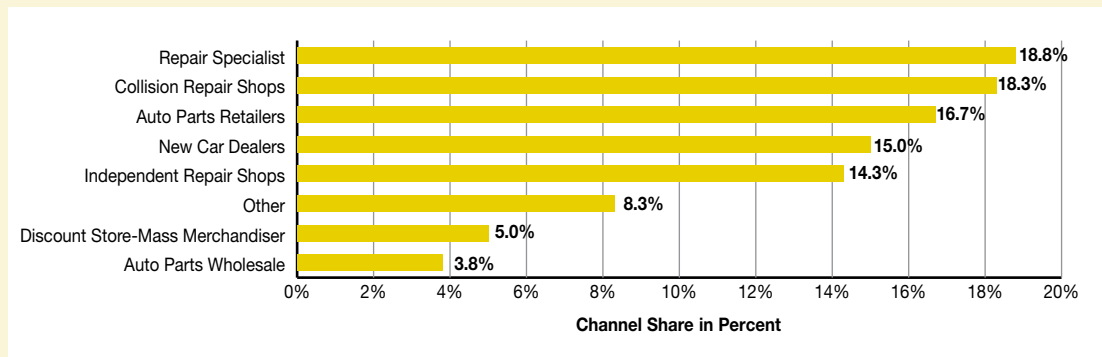
## U.S. Shops Specializing in Collision Repair, 2002-2014

Year	Collision Repair Shops <sup>1</sup>	Dealerships with Body Shops <sup>2</sup>	Total Collision Repair Shops	% Change Total Collision Repair Shops
2002	37,453	8,690	46,143	na
2003	37,229	8,660	45,889	-0.6%
2004	37,048	8,440	45,488	-0.9%
2005	36,818	8,295	45,113	-0.8%
2006	36,649	8,692	45,341	0.5%
2007	36,467	7,768	44,235	-2.4%
2008	36,041	7,477	43,518	-1.6%
2009	35,193	7,203	42,396	-2.6%
2010	34,764	6,092	40,856	-3.6%
2011	34,358	6,372	40,730	-0.3%
2012	34,492	6,456	40,948	0.5%
2013	34,344	6,172	40,516	-1.1%
2014*	34,417	6,359	40,776	0.6%

**Notes:** na = not available  
 \* Updates for 2014 based on partial year data and estimated at time of printing. Historical data have been revised.

**Sources:** <sup>1</sup> Bureau of Labor Statistics  
<sup>2</sup> NADA Industry Analysis Division

## Total Channel Share of Collision Repair Work, 2014

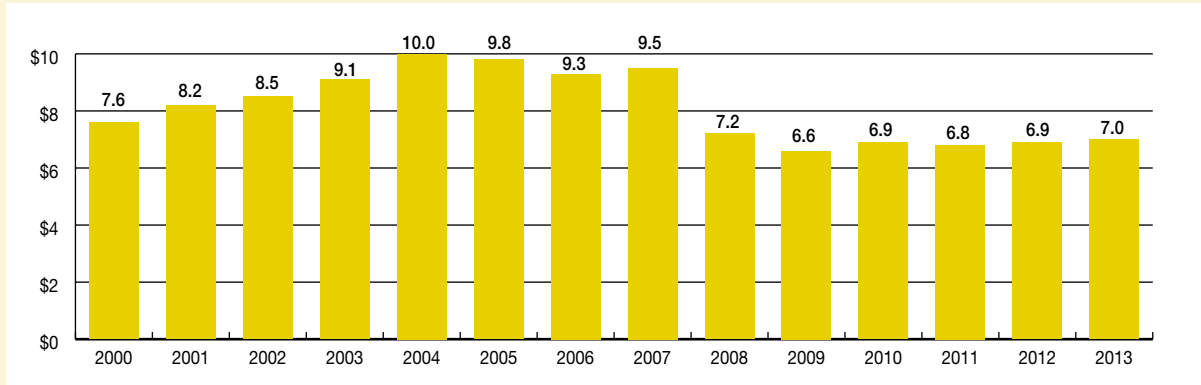


**Source:** IMR Inc. ([www.AutomotiveResearch.com](http://www.AutomotiveResearch.com)) Continuing Consumer Auto Maintenance Tracking Study.  
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# PAINT, BODY AND EQUIPMENT

## Dealership-Operated Body Shop Service and Parts Sales, 2000-2013

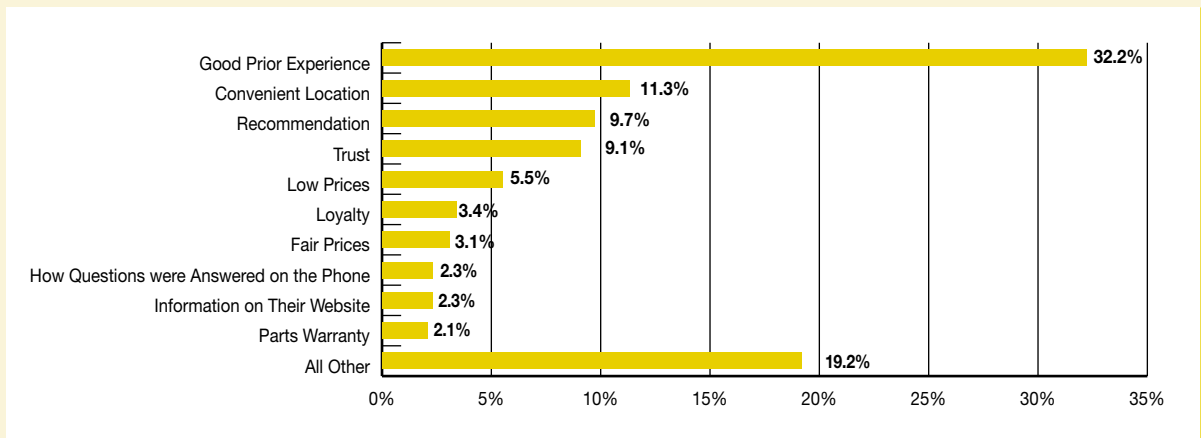
(Billions of Dollars)



Notes: NADA updates for 2014 were not available at the time of printing. Historical data have been revised

Source: NADA Industry Analysis Division

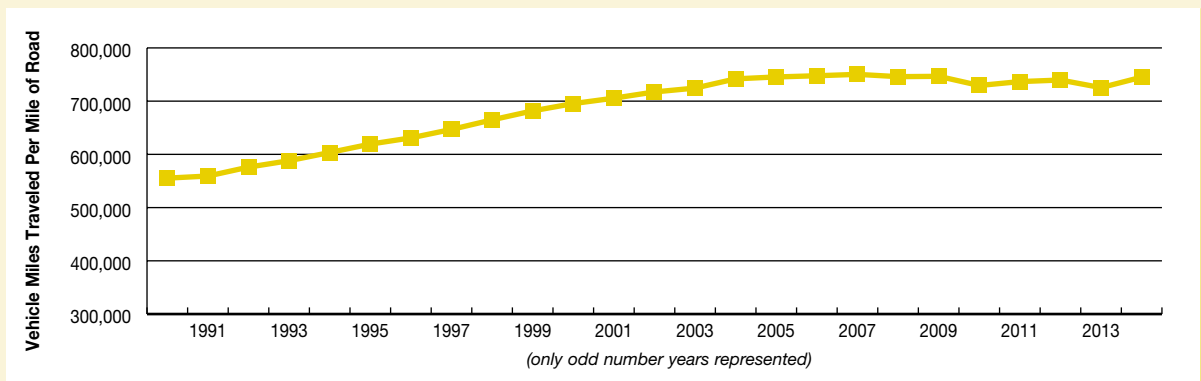
## Reasons for Choosing a Preferred Outlet for Collision Repairs, 2014



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## Roadway Travel Congestion Index, 1991-2014

(Ratio of Miles Traveled to Length of U.S. Roads)



Note: \* 2013 value is an estimate

Sources: U.S. Department of Transportation

## STATE OF THE INDUSTRY



### Reflecting on the Big Picture

**By Greg Benckart**  
Vice President, Americas  
PPG Automotive Refinish

On behalf of everyone at PPG Automotive Refinish, we invite you to examine this timely State of the Industry report on the major concerns impacting collision repair. This “big picture” view forms an excellent starting point for reflecting on the state of your business as you move forward to compete in this changing, highly competitive landscape over the coming years.

In a market facing a continued decline in accidents, collision repair is undergoing many challenges to contend with, from greater use of advanced materials and environmental compliance to increasing shop consolidation and higher expectations for customer satisfaction. Fortunately, our industry and the collision shops that comprise it are blessed with a highly entrepreneurial spirit, and are well-versed in embracing change and adapting to new challenges. So, whether your business is a single location operation or a large MSO, success can be achieved by those who remain committed to a proactive plan for continuous improvement, capable of meeting today’s demands head-on.

Likewise, you can be reassured that PPG will support these efforts as we continue with our long-term commitment to the industry.



Increasing use of advanced materials and technology in vehicles, accelerated consolidation and a continuing decline in vehicle crashes are just some of the characteristics of a market that is both challenging and exciting at the same time.

**By Jason Stahl / Editor**

*“As successful businesses, we have to make sure that our beliefs and assumptions that are formed in good times don’t block us from seeing how fast things are changing.”*

– **Jim Berkey**, director of PPG MVP Business Solutions, speaking to the attendees of the PPG MVP Conference held April 13-15, 2014, in Scottsdale, Ariz.

Perhaps I-CAR CEO and President John Van Alstyne said it best last year at the I-CAR Annual Conference when he said the collision repair industry is going through a “technical tsunami.” Industry veterans are remarking that they’re seeing a need to retool like they’ve never seen before due to the advanced materials being used in the construction of vehicles today.

Which brings us to aluminum. It has been the talk of 2014, ever since Ford Motor Company announced that the 2015 F-150 (that will arrive in showrooms across the country in the fall of 2014), the best-selling vehicle in America, was going to be made with a body of military-grade aluminum alloy and a frame of high-strength steel. That’s roughly 700,000 of these vehicles eventually on the road, and everyone knowing that as soon as one drives off the lot, one will certainly be involved in a collision that first day.

Ford’s decision, as well as the report that GM has locked in supply contracts with Alcoa and Novelis for aluminum and will be introducing an aluminum Silverado in late 2018, has forced many collision repairers to ask themselves: “Do I have the necessary equipment and training to repair these vehicles?” With estimates that only 10 to 20 percent of shops currently are aluminum ready, most would have had to answer, “No.”

The move toward aluminum has also raised many interesting questions in the collision repair industry. Will it accelerate the industry’s rate of attrition if some shops decide they’re unwilling or unable to invest in the equipment and training necessary to properly and safely repair aluminum structures? Will it spawn a new niche of shops that specialize in aluminum?



**2013-14**

Or shops that specialize in one particular automaker's vehicle? At least one expert finds fault in this logic.

"I've heard some multi-location shops say that maybe shops will specialize in certain makes," says Mitch Becker, technical writer for *BodyShop Business* and technical instructor for ABRA Auto Body & Glass. "It does make sense that one shop would handle the Fords and one the GMs, but the problem is that other manufacturers will be following suit and recommending the same or similar procedures for repairs."

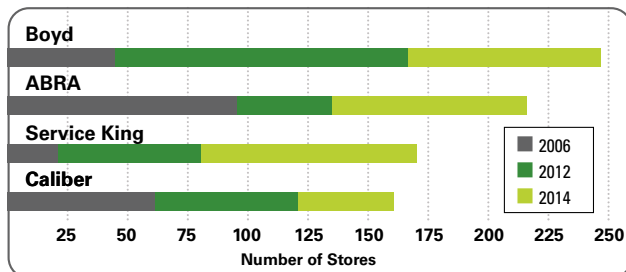
Speaking of procedures, it was only three years ago when the three major trade associations in the industry – the Society of Collision Repair Specialists, the Automotive Service Association and the Alliance of Automotive Service Providers – jointly proclaimed that the OEM repair procedures should be the standard of repair. With the increasing use of aluminum, that declaration is now taking on greater importance.

And what about the consumer? Ford's introduction of the F-150 made quite a splash over national media outlets, and no doubt truck owners took note. Plus, it was announced in January that the OE Roundtable had created a website called [www.crashrepairinfo.com](http://www.crashrepairinfo.com) to educate consumers on what it takes to repair their vehicles properly. Will this signal a tide change in consumers' knowledge of what it takes to repair their vehicle properly? Will they be more selective in the shop they choose? Will they use Ford's "shop locator" to find a certified dealer shop or recognized independent shop?

Evidence of more exotic materials being introduced in vehicles? How about BMW's carbon fiber chassis, aluminum frame rails and thermo plastic outer panels on the i3 and i8 electric vehicles that will soon be entering the marketplace?

And we haven't even talked refinishes yet. The newer, more vibrant,

translucent finishes that are becoming increasingly popular with the OEMs are challenging shops in the paint department from a matching standpoint in that it's difficult to match the factory's application. Blending isn't really an option with opaque basecoats, because every coat that overlaps the existing panels will make that color different.



But there's no need to panic. Industry veterans who have witnessed radical changes in the industry before (full frame to unibody construction, handwritten to electronic estimates, solvent-based to waterborne paint, etc.) predict that most repairers will take this new shift in stride and adapt as necessary.

### Consolidation

Since our last State of the Industry report in 2011-12, the pace of consolidation has quickened as most experts in the industry predicted. One needs only to look at the number of stores of the Big Four (not including franchise models) – see graphic above.

This second wave of consolidation in the collision industry is being driven by industry dynamics and investor appetite. The difference between this wave and the first wave, which occurred in the late 1990s, is that insurance companies are now fully engaged, and their own strategic objectives are now in sync with the benefits of consolidation.

Will the push toward making aluminum mainstream provide more opportunities for consolidators to expand by acquiring shops unwilling to make the necessary investment in tooling and training? Will aging shop owners ready to exit the industry provide more

opportunities for consolidators as well (60 percent of shop owners/managers are aged 50-64, far and above any other age category in the industry)? The answers are probably yes and yes. Then again, buying a franchise or aligning with an OEM might provide a new lifeline for shops struggling with the decision to close up, sell or forge ahead into the future.

### Overcapacity

The market is still overcapacity, with some experts believing that 20,000 to 25,000 shops could handle the current workload available. The repair pool continues to decline for a number of reasons: teenagers' dis-

interest in getting a driver's license; Millennials (the largest segment of the U.S. population) bogged down with college debt and/or unemployed and opting to put off buying a car; the second largest segment of the U.S. population, Baby Boomers, who are considered safer drivers; increasing accident avoidance technology (NHTSA announced last month that "backup cameras" will be required on all vehicles, phasing in May 2016 to 100 percent completion by 2018); safer roads; less miles driven; more total losses due to higher salvage values; higher deductibles and more.

Still, harsh winter weather in many parts of the country prompted one association leader to remark that the general aftermarket was poised for a great year: crashed vehicles needing to be repaired, shocks and struts needing to be replaced (potholes), etc.

### Insurer Preferences

Who gets the work is another topic. There are those who believe owning the insurer is key to referrals and have tailored their business model to that philosophy. Insurance work is the basis for most MSO models, and insurers welcome working with MSOs for a variety of reasons: strong brand, single

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# BODYSHOP BUSINESS INDUSTRY PROFILE: 2013-16

## STATE-BY-STATE BREAKDOWN OF THE COLLISION MARKET

	Population 2013 (Est.)	Light Vehicles IHS Automotive (Polk) Data 2012	Reported Crashes	Crash Rate Reported Accidents	Total Crashes
Alabama	4,822,023	4,473,371	128,315	0.029	256,630
Alaska	731,449	638,029	12,890	0.020	25,780
Arizona	6,553,255	5,032,783	103,637	0.021	207,274
Arkansas	2,949,131	2,502,418	59,076	0.024	118,152
California	38,041,430	26,286,882	657,172	0.025	1,314,344
Colorado	5,187,582	4,478,565	102,137	0.023	204,274
Connecticut	3,590,347	2,887,123	96,879	0.034	193,758
Delaware	917,092	753,495	21,202	0.028	42,404
Washington D.C.	632,323	313,690	7,842	0.025	15,685
Florida	19,317,568	14,607,980	281,340	0.019	562,680
Georgia	9,919,945	8,221,187	205,530	0.025	411,059
Hawaii	1,392,313	1,033,149	25,829	0.025	51,657
Idaho	1,595,728	1,487,068	21,402	0.014	42,804
Illinois	12,875,255	9,983,198	281,788	0.028	563,576
Indiana	6,537,334	5,464,053	188,841	0.035	377,682
Iowa	3,074,186	3,042,581	47,818	0.016	95,636
Kansas	2,885,905	2,682,278	60,634	0.023	121,268
Kentucky	4,380,415	3,689,796	124,844	0.034	249,688
Louisiana	4,601,893	3,728,681	153,154	0.041	306,308
Maine	1,329,192	1,171,023	30,000	0.026	60,000
Maryland	5,884,563	4,691,800	89,655	0.019	179,310
Massachusetts	6,646,144	4,851,915	120,631	0.025	241,262
Michigan	9,883,360	8,039,326	273,891	0.034	547,782
Minnesota	5,379,139	4,666,421	69,236	0.015	138,472
Mississippi	2,984,926	2,610,091	65,252	0.025	130,505
Missouri	6,021,988	5,237,100	142,966	0.027	285,932
Montana	1,005,141	1,166,002	19,841	0.017	39,682
Nebraska	1,855,525	1,830,649	30,443	0.017	60,886
Nevada	2,758,931	2,018,343	51,664	0.026	103,328
New Hampshire	1,320,718	1,208,409	33,265	0.028	66,530
New Jersey	8,864,590	6,853,388	284,062	0.041	568,124
New Mexico	2,085,538	1,802,023	43,227	0.024	86,454
New York	19,570,261	11,204,539	294,757	0.026	589,514
North Carolina	9,656,401	8,188,485	213,641	0.026	427,282
North Dakota	699,628	707,673	18,356	0.026	36,712
Ohio	11,544,225	9,747,789	267,311	0.027	534,622
Oklahoma	3,814,820	4,006,384	69,807	0.017	139,614
Oregon	3,899,353	3,326,954	49,798	0.015	99,596
Pennsylvania	12,763,536	10,825,611	124,092	0.011	248,184
Rhode Island	1,050,292	815,314	45,373	0.056	90,746
South Carolina	4,723,723	3,951,077	106,864	0.027	213,728
South Dakota	833,354	891,663	16,261	0.018	32,522
Tennessee	6,456,243	5,512,110	167,452	0.030	334,904
Texas	26,059,203	19,205,285	416,870	0.022	833,740
Utah	2,855,287	2,339,082	50,600	0.022	101,200
Vermont	626,011	563,109	12,640	0.022	25,280
Virginia	8,185,867	6,944,966	116,386	0.017	232,772
Washington	6,897,012	6,024,665	99,560	0.017	199,120
West Virginia	1,855,413	1,576,917	39,423	0.025	78,846
Wisconsin	5,726,386	4,929,762	117,380	0.024	234,760
Wyoming	576,412	616,879	13,893	0.023	27,786
<b>U.S. Total</b>	<b>313,818,356</b>	<b>248,831,081</b>	<b>6,074,927</b>	<b>0.025</b>	<b>12,149,854</b>



- Population:** The number of people in the state in 2011.
- Light Vehicle Registrations:** The total number of automobiles and light trucks registered in that state as of July 1, 2010.
- Reported Crashes:** The total number of vehicle crashes reported to authorities, which typically refers to the year 2010 or 2011 but, in some cases, might be from an earlier year. The actual number was obtained for 45 states. For some states, data was collected from state websites, the National Highway Traffic Safety Administration's site, or by contacting the appropriate government agency. For the remaining regions, the number of crashes was estimated by using the national average rate. The national average crash rate is 0.0274. The rate varies significantly from state to state and has strong influence on the collision repair potential for that state. The crash totals include accidents involving just one vehicle and those of multiple vehicles, as well as motorcycle crashes. The total includes property damage-only crashes, crashes that resulted in injuries and crashes involving fatalities. Some states may have different thresholds for reporting a vehicle crash. Typically, this is a minimum of \$1,500 property damage. Some states may not express all crash data through a single reporting agency (typically the Bureau of Public Safety or the Highway Patrol). In these instances, the total shown for that state will be less than the actual number of crashes.
- Crash Rate:** The percentage of registered vehicles that are involved in reported crashes during the year. The national average for the 45 states for which actual data was available is 0.0274 (about 3% of all vehicles per year).

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**Note:** Space not available to print this entire 2-page spreadsheet. If interested, please contact the Auto Care Association at 301-654-6664 for further details.

## STATE OF THE INDUSTRY

point of contact, offload of DRP administration, consistency of performance and product, KPI measurement capabilities (cycle time, touch time, CSI), etc.

As Rex Green of BB&T Capital said in a talk addressing collision repairers, scale allows:

- Superior systems
- Superior purchasing
- Spending on consumer marketing
- Better customer experience and satisfaction
- Insurer benefit from national presence as costs go down and KPIs go up.

“Consumers have proven that they assign value to national brands and the consistent service they imply,” he said.

But single-store independents still continue to be the largest segment of the industry and are holding their own against impending consolidators.

One such shop is owned by Ben Krom, who defied naysayers by opening his own facility a little over a year ago and recently celebrated his one-year anniversary, nearly doubling his sales goal by grossing \$278,000.

When asked what would happen if one of the mega consolidators moves onto their corner, most mom-and-pop shops and smaller MSOs don't quake in their boots. Rather, they take the attitude of, “As long we keep taking care of our customers, we will be fine.”

And perhaps they're right. As Marcy Tieger of Symphony Advisors said in an article on consolidation in *BodyShop Business*, small business owners often forge strong bonds in their communities, and their “independence” can be a selling point to consumers.

“There will always be a place for small, independent businesses, even with industry consolidation,” said Tieger.

In the same article, an independent shop owner said, “Independents are not going away. If you build a relationship and do a good job, the customer will come back to you regardless of what choices the insurance companies give them.”

### Customers

It has always been important for shops to keep tabs on who their customer is and

understand their demographics, but even more so today as the customer is changing.

We live in a time of instant communication, so everyone wants to be updated on the status of their vehicle via text or email. Those shops that can “manage” the customer experience and their expectations from the time they come into the shop to after the delivery of the vehicle will have the highest CSI scores, a key metric by which insurers measure a shop's performance.

More and more consumers want to interact with shops via the Internet – website, Facebook, Twitter, Google+, etc. Those shops not utilizing these free social media tools are losing potential business. Those who are can take advantage of customers who post on Facebook or tweet, “Hit a deer this morning! Need a quick estimate! Help!” With accidents not increasing, shops need to find business in every corner they can.

Mark Claypool, an SEO expert deeply entrenched in the collision industry, estimates that 60 to 70 percent of shops are on Facebook, but only 15 to 25 percent are managing it effectively. Less than 10 percent have a Twitter account, and less than 25 percent have verified their Google+ pages.

“These numbers are higher for shops doing over a million in sales,” he says.

This Web presence comes with a flip side, though: shops' continual need to manage their “online reputations” and know what people are saying about them online.

Roughly 50 percent of consumers are accessing the Internet via their smartphones now, so shops need to have mobile versions of their websites available. They also need to make sure their websites can be found in the vast universe of the Internet through Search Engine Optimization (SEO) strategies.

Millennials are prone to use websites that now exist where they can take a



photo of their vehicle damage, post it to the site and get instant bids from shops. Some will argue if this model helps or hurts the industry, but the fact is it exists and is a potential source of new business. Shops cannot ignore this important customer segment.

Women are playing a more vital role in the repair decision of the family vehicle as well, forcing shops to reconsider the look and feel of the collision service experience.

### Workforce

As if there weren't enough challenges in the industry, shops are facing an aging workforce and not enough fresh faces to replace them. Some openly wonder if they're looking in the right places for the right people, while others feel training at vo-tech schools needs to improve so technicians are more “day one ready” and up-to-speed on today's technology – not an easy task in the face of declining enrollment and reduced funding or outright elimination of these programs. Shops are seeing the increasing need to get involved with their local vo-tech schools, and some, if lucky enough, are seeing the value in dedicating space in their operations for internal training and recruitment. With a lack of outside help, the bottom line seems that the industry needs to help itself if it plans on creating and maintaining a sustainable workforce.

### Conclusion

The collision industry is not alone in the pressures it's facing. Many other industries are consolidating as well and forcing participants to rethink their strategies. It will ultimately come down to who can deliver the best quality product the fastest at the best price. It sounds like a tired old cliché, but those who plan for the future, embrace change and keep up with the latest trends in the industry will be best positioned for success today and down the road. ■



# VEHICLE REGISTRATIONS AND USAGE

## in this section |

### **U.S. New Motor Vehicle Registrations**

Represents registrations of new and used motor vehicles.

### **Top 10 Light Vehicle Registrations**

Sales data for the top 10 passenger cars and light trucks.

### **U.S. Motor Vehicle Population**

Data on the characteristics of the motor vehicle population, including licensed drivers, registrations, average age and scrappage rates.

### **Hybrid Vehicles**

Information on hybrid vehicle registrations by state and model.

### **Vehicle Operating Costs**

Consists of data on light vehicle operating costs, including fuel, maintenance and tire expenses.

### **Vehicle Miles Traveled And Gasoline Affordability**

Data on fuel consumption, gasoline prices, miles traveled, cost of oil and gas mileage tips.

### **Gasoline Affordability and Fuel Consumption**

Description to come...

### **Crude Oil and Diesel Fuel Costs**

Description to come...

# U.S. NEW MOTOR VEHICLE REGISTRATIONS

The U.S. automobile industry has remained resilient throughout the last five years following the 2009 federal government bailout. With an uptick in consumer demand for new vehicles, total registrations of U.S. new vehicles rose 6.5 percent in 2014 to 16.7 million, compared with 15.7 million in 2013. This increase reverses some of the heavy losses experienced in 2009 (-21.9 percent) and 2008 (-17.7 percent), which led to the lowest new vehicle registrations in over a decade.

Last year, new passenger car registrations grew 1.6 percent, with import vehicles maintaining their dominance in this category, accounting for 68.9 percent of total sales. Light trucks grew 10.8 percent in 2014, achieving the best new registration level in six years. Foreign nameplates as a percent of total light truck registrations have continued an increasing trend since 2011.

The nascent recovery was not limited to light vehicles. Registrations of new medium (GVW 4-6) and heavy duty (GVW 7-8) vehicles increased by 14.2 percent to 434,000 units in 2014.

**NOTE:** Presentation of this data has been updated to be registrations-based, providing a more verifiable record of vehicles in the fleet, from published state and federal sources. For consistency, corresponding historical data have likewise been updated to registrations-criteria.

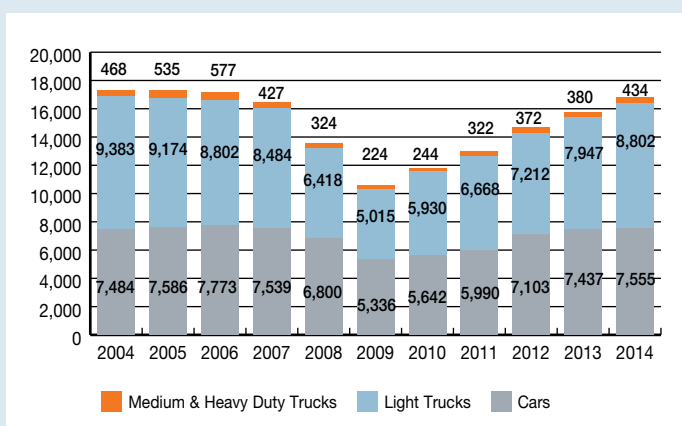
## U.S. New Vehicle Registrations, 2000-2014

(In Thousands)

Report Year	CARS				LIGHT TRUCKS (GVW 1-3)				Light Truck % of Total Light Vehicles	TOTAL LIGHT VEHICLES	MEDIUM & HEAVY DUTY TRUCKS			TOTAL VEHICLES	
	Domestic	Import	Total	% Import	Domestic	Import	Total	% Import		Total Light Vehicles	Medium Duty Trucks GVW4-6	Heavy Duty Trucks GVW7-8	Medium & Heavy Trucks	All Vehicles	% Change from Previous Year
2000	4,691	4,154	8,845	47.0%	6,778	1,812	8,590	21.1%	49.3%	17,435	166	342	508	17,943	na
2001	4,191	4,345	8,536	50.9%	6,725	2,030	8,755	23.2%	50.6%	17,291	146	240	386	17,677	-1.5%
2002	3,698	4,338	8,036	54.0%	6,617	2,062	8,679	23.8%	51.9%	16,715	128	222	350	17,065	-3.5%
2003	3,421	4,214	7,635	55.2%	6,599	2,384	8,983	26.5%	54.1%	16,618	139	231	370	16,988	-0.5%
2004	3,198	4,286	7,484	57.3%	6,689	2,694	9,383	28.7%	55.6%	16,867	171	297	468	17,335	2.0%
2005	3,137	4,449	7,587	58.6%	6,348	2,826	9,174	30.8%	54.7%	16,761	189	346	535	17,296	-0.2%
2006	3,126	4,646	7,773	59.8%	5,775	3,027	8,802	34.4%	53.1%	16,574	197	380	577	17,151	-0.8%
2007	2,751	4,788	7,539	63.5%	5,412	3,072	8,484	36.2%	53.0%	16,023	181	246	427	16,451	-4.1%
2008	2,327	4,473	6,800	65.8%	3,955	2,462	6,418	38.4%	48.6%	13,218	132	192	324	13,541	-17.7%
2009	1,674	3,661	5,336	68.6%	2,877	2,138	5,015	42.6%	48.5%	10,351	78	146	224	10,575	-21.9%
2010	1,800	3,751	5,642	68.1%	3,371	2,559	5,930	42.3%	50.8%	11,572	82	162	244	11,816	11.7%
2011	1,992	3,999	5,990	66.8%	3,900	2,768	6,668	41.5%	52.7%	12,659	103	218	322	12,980	9.9%
2012	2,231	4,873	7,103	68.6%	4,105	3,107	7,212	43.1%	50.4%	14,315	121	251	372	14,687	13.2%
2013	2,411	5,025	7,437	67.6%	4,503	3,444	7,947	43.3%	51.7%	15,384	135	245	380	15,764	7.3%
2014	2,348	5,207	7,555	68.9%	4,983	3,818	8,802	43.4%	53.8%	16,356	147	287	434	16,790	6.5%

## U.S. Motor Vehicle Registrations, 2004-2014

(In Thousands)



**Notes:** Historical data have been revised.  
Domestic vehicles refer to those vehicles manufactured by U.S. companies (GM, Ford, Chrysler, Tesla) and their sub-brands

**Source:** Light vehicle registration counts from R. L. Polk & Co.'s NVPP® database as of December 31, 2014  
Medium and heavy duty truck registration from R. L. Polk & Co.'s Trucking Industry Profile® system as of December 31, 2014.  
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# TOP 10 LIGHT VEHICLE REGISTRATIONS

## U.S. Light Vehicle Market, 2001-2014

(Thousands of Vehicles)

Year	New Registrations	Used Registrations	Total Registrations	% Change	Retail Lease	Commercial Lease	Total Lease	Lease % New
2001	17,291	-	-		2,448	524	2,972	17.2%
2002	16,715	41,201	57,916		2,137	454	2,590	15.5%
2003	16,619	41,076	57,695	-0.38%	1,686	401	2,088	12.6%
2004	16,867	41,672	58,539	1.46%	1,805	442	2,247	13.3%
2005	16,761	42,259	59,020	0.82%	2,043	507	2,550	15.2%
2006	16,574	39,372	55,946	-5.21%	2,343	533	2,877	17.4%
2007	16,023	38,279	54,302	-2.94%	2,347	520	2,867	17.9%
2008	13,218	36,146	49,364	-9.10%	1,867	452	2,319	17.5%
2009	10,351	35,622	45,972	-6.87%	1,067	275	1,343	13.0%
2010	11,480	36,911	48,391	5.26%	1,659	371	2,030	17.7%
2011	12,659	36,921	49,579	4.16%	1,988	177	2,165	17.1%
2012	14,315	37,583	51,898	4.68%	N/A	N/A	N/A	0.0%
2013	15,384	35,815	51,199	-1.35%	N/A	N/A	N/A	0.0%
2014	16,356	36,281	52,637	2.81%	N/A	N/A	N/A	0.0%

As mentioned on the previous page, the overall number of light vehicle registrations increased 6.3 percent to 16.4 million vehicles in 2014. Used registrations increased by 1.3% in 2014 resulting in an overall increase in total registrations by 2.8%.

The top 10 passenger cars for 2014 represented 40 percent of total car registrations and again were led by five foreign vehicles produced by Toyota, Honda and Nissan in the five top spots. Ford held the number six and eight spots. The Chevrolet Cruze, released in late 2010, holds the seventh place, with sales of 270,463 vehicles in 2014. In light truck registrations, the top 10 made up 38.6 percent of total, with four of the top five being domestic models from Ford, Chevy and Dodge.

NOTE: Top 10 data has been updated to be registrations-based, providing a more verifiable record of vehicles in the fleet, from published state and federal sources. For consistency, corresponding historical data have likewise been updated to registrations-criteria.

## Top 10 Light Vehicle Registrations

(Based on 2014 C-Y NEW Registrations)

Top 10 Passenger Car Registrations	2013	2014	% Change 2013/2014
Toyota Camry	405,739	429,606	5.9%
Honda Accord	365,850	389,496	6.5%
Toyota Corolla	300,905	337,571	12.2%
Nissan Altima	317,391	332,887	4.9%
Honda Civic	336,219	326,669	-2.8%
Ford Fusion	293,247	307,214	4.8%
Chevrolet Cruze	247,048	270,463	9.5%
Ford Focus	236,037	223,301	-5.4%
Hyundai Sonata	202,850	213,362	5.2%
Hyundai Elantra Sedan	203,495	190,800	-6.2%
<b>Top 10 Passenger Car Registrations Total</b>	<b>2,908,781</b>	<b>3,021,369</b>	<b>3.9%</b>
<b>Total Passenger Car Registrations</b>	<b>7,436,614</b>	<b>7,554,528</b>	<b>1.6%</b>
<b>Top 10 as a Percent of Total Passenger Cars</b>	<b>39.1%</b>	<b>40.0%</b>	

Top 10 Light Truck Registrations	2013	2014	% Change 2013/2014
Ford F Series	709,711	700,099	-1.4%
Chevrolet Silverado	476,081	523,813	10.0%
Dodge Ram	341,630	422,924	23.8%
Honda CR-V	303,594	335,146	10.4%
Ford Escape	295,324	308,079	4.3%
Toyota Rav4	215,099	266,148	23.7%
Chevrolet Equinox	237,135	238,245	0.5%
Gmc Sierra	182,498	211,863	16.1%
Ford Explorer	192,092	210,840	9.8%
Jeep Grand Cherokee	173,339	184,346	6.3%
<b>Top 10 Light Truck Registrations Total</b>	<b>3,126,503</b>	<b>3,401,503</b>	<b>8.8%</b>
<b>Total Light Truck Registrations</b>	<b>7,947,037</b>	<b>8,801,526</b>	<b>10.8%</b>
<b>Top 10 as a Percent of Total Light Truck</b>	<b>39.3%</b>	<b>38.6%</b>	
<b>Total U.S. Light Vehicle Registrations</b>	<b>15,383,651</b>	<b>16,356,054</b>	<b>6.3%</b>

Note: \* The Chevrolet Cruze was released in late 2010.

Source: © 2015, IHS Automotive, driven by Polk.

# U.S. TOTAL MOTOR VEHICLE POPULATION

The number of registered motor vehicles in the U.S. grew to 265.3 million in 2015. The number increased by 2.1 percent from the previous year's 259.7 million. Of the 265.3 million total vehicle fleet, light vehicles accounted for 257.9 million, while medium and heavy-duty truck registrations totaled 7.4 million.

The fact that Americans are continuing to hold their cars longer bodes well for the auto care industry. For the fourth year in a row, the average age of passenger cars reached 11 years. Light vehicle longevity increased from 11.4 to 11.5 years in 2015. On average, light vehicles are being held one-year longer than six years ago.

Evidence of the aging light vehicle fleet can be seen in the age mix of vehicles. This chart shows that vehicles in the 11+ year old category now comprises 47.1 percent of total light vehicles (up from 35.7 percent in 2007) and is growing significantly faster (4.4%) than the other two categories reported. It is this analysis that helps to explain how the industry can sustain growth in the face of rising gasoline prices and flattening miles driven.

Additional evidence of the aging light vehicle population can be seen in the overall scrappage rate in 2015, now at its lowest level (4.4 percent) in thirteen years.

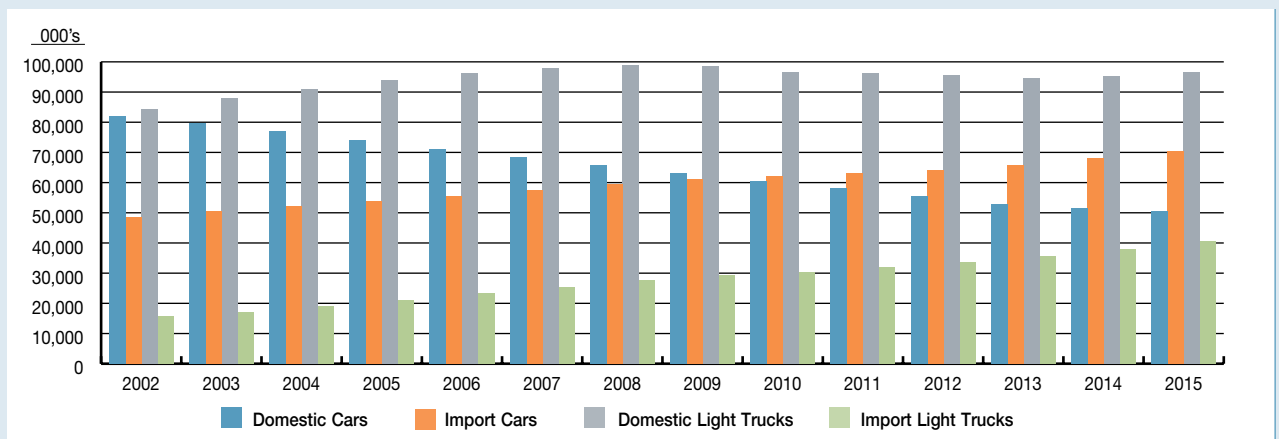
## U.S. Vehicle Population (VIO), 2002-2015

(in Thousands)

Report Year	CARS				LIGHT TRUCKS (GVW 1-3)					Total Light Vehicles	MED. & HEAVY DUTY TRUCKS			TOTAL VEHICLES	
	Domestic	Import	Total	% Import	Domestic	Import	Total	% Import	Light Truck % of Total Light Vehicles		Medium Duty Trucks GVW4-6	Heavy Duty Trucks GVW7-8	Medium & Heavy Trucks	All Vehicles	% Change from Previous Year
2002	81,999	48,449	130,448	37.1%	84,376	15,706	100,082	15.7%	43.4%	230,529	2,528	4,276	6,803	237,333	
2003	79,727	50,462	130,189	38.8%	87,820	17,221	105,042	16.4%	44.7%	235,231	2,817	4,730	7,548	242,778	2.3%
2004	77,005	52,182	129,187	40.4%	91,036	19,025	110,061	17.3%	46.0%	239,248	2,773	4,826	7,599	246,847	1.7%
2005	74,092	53,821	127,913	42.1%	94,037	21,087	115,124	18.3%	47.4%	243,038	2,834	4,795	7,629	250,667	1.5%
2006	71,179	55,554	126,733	43.8%	96,390	23,211	119,602	19.4%	48.6%	246,335	2,797	4,703	7,501	253,835	1.3%
2007	68,553	57,419	125,971	45.6%	97,889	25,452	123,341	20.6%	49.5%	249,312	2,790	4,806	7,596	256,908	1.2%
2008	65,896	59,417	125,313	47.4%	98,905	27,676	126,581	21.9%	50.3%	251,894	2,749	4,647	7,395	259,289	0.9%
2009	63,220	61,236	124,456	49.2%	98,453	29,249	127,702	22.9%	50.6%	252,158	2,567	4,346	6,914	259,072	-0.1%
2010	60,316	62,135	122,451	50.7%	96,678	30,302	126,981	23.9%	50.9%	249,432	2,853	4,819	7,673	257,105	-0.8%
2011	58,111	63,261	121,372	52.1%	96,164	31,938	128,102	24.9%	51.3%	249,474	2,493	4,185	6,678	256,152	-0.4%
2012	55,416	64,117	119,533	53.6%	95,547	33,642	129,188	26.0%	51.9%	248,721	2,867	4,817	7,684	256,405	0.1%
2013	52,949	65,677	118,625	55.4%	94,726	35,498	130,224	27.3%	52.3%	248,849	2,845	4,993	7,839	256,688	0.1%
2014	51,581	68,049	119,631	56.9%	95,170	37,800	132,970	28.4%	52.6%	252,601	2,629	4,490	7,119	259,720	1.2%
2015	50,501	70,440	120,941	58.2%	96,440	40,530	136,969	29.6%	53.1%	257,910	2,704	4,652	7,356	265,266	2.1%

## U.S. Light Vehicle Population, 2002-2015

(Thousands of Vehicles)



Notes: Historical data have been revised. Domestic vehicles refer to those vehicles manufactured by U.S. companies (GM, Ford, Chrysler, Tesla) and their sub-brands.

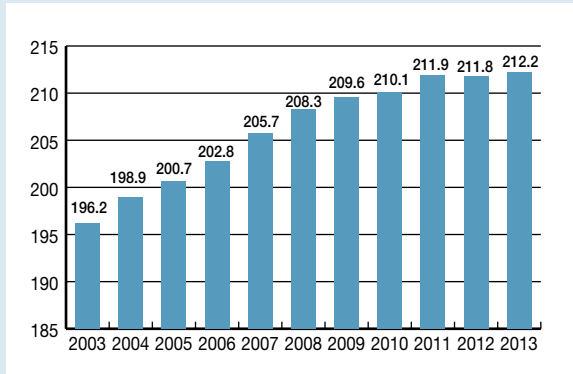
Source: Light vehicle registration counts from R. L. Polk & Co.'s NVPP® database as of December 31, 2014.

Medium and heavy duty truck registration from R. L. Polk & Co.'s Trucking Industry Profile® system as of December 31, 2014.

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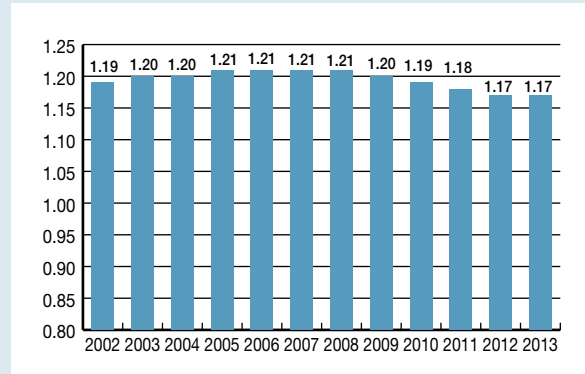
# U.S. TOTAL MOTOR VEHICLE POPULATION

## Total U.S. Licensed Drivers, 2003-2013 (Millions of Drivers)



Sources: Auto Care Association, U.S. Department of Transportation

## Registered Light Vehicles Per Licensed Driver 2002-2013



Note: Historical data for have been revised.

Sources: Auto Care Association, U.S. Department of Transportation, R. L. Polk & Co.

## Vehicle Scrappage Rates, 2003-2015 (Percent of Vehicles Scrapped)

Year	Passenger Cars	Light Trucks	All Light Vehicles
2003	6.4%	3.7%	5.2%
2004	6.6%	3.8%	5.4%
2005	6.8%	3.9%	5.5%
2006	6.9%	4.1%	5.5%
2007	6.7%	4.2%	5.5%
2008	6.5%	4.3%	5.4%
2009	6.1%	4.2%	5.1%
2010	5.9%	4.5%	5.2%
2011	5.4%	3.8%	4.6%
2012	6.5%	4.4%	5.4%
2013	6.7%	4.8%	5.7%
2014	5.4%	4.0%	4.7%
2015	5.2%	3.6%	4.4%

Note: Historical data have been revised.

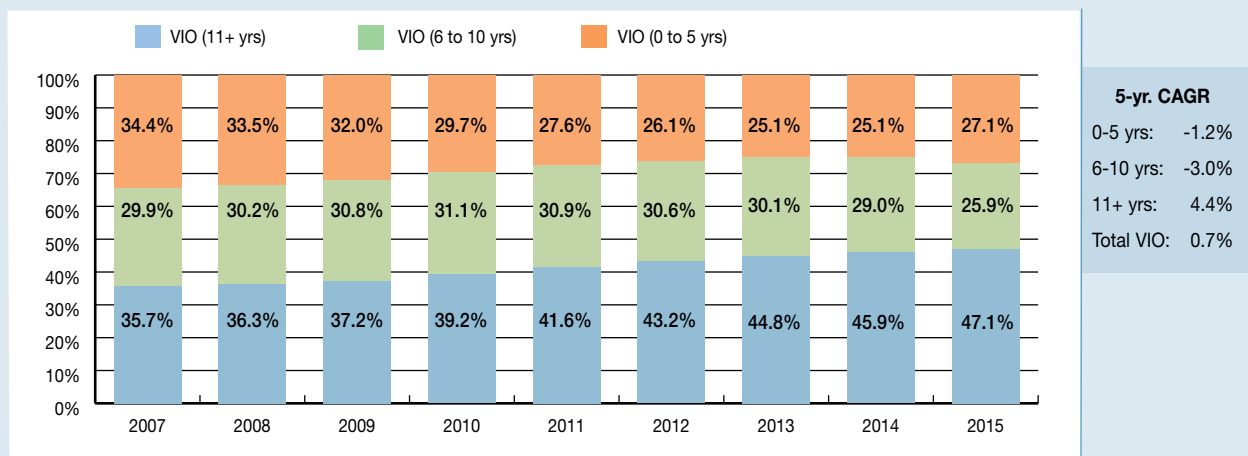
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## Average Age of Cars and Light Trucks in Use, 2002-2015

Year	Passenger Cars	Light Trucks	All Light Vehicles
2002	9.6	9.8	9.4
2003	9.7	9.9	9.4
2004	9.7	10.0	9.4
2005	9.8	10.1	9.4
2006	9.8	10.2	9.5
2007	9.9	10.3	9.6
2008	10.0	10.4	9.7
2009	10.3	10.5	10.0
2010	10.6	10.8	10.4
2011	10.9	11.1	10.7
2012	11.1	11.2	11.0
2013	11.3	11.3	11.2
2014	11.4	11.4	11.4
2015	11.5	11.5	11.5

Source: Average age calculated from IHS Automotive, driven by Polk's NVPP® database as of January 1, 2014. © 2014, IHS Automotive, driven by Polk. Reproduction in whole or in part is prohibited without written permission of IHS Automotive, driven by Polk, 248-728-7000, www.polk.com.

## Age Mix of Vehicles in Year Range Categories, 2007-2015



**5-yr. CAGR**  
 0-5 yrs: -1.2%  
 6-10 yrs: -3.0%  
 11+ yrs: 4.4%  
 Total VIO: 0.7%

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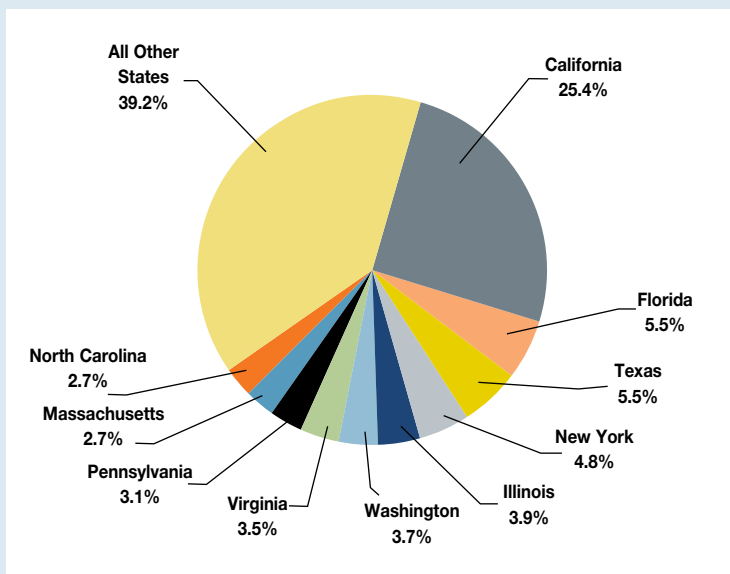
# HYBRID VEHICLES

Hybrid vehicles employ technology that combines an electric motor with a gasoline engine, rather than a traditional gasoline-powered internal-combustion only power-plant. Hybrid vehicles provide better fuel economy and reduced emissions than comparable, standard-powered vehicles; some having the ability to run intermittently in a zero-emissions or “ZEV” mode. Recharging the vehicle’s batteries today is a process that is transparent to the driver, accomplished through a combination of electricity being generated by the on-board gas engine and four-wheel regenerative braking systems that convert kinetic energy to electricity for storage. As this is written, ultra-efficient plug-in hybrids that will extend “ZEV” performance and provide even greater fuel economy are making their way to market.

U.S. registrations of hybrid vehicles totaled 3.4 million as of January 1, 2015, an increase of 15.7 percent over last year’s 2.9 million. California accounts for 25.4 percent of the nation’s hybrids, with the next three states, Florida (5.5 percent), Texas (5.5 percent) and New York (4.8 percent) combine to total 15.8 percent. A third major grouping consists of Illinois (3.9 percent), Washington state (3.7 percent) and Virginia (3.5 percent) total 11.1 percent of registrations.

## Hybrid Registrations by State

Total as of 1/1/15 = 3,365,220



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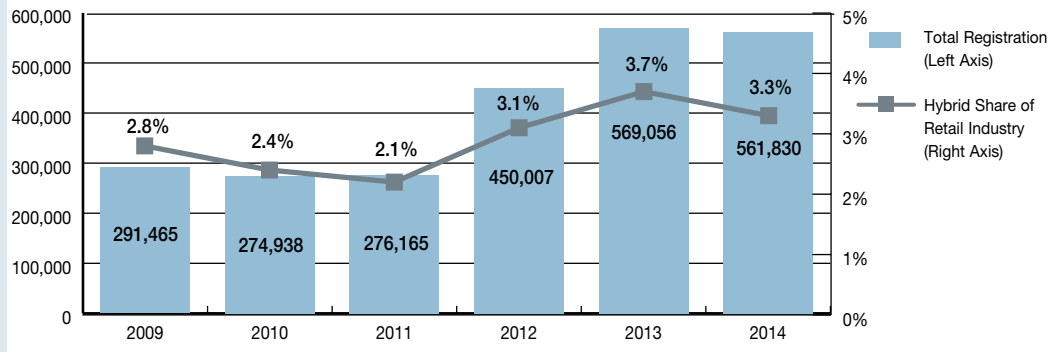
Of the 2,423,524 hybrids registered from 2009 to 2014, Toyota holds four of the top five model spots, beginning with its Prius, the runaway most popular hybrid model, with 825,717 (34.1 percent of U.S. hybrid registrations); followed by the Camry Hybrid at 176,764 (7.3 percent). Note the gap in registrations between numbers one and two. The top non-Toyota hybrid includes the Ford Fusion at number three with 150,992 (6.2 percent). Toyota’s Prius C is ranked at number four with 117,258 (4.8 percent) and rounding off the list at number five is the Prius V with 113,928 (4.7 percent) registrations.

## Hybrid Registrations by State

State	Total Registrations	% Share
California	854,250	25.4%
Florida	186,489	5.5%
Texas	185,489	5.5%
New York	161,105	4.8%
Illinois	130,900	3.9%
Washington	124,005	3.7%
Virginia	117,283	3.5%
Pennsylvania	104,843	3.1%
Massachusetts	91,498	2.7%
North Carolina	89,399	2.7%
All Other States	1,319,959	39.2%
<b>Total</b>	<b>3,365,220</b>	<b>100.0%</b>

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## Hybrid Vehicle Registration & Retail Share, 2009-2014



**Note:** Historical data have been revised.

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## Hybrid NEW Registration for Selected Models (Year end 2009-2014)

Make Model	2009	2010	2011	2012	2013	2014	6-Year Total	% of Total	CUM. % of Total
Toyota Prius	139,295	140,346	128,204	149,837	145,041	122,991	825,714	34.1%	34.1%
Toyota Camry	23,779	14,581	9,309	44,936	44,448	39,711	176,764	7.3%	41.4%
Ford Fusion	14,887	20,979	11,496	13,934	42,661	47,035	150,992	6.2%	47.6%
Toyota Prius C	-	-	-	34,834	41,821	40,603	117,258	4.8%	52.4%
Toyota Prius V	-	-	7,513	40,579	35,068	30,768	113,928	4.7%	57.1%
Ford C-Max	-	-	-	12,091	35,690	27,251	75,032	3.1%	60.2%
Lexus RX	14,550	14,658	10,810	12,032	11,278	9,458	72,786	3.0%	63.2%
Chevrolet Volt	-	209	7,453	22,996	22,915	18,563	72,136	3.0%	66.2%
Honda Insight	19,999	20,989	15,754	5,917	4,733	3,888	71,280	2.9%	69.2%
Nissan Leaf	-	6	8,442	9,949	22,576	29,669	70,642	2.9%	72.1%
Hyundai Sonata	-	1	9,741	16,712	21,587	19,926	67,967	2.8%	74.9%
Lexus CT200H	-	-	13,161	17,929	15,138	17,838	64,066	2.6%	77.5%
Honda Civic	15,296	7,220	4,747	7,089	7,715	5,018	47,085	1.9%	79.5%
Kia Optima	-	-	2,525	9,591	13,517	13,698	39,331	1.6%	81.1%
Toyota Prius Plug-In	-	-	-	12,436	11,891	13,273	37,600	1.6%	82.6%
Lexus ES	-	-	-	6,542	15,957	14,990	37,489	1.5%	84.2%
Ford Escape	14,484	11,201	10,230	1,527	7	3	37,452	1.5%	85.7%
Toyota Highlander	10,909	7,114	4,714	5,877	5,146	3,518	37,278	1.5%	87.3%
Tesla Model S	-	-	-	1,825	18,001	14,411	34,237	1.4%	88.7%
Toyota Avalon	-	-	-	566	16,164	17,151	33,881	1.4%	90.1%
Lincoln MKZ	-	1,082	5,624	6,146	7,292	10,111	30,255	1.2%	91.3%
Honda CR-Z	-	4,980	11,387	4,239	4,492	3,439	28,537	1.2%	92.5%
Lexus HS250H	4,854	11,744	3,305	858	8	-	20,769	0.9%	93.4%
Nissan Altima	9,454	6,799	3,380	159	1	-	19,793	0.8%	94.2%
Honda Accord	-	-	-	-	1,324	14,291	15,615	0.6%	94.8%
Subaru XV Crosstrek	-	-	-	-	266	7,787	8,053	0.3%	95.1%
Fiat 500	-	-	-	-	1,654	6,261	7,915	0.3%	95.5%
Volkswagen Jetta	-	-	-	161	5,468	2,083	7,712	0.3%	95.8%
Chevrolet Tahoe	3,580	1,441	522	503	389	50	6,485	0.3%	96.1%
Cadillac Escalade	2,106	1,180	818	709	386	17	5,216	0.2%	96.3%
Infiniti Q50	-	-	-	-	1,814	3,225	5,039	0.2%	96.5%
Chevrolet Malibu	4,302	413	-	-	-	4,715	4,715	0.2%	96.7%
Ford Focus	-	-	-	662	1,801	1,984	4,447	0.2%	96.9%
BMW i3	-	-	-	-	-	4,347	4,347	0.2%	97.0%
Chevrolet Silverado	896	1,901	991	413	111	27	4,339	0.2%	97.2%
Porsche Cayenne	-	249	1,462	1,075	608	640	4,034	0.2%	97.4%
Smartcar Fortwo	-	3	384	136	905	2,528	3,956	0.2%	97.5%
Infiniti QX60	-	-	-	-	441	2,490	2,931	0.1%	97.7%
Saturn Vue	2,787	118	3	-	-	-	2,908	0.1%	97.8%
Mercury Milan	1,432	1,284	163	1	-	-	2,880	0.1%	97.9%
Gmc Yukon	1,906	695	125	68	46	9	2,849	0.1%	98.0%
Acura IIX	-	-	-	793	1,403	527	2,723	0.1%	98.1%
Mercury Mariner	1,713	839	81	3	1	-	2,637	0.1%	98.2%
Toyota RAV4 EV	-	-	-	129	1,150	1,174	2,453	0.1%	98.3%
Nissan Pathfinder	-	-	-	-	196	2,180	2,376	0.1%	98.4%
Lexus GS	455	313	272	596	477	226	2,339	0.1%	98.5%
Gem E4 4-Passenger Low Speed Vehicle	512	271	233	260	367	324	1,967	0.1%	98.6%
Mercedes-Benz S Class	351	1,001	368	119	41	7	1,887	0.1%	98.7%
GMC Yukon Denali	-	540	496	476	268	22	1,802	0.1%	98.8%
Mitsubishi I-MIEV	-	-	51	553	1,053	141	1,798	0.1%	98.9%
GMC Sierra	553	500	173	477	61	11	1,775	0.1%	98.9%
Chevrolet Spark	-	-	-	-	597	1,147	1,744	0.1%	99.0%
BMW Activehybrid 3	-	-	-	226	922	269	1,417	0.1%	99.1%
Cadillac ELR	-	-	-	-	3	1,411	1,414	0.1%	99.1%
Porsche Panamera	-	-	46	427	244	686	1,403	0.1%	99.2%
Audi Q5	-	-	-	246	863	291	1,400	0.1%	99.2%
Tesla Roadster	733	255	330	21	-	-	1,339	0.1%	99.3%
Fisker Karma	-	-	-	836	345	-	1,181	0.0%	99.3%
Honda Fit	-	-	-	89	574	402	1,065	0.0%	99.4%
Infiniti M35	-	-	399	440	151	51	1,041	0.0%	99.4%
<b>GRAND TOTAL</b>	<b>291,465</b>	<b>274,938</b>	<b>276,165</b>	<b>450,007</b>	<b>569,119</b>	<b>561,830</b>	<b>2,423,524</b>	<b>100.0%</b>	

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# VEHICLE OPERATING COSTS

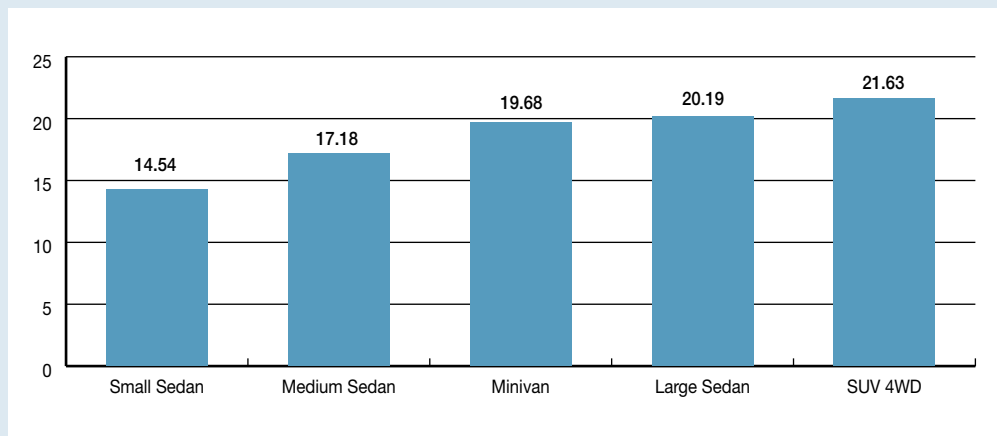
The total, per-mile cost of operating a motor vehicle, as calculated annually by AAA, includes a snapshot of fuel, maintenance and tire replacement costs across several vehicle types plying American roads. In addition to their relative measurement value, many individuals and businesses rely on per-mile indices to determine mileage reimbursement rates for the following year. During periods of high volatility in fuel prices, predictive indices can become disconnected from reality, as was the case in 2012.

The table below shows the annual total cost of operating a light vehicle, based on cost components such as tire, maintenance and fuel. Fuel cost was derived from AAA's late-2014 Fuel Gauge Report average cost of \$2.86 per gallon. Comparatively, driving a light vehicle was cheaper in 2015, due to lower gas and tire prices, maintenance, etc. For example, the low gas price of \$2.86 per gallon, combined with improved vehicle gas mileage, cut the per mile fuel cost of SUV 4WD by 2.34 from 16.94 to 14.60 cents per mile.

Vehicle operating costs have a tremendous impact on Americans' driving habits. In 2008, the last major fuel-related spike translated to fewer total and average miles driven, less discretionary travel, an increase in the use of public transportation and some say, vacations closer to home. With gas prices falling at the pump and not expected to rise above \$3.00 this summer driving season, the trend in discretionary travel for 2015 is certain to spike. Nationally, as of March 16, 2015, gas prices averaged \$2.45, down \$1.09 lower than a year ago prices.

## Light Vehicle Operating Costs, 2015

(Cents Per Mile)



Source: American Automobile Association (AAA)

## Light Vehicle Total Operating Costs, 2015

(Cents Per Mile)

Operating Costs	Small Sedan	Medium Sedan	Minivan	Large Sedan	SUV 4WD
Gasoline	9.18	10.87	13.65	13.58	14.60
Maintenance	4.68	5.2	5.19	5.46	5.65
Tires	0.68	1.11	0.84	1.15	1.38
<b>Total Cost Per Mile</b>	<b>14.54</b>	<b>17.18</b>	<b>19.68</b>	<b>20.19</b>	<b>21.63</b>

Notes: Fuel costs of \$2.86 per gallon derived from AAA's Q4-2014 Fuel Gauge report [www.FuelGaugeReport.com](http://www.FuelGaugeReport.com).

Source: American Automobile Association (AAA)

# MILES DRIVEN VS. GASOLINE AFFORDABILITY

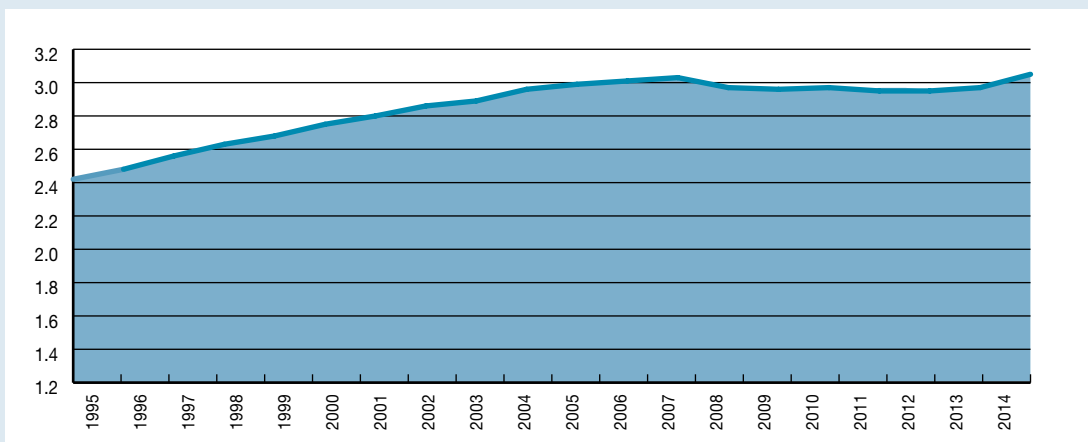
Americans drove 3.04 trillion miles in 2014, surpassing the record 3.03 trillion miles posted in 2007. Vehicle miles traveled on U.S. roads increased by 2.6 percent from 2.97 trillion in 2013 to 3.04 trillion vehicle miles in 2014. This marks the third consecutive year that miles traveled experienced an increase since its 0.7 percent drop in 2011. Steady job growth, increased productivity, falling unemployment numbers, business investments and low gasoline prices contributed to the increase in miles driven over the past two years.

While the economy continues on a path to a recovery, volatile gasoline prices per gallon for all grades is considered a major impediment toward achieving higher vehicle miles traveled.

The nationwide average price per gallon of gasoline as of February 2015 was \$2.30. Given the low gasoline cost, some experts are predicting a banner year on the road for Americans this summer, leading to increased vehicle miles traveled in 2015.

## Annual Miles Driven, 1995-2014

(Trillions of Miles)

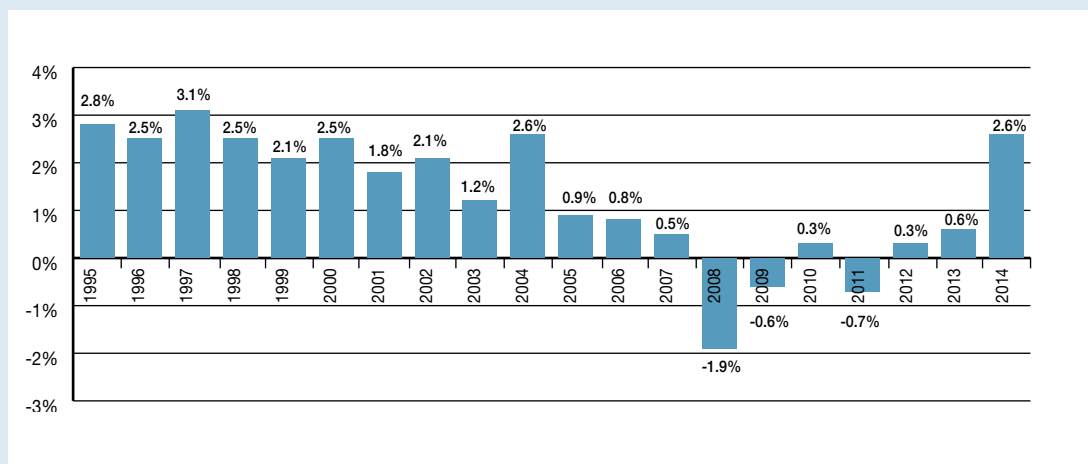


Note: Historical data have been revised.

Sources: Auto Care Association, U.S. Department of Transportation /Federal Highway Administration, January 2015

## Annual Miles Driven, 1995-2014

(Percent Change from Previous Year)



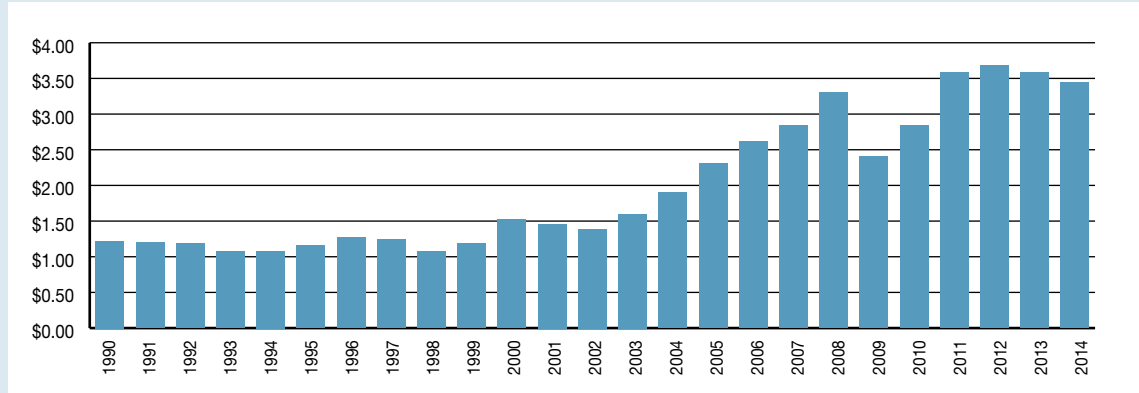
Note: Historical data have been revised.

Sources: Auto Care Association, U.S. Department of Transportation /Federal Highway Administration, January 2015

# GASOLINE AFFORDABILITY AND FUEL CONSUMPTION

## Gasoline Prices, 1990-2014

(Price Per Gallon, All Grades)



Note: Price represents the average price per gallon of gasoline, all grades, in current dollars.

Source: U.S. Department of Energy / Energy Information Administration (EIA). [http://www.eia.gov/dnav/pet/PET\\_PRI\\_GND\\_DCUS\\_NUS\\_A.htm](http://www.eia.gov/dnav/pet/PET_PRI_GND_DCUS_NUS_A.htm)

## Fuel Efficiency and Consumption, 2000-2013

(By Vehicle Type Using USDOT New, Enhanced Methodology)

Year	AVERAGE FUEL CONSUMPTION PER VEHICLE BY VEHICLE TYPE / GALLONS*					AVERAGE MILES TRAVELED PER GALLON OF FUEL CONSUMED / MILES*				
	Light Duty, Short WB Vehicles (1)	Motor- cycles	Lt. Duty, Long WB Vehicles (2)	Single Unit Trucks (3)	Combination Trucks	Light Duty, Short WB Vehicles (1)	Motor- cycles	Lt. Duty, Long WB Vehicles (2)	Single Unit Trucks (3)	Combination Trucks
2000	499	62	859	2,063	11,785	22.1	45.5	17.0	7.4	5.7
2001	474	52	861	2,015	11,707	22.6	43.6	17.0	7.4	5.8
2002	500	53	847	2,106	11,862	22.3	42.5	16.9	7.3	5.9
2003	494	50	874	2,185	12,259	22.4	42.6	16.9	7.3	5.9
2004	493	61	902	2,123	12,170	22.3	42.8	16.9	7.3	5.9
2005	488	52	875	2,021	11,975	22.5	42.7	16.9	7.3	5.9
2006	456	67	955	2,161	11,487	23.1	43.0	17.1	7.4	6.0
2007	456	67	942	2,010	11,727	22.9	42.7	17.1	7.3	6.0
2008	435	63	880	2,068	11,821	23.7	42.5	17.3	7.4	6.0
2009	441	60	883	1,956	10,748	23.8	43.2	17.4	7.4	6.0
2010	453	52	898	1,834	11,706	23.5	43.4	17.2	7.3	5.9
2011	460	51	855	1,814	11,500	23.1	43.5	17.1	7.3	5.8
2012	483	58	694	1,744	11,310	23.3	43.5	17.1	7.3	5.8
2013	480	56	683	1,785	11,651	23.4	43.5	17.2	7.3	5.8

## Average Annual Miles Traveled, 2000-2013

(By Vehicle Type Using USDOT New, Enhanced Methodology)

Year	ACTUAL MILES BY VEHICLE TYPE				
	Light Duty, Short WB Vehicles (1)	Motor- cycles	Lt. Duty, Long WB Vehicles (2)	Single Unit Trucks (3)	Combination Trucks
2000	11,044	2,801	14,604	15,277	66,906
2001	10,723	2,268	14,654	14,840	68,394
2002	11,116	2,232	14,304	15,408	69,693
2003	11,062	2,120	14,770	15,974	72,503
2004	10,992	2,590	15,221	15,507	72,056
2005	10,963	2,212	14,797	14,786	71,101
2006	10,540	2,868	16,340	15,900	68,783
2007	10,710	2,997	14,970	14,782	69,896
2008	10,290	2,684	15,256	15,306	71,106
2009	10,380	2,623	15,237	14,380	64,132
2010	10,649	2,248	15,463	13,469	68,907
2011	10,614	2,221	14,596	13,239	66,768
2012	11,265	2,519	11,882	12,815	66,161
2013	11,244	2,423	11,712	13,116	68,155

Notes:

- \* Total fuel consumption figures are derived from state fuel tax records and reflect latest available data.
- \* Current update uses United States Department of Transportation February 2013 enhanced methodology.
- \* VMT data are based on the latest HPMS (Hwy Performance & Monitoring System) data available;
- \* Prior format and vehicle type classification no longer published. Historical data revised; may not match previous.

Definitions:

- (1) Light Duty Vehicles Short WB - passenger cars, light trucks, vans and sport utility vehicles with a wheelbase (WB) equal to or less than 121 inches.
- (2) Light Duty Vehicles Long WB - large passenger cars, vans, pickup trucks, and sport/utility vehicles with wheelbases (WB) larger than 121 inches.
- (3) Single-Unit - single frame trucks that have 2-Axles and at least 6 tires or a gross vehicle weight rating exceeding 10,000 lbs.

Source:

U.S. Department of Transportation / Highway Statistics / Annual Vehicle Distance Traveled in Miles and Related Data By Highway Category & Vehicle Type.  
<http://www.fhwa.dot.gov/policyinformation/statistics/2013/vm1.cfm>

# CRUDE OIL AND DIESEL FUEL

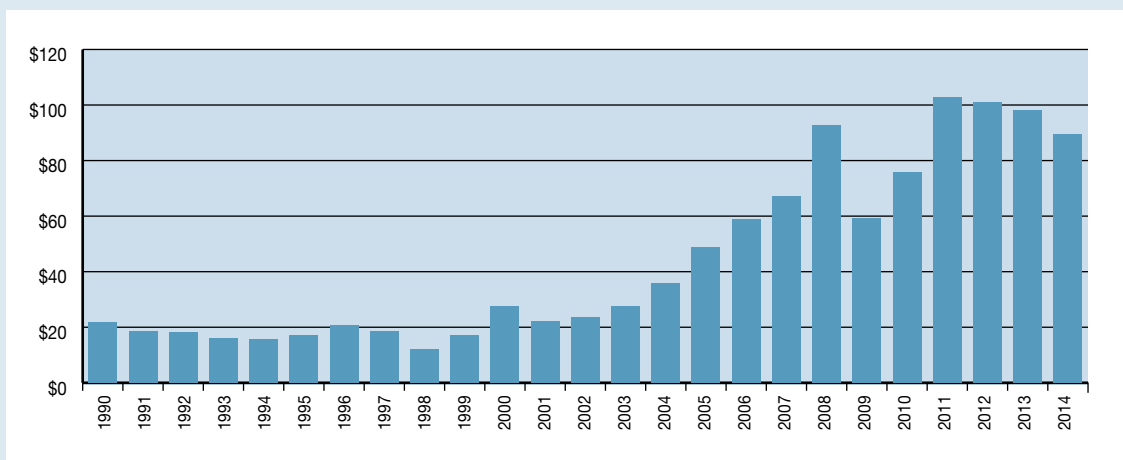
Imported crude oil prices declined from its historic peak of \$102.70 in 2011 to \$101.09 in 2012 and to \$98.11 in 2013. Crude oil, which accounts for 65 percent of the cost of gas prices, has seen its price fall 9.0 percent since last year — from more \$98.11 per barrel to \$89.14 in 2014. The political unrest in the Middle East and North Africa, the source of about one third of world oil production, contributed to the increases in crude oil prices in 2011. Since then, the three-year decrease in crude oil prices reflects the slow economic recovery in the US. The latest U.S. Energy Department forecast projects prices to average \$58 per barrel in 2015 and \$75 in 2016.

The Producer Price Index (PPI) reports a comparable one-year rise in the price of diesel fuel. Diesel fuel rose 3.0 percent from its 2011 price of \$395.9 to \$408.2 in 2012, declining 2.7 percent to \$397.3 in 2013 and by 2.7 percent to \$387.16 in 2014. The average per gallon price of diesel fuel has been historically lower than regular gasoline. Since 2004 the average price of diesel fuel has skyrocketed higher than regular gasoline.

The U.S. Energy Information Administration is predicting lower gasoline prices in 2015. Gas prices at the pump this summer are expected not to rise to \$3, bottoming out at \$2.45 a gallon. The sliding gas price is attributed to U.S. government's spending cuts, near-record levels of U.S. oil production and the Organization of the Petroleum Exporting Countries' (OPEC) decision not to curtail its own production in the face of decreasing prices.

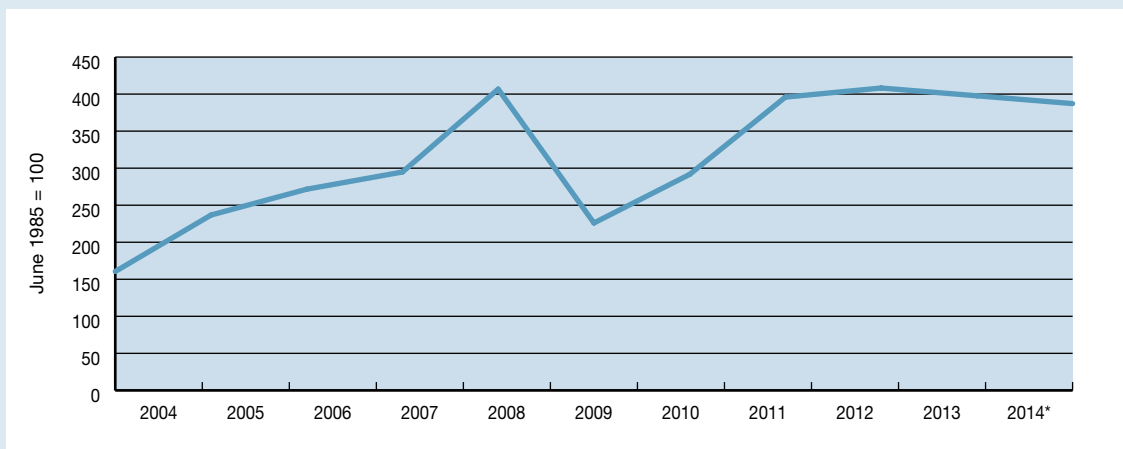
## U.S. Crude Oil Imported Acquisition Cost, 1990-2014

(Dollars per Barrel)



Source: U.S. Energy Information Administration  
[http://www.eia.gov/dnav/pet/pet\\_pri\\_rac2\\_dcu\\_nus\\_a.htm](http://www.eia.gov/dnav/pet/pet_pri_rac2_dcu_nus_a.htm)

## Producer Price Index for Diesel Fuel, 2004-2014



Note: \* Preliminary

Source: U.S. Department of Labor  
 Series ID: WPU05730302

# STATE SUMMARY STATISTICS



## in this section |

### **State Summary Statistics**

Data on the number of establishments by state for automotive product manufacturers, wholesalers, service providers and retailers. This section also includes data on the U.S. population, licensed drivers, miles driven and number of registered vehicles.

# STATE SUMMARY STATISTICS

## Automotive Manufacturing Establishments, 2013

State	NAICS 326211	NAICS 33631	NAICS 33632	NAICS 336330	NAICS 336340	NAICS 336350	NAICS 336360	NAICS 336370	NAICS 336390	Total for This Group
Alabama	5	12	21	3	11	11	27	27	37	154
Alaska	0	1	0	0	0	0	0	0	1	2
Arizona	1	17	8	6	3	6	8	2	20	71
Arkansas	2	14	3	3	1	4	6	2	14	49
California	4	119	51	23	13	63	49	16	168	506
Colorado	0	18	4	2	3	10	5	2	20	64
Connecticut	1	19	9	2	7	8	3	3	12	64
Delaware	1	3	2	0	0	2	2	0	0	10
District of Columbia	0	0	0	0	0	0	0	0	0	0
Florida	4	42	40	8	6	22	16	8	56	202
Georgia	6	27	24	8	9	20	14	18	57	183
Hawaii	0	0	0	0	0	1	0	0	1	2
Idaho	0	7	5	0	3	2	0	0	9	26
Illinois	7	48	53	15	11	41	22	20	82	299
Indiana	4	32	57	17	18	47	35	24	100	334
Iowa	4	9	9	2	0	6	1	9	27	67
Kansas	3	7	6	1	0	2	4	1	14	38
Kentucky	3	20	15	8	14	14	27	26	56	183
Louisiana	1	10	4	0	0	4	2	0	10	31
Maine	0	3	2	2	0	0	0	0	2	9
Maryland	3	2	4	2	0	5	2	0	10	28
Massachusetts	0	2	12	0	3	2	4	2	8	33
Michigan	4	111	82	24	20	62	73	194	225	795
Minnesota	1	19	13	5	1	6	3	3	23	74
Mississippi	4	10	9	2	2	4	8	5	15	59
Missouri	2	30	27	4	5	12	10	8	41	139
Montana	0	2	2	0	0	3	2	0	5	14
Nebraska	0	4	3	3	0	4	2	2	13	31
Nevada	1	15	5	4	1	2	1	0	6	35
New Hampshire	0	4	3	0	0	3	0	1	0	11
New Jersey	1	11	11	3	2	6	4	1	13	52
New Mexico	0	6	5	1	0	1	0	0	4	17
New York	1	35	41	8	4	24	4	6	34	157
North Carolina	8	45	9	8	10	27	12	6	51	176
North Dakota	0	2	10	0	0	2	2	1	3	20
Ohio	13	66	55	19	28	33	34	89	156	493
Oklahoma	4	13	12	2	4	6	5	2	22	70
Oregon	2	9	9	3	2	7	4	4	25	65
Pennsylvania	4	21	24	8	4	18	7	6	37	129
Rhode Island	0	2	2	0	1	0	0	0	0	5
South Carolina	8	20	11	6	7	11	7	9	47	126
South Dakota	2	0	0	0	0	1	1	0	10	14
Tennessee	9	29	27	16	12	15	36	28	55	227
Texas	7	62	56	10	6	24	32	12	91	300
Utah	0	10	3	0	3	11	6	3	24	60
Vermont	0	1	0	2	0	1	0	0	0	4
Virginia	2	19	11	4	5	11	3	0	19	74
Washington	0	23	19	2	1	6	7	0	27	85
West Virginia	0	3	3	0	1	0	0	3	8	18
Wisconsin	0	23	22	0	4	8	12	2	30	101
Wyoming	0	4	0	2	0	0	0	0	3	9
<b>United States (2013)</b>	<b>119</b>	<b>1,009</b>	<b>800</b>	<b>238</b>	<b>225</b>	<b>578</b>	<b>497</b>	<b>549</b>	<b>1,687</b>	<b>5,702</b>
United States (2012)	146	1,010	810	247	224	573	490	550	1,684	5,734
United States (2011)	156	996	866	252	225	582	479	557	1,720	5,833

Historical data have been revised.

**Notes:** Numbers may not add because of state non-disclosure standards and data suppression.  
 NAICS 326211 Tire manufacturing except retreading; NAICS 33631 Motor vehicle gasoline engine and parts manufacturing; NAICS 33632 Motor vehicle electric equipment manufacturing; NAICS 336330 Motor vehicle steering and suspension parts; NAICS 336340 Motor vehicle brake system manufacturing; NAICS 336350 Motor vehicle power train components manufacturing; NAICS 336360 Motor vehicle seating and interior trim manufacturing; NAICS 336370 Motor vehicle metal stamping. NAICS 339390 Other vehicle parts manufacturing. For a more detailed description of NAICS codes, refer to page 104.

**Source:** Bureau of Labor Statistics

# STATE SUMMARY STATISTICS

## Automotive Wholesale, Service and Repair Establishments, 2013

State	WHOLESALE		SERVICE STATIONS		REPAIR SHOPS				
	NAICS 423120	NAICS 423130	NAICS 447110	NAICS 447190	NAICS 811111	NAICS 811112	NAICS 811113	NAICS 811121	NAICS 811191
Alabama	150	31	3,031	101	864	29	93	555	171
Alaska	13	1	162	30	146	0	11	47	12
Arizona	233	27	1,289	64	1,245	25	93	457	59
Arkansas	101	23	1,555	103	545	27	56	380	99
California	1,697	166	5,245	933	8,444	217	513	3,445	661
Colorado	196	42	1,496	75	1,386	35	96	585	173
Connecticut	121	16	756	276	983	43	58	432	69
Delaware	46	3	169	23	230	6	17	78	11
District of Columbia	3	1	55	16	54	0	2	11	0
Florida	912	150	5,485	353	5,297	130	369	2,220	475
Georgia	331	77	4,936	228	2,058	89	174	1,033	244
Hawaii	21	10	188	36	247	2	16	128	10
Idaho	83	5	577	37	430	9	29	225	46
Illinois	657	57	3,036	368	3,923	227	215	1,799	275
Indiana	385	47	2,255	249	1,614	127	114	811	160
Iowa	156	25	1,628	141	993	37	50	510	52
Kansas	122	10	886	119	846	18	37	393	34
Kentucky	168	26	2,044	178	807	47	77	443	165
Louisiana	168	35	2,309	156	846	36	79	464	137
Maine	44	24	675	94	611	5	15	161	29
Maryland	240	26	1,137	298	1,725	48	69	550	96
Massachusetts	187	21	1,169	706	1,903	109	68	1,011	118
Michigan	637	40	2,685	270	2,453	139	165	1,128	368
Minnesota	259	38	1,894	213	1,407	34	82	745	135
Mississippi	85	10	1,992	79	531	25	52	333	124
Missouri	248	37	2,364	193	1,645	85	102	866	208
Montana	55	7	437	46	367	15	24	172	45
Nebraska	88	18	848	94	654	22	37	353	44
Nevada	79	12	650	32	496	10	44	229	58
New Hampshire	44	13	525	71	606	16	18	185	33
New Jersey	406	44	707	1,355	2,492	100	131	1,082	120
New Mexico	63	14	637	71	449	15	32	185	87
New York	739	90	3,079	1,146	5,217	145	277	2,087	181
North Carolina	338	80	4,191	300	2,468	81	139	987	287
North Dakota	54	12	353	44	230	7	17	168	13
Ohio	473	64	3,273	466	2,795	197	188	1,258	309
Oklahoma	98	24	1,640	102	784	27	64	497	112
Oregon	164	8	615	278	1,018	32	75	427	120
Pennsylvania	674	100	3,115	535	4,483	39	194	1,542	186
Rhode Island	43	2	235	79	342	22	13	186	19
South Carolina	128	36	2,292	92	976	26	78	480	98
South Dakota	50	9	531	77	289	11	22	191	17
Tennessee	310	52	3,023	194	1,138	67	114	624	176
Texas	946	186	8,523	817	5,275	212	404	2,105	913
Utah	128	12	766	57	714	37	64	309	127
Vermont	38	6	388	46	323	8	5	86	10
Virginia	296	41	2,929	362	2,187	61	112	745	137
Washington	227	36	1,730	112	1,553	56	123	640	206
West Virginia	49	9	966	51	432	33	23	181	34
Wisconsin	229	17	2,186	131	1,636	82	64	731	146
Wyoming	22	1	265	51	205	5	8	96	28
<b>United States (2013)</b>	<b>13,004</b>	<b>1,841</b>	<b>92,922</b>	<b>11,948</b>	<b>78,362</b>	<b>2,875</b>	<b>4,922</b>	<b>34,356</b>	<b>7,437</b>
United States (2012)	12,851	1,784	92,459	12,378	77,561	3,033	5,068	34,437	7,427
United States (2011)	12,828	1,745	91,072	12,939	76,731	3,171	5,244	34,358	7,490

Historical data have been revised.

**Notes:** Numbers may not add because of state non-disclosure standards and data suppression.

NAICS 423120 New motor vehicle parts merchant wholesalers; NAICS 423130 Tire and tube merchant wholesalers;

NAICS 447110 Gasoline stations with convenience stores; NAICS 447190 Other gasoline stations; NAICS 811111

General automotive repair; NAICS 811112 Automotive exhaust system repair; NAICS 811113 Automotive transmission

repair; NAICS 811121 Automotive body and interior repair; NAICS 811191 Automotive oil change and lubrication shops.

For a more detailed description of NAICS codes, refer to page 104.

**Source:** Bureau of Labor Statistics

# STATE SUMMARY STATISTICS

## Automotive Retail Establishments, Population, Licensed Drivers, Miles Driven and Registered Vehicles, 2013

State	RETAIL			Population <sup>2</sup>	Licensed Drivers <sup>3</sup>	Miles Driven (Millions) <sup>3</sup>	Light Vehicle Registrations <sup>4</sup>	Medium and Heavy Vehicle Registrations
	NAICS 441110 <sup>1</sup>	NAICS 441310	NAICS 441320					
Alabama	300	793	502	4,833,996	3,859,403	65,046	4,627,276	126,147
Alaska	35	77	39	737,259	528,873	4,848	648,784	22,793
Arizona	246	534	404	6,634,997	4,791,450	60,586	5,393,646	186,272
Arkansas	215	535	254	2,958,765	2,097,201	33,493	2,506,222	77,658
California	1,364	3,469	1,937	38,431,393	24,390,236	329,534	27,871,811	608,831
Colorado	260	577	395	5,272,086	3,837,488	46,968	4,621,917	107,753
Connecticut	266	314	164	3,599,341	2,534,090	30,941	2,821,328	56,757
Delaware	55	80	51	925,240	723,657	9,308	780,058	20,679
District of Columbia	1	6	10	649,111	405,555	3,527	320,703	6,666
Florida	853	2,794	1,705	19,600,311	13,670,441	192,702	14,834,169	261,099
Georgia	518	1,133	883	9,994,759	6,607,016	109,355	8,333,333	233,967
Hawaii	70	131	50	1,408,987	915,033	10,099	1,052,943	19,480
Idaho	112	226	143	1,612,843	1,111,485	15,980	1,513,672	58,766
Illinois	759	1,216	451	12,890,552	8,261,582	105,297	10,057,857	357,553
Indiana	428	864	416	6,570,713	4,500,403	78,311	5,444,673	374,657
Iowa	323	483	272	3,092,341	2,143,665	31,641	2,945,680	121,754
Kansas	228	452	244	2,895,801	2,017,759	30,208	2,668,273	125,771
Kentucky	261	744	326	4,399,583	3,019,283	46,996	3,725,601	116,577
Louisiana	292	700	364	4,629,284	3,278,143	47,758	3,689,349	108,756
Maine	125	220	83	1,328,702	1,011,385	14,129	1,152,628	39,199
Maryland	303	495	302	5,938,737	4,140,105	56,688	4,567,398	103,420
Massachusetts	404	595	315	6,708,874	4,765,586	56,311	4,880,460	108,656
Michigan	636	913	415	9,898,193	6,986,587	95,132	8,123,207	196,455
Minnesota	360	808	316	5,422,060	3,330,725	56,974	4,773,686	181,506
Mississippi	193	498	300	2,992,206	1,968,907	38,758	2,626,055	46,561
Missouri	412	819	514	6,044,917	4,280,438	69,458	5,360,211	173,331
Montana	111	194	124	1,014,864	766,716	12,033	1,198,959	64,270
Nebraska	182	303	174	1,868,969	1,374,529	19,322	1,849,119	115,125
Nevada	102	252	184	2,791,494	1,756,095	24,649	2,041,597	36,905
New Hampshire	141	234	109	1,322,616	1,061,433	12,903	1,207,897	31,580
New Jersey	465	714	286	8,911,502	6,081,386	74,530	6,844,967	208,954
New Mexico	116	223	163	2,086,895	1,456,500	25,086	1,799,578	46,520
New York	877	1,410	622	19,695,680	11,210,783	129,737	10,933,332	360,765
North Carolina	579	1,413	823	9,848,917	6,822,902	105,213	8,051,296	244,178
North Dakota	91	147	66	723,857	513,838	10,100	730,440	62,009
Ohio	758	1,612	758	11,572,005	8,030,421	112,767	10,031,701	303,499
Oklahoma	279	573	317	3,853,118	2,418,307	47,999	3,985,072	131,230
Oregon	238	528	259	3,928,068	2,773,373	33,706	3,340,118	85,939
Pennsylvania	943	1,175	670	12,781,296	8,896,590	98,628	10,622,163	341,434
Rhode Island	51	107	34	1,053,354	749,232	7,775	797,760	17,782
South Carolina	259	689	378	4,771,929	3,536,404	48,986	4,126,024	106,479
South Dakota	103	166	63	845,510	603,643	9,122	894,244	55,405
Tennessee	345	728	440	6,497,269	4,605,100	71,067	5,519,318	133,209
Texas	1,201	3,019	1,725	26,505,637	15,447,273	244,525	20,333,094	571,831
Utah	143	317	237	2,902,787	1,661,219	27,005	2,356,283	73,579
Vermont	86	104	39	626,855	543,057	7,116	557,954	20,058
Virginia	494	898	527	8,270,345	5,602,765	80,767	6,931,920	174,569
Washington	330	736	420	6,973,742	5,301,630	57,211	6,055,513	161,397
West Virginia	147	326	156	1,853,595	1,177,136	19,232	1,537,944	46,062
Wisconsin	510	634	273	5,742,953	4,171,427	59,486	5,010,956	177,573
Wyoming	65	87	65	583,223	421,473	9,309	616,507	32,462
<b>United States (2013)</b>	<b>17,635</b>	<b>36,065</b>	<b>19,767</b>	<b>316,497,531</b>	<b>212,159,728</b>	<b>2,988,322</b>	<b>252,714,696</b>	<b>7,443,878</b>
United States (2012)	17,540	35,702	19,470	313,873,685	211,814,830	2,968,816	248,961,380	7,598,718
United States (2011)	17,700	35,583	18,980	311,587,816	211,874,649	2,946,131	248,076,443	7,481,744

Historical data have been revised.

**Notes:** Numbers may not add because of state non-disclosure standards and data suppression.

NAICS 441110 New car dealers; NAICS 441310 Automotive parts and accessories stores; NAICS 441320 Tire dealers.

For a more detailed description of NAICS codes, refer to page 104.

Light Vehicle (GVW 1-3) registrations are as of January 1, 2013. Medium/Heavy Truck (GVW 4-8) registrations are as of January 1, 2014.

**Sources:** <sup>1</sup> National Automobile Dealers Association (NADA), <sup>2</sup> U.S. Census Bureau, <sup>3</sup> U.S. Department of Transportation, Bureau of Labor Statistics,

<sup>4</sup> Polk NVPP® database. © 2014 IHS Automotive, driven by Polk. Reproduction in whole or in part is prohibited without written permission of IHS Automotive, driven by Polk, 248-728-7000, www.polk.com.

# STATE SUMMARY STATISTICS

## Automotive Car Dealerships, Population and Registered Vehicles, 2014

State	RETAIL				
	New Car Dealers <sup>1</sup>	Population <sup>2</sup>	Light Vehicle Registrations <sup>3</sup>	Medium/Heavy Vehicles Registrations <sup>4</sup>	Persons Per Light Vehicle
Alabama	294	4,849,377	4,683,554	130,254	1.0
Alaska	34	736,732	656,632	24,469	1.1
Arizona	245	6,731,484	5,496,473	190,649	1.2
Arkansas	218	2,966,369	2,533,368	85,438	1.2
California	1,377	38,802,500	28,491,483	606,252	1.4
Colorado	258	5,355,866	4,759,200	114,510	1.1
Connecticut	269	3,596,677	2,882,349	59,765	1.2
Delaware	54	935,614	791,010	22,455	1.2
District of Columbia	1	658,893	328,078	7,072	2.0
Florida	852	19,893,297	15,401,832	284,233	1.3
Georgia	512	10,097,343	8,297,903	235,010	1.2
Hawaii	69	1,419,561	1,073,143	20,651	1.3
Idaho	110	1,634,464	1,558,560	60,989	1.0
Illinois	752	12,880,580	10,260,242	377,960	1.3
Indiana	424	6,596,855	5,592,801	421,302	1.2
Iowa	329	3,107,126	2,981,924	158,453	1.0
Kansas	233	2,904,021	2,698,331	129,958	1.1
Kentucky	255	4,413,457	3,806,246	117,836	1.2
Louisiana	290	4,649,676	3,723,703	110,214	1.2
Maine	124	1,330,089	1,159,859	40,354	1.1
Maryland	306	5,976,407	4,548,708	106,033	1.3
Massachusetts	400	6,745,408	5,006,756	113,913	1.3
Michigan	637	9,909,877	8,171,033	209,400	1.2
Minnesota	358	5,457,173	4,885,236	191,602	1.1
Mississippi	195	2,994,079	2,656,303	67,377	1.1
Missouri	414	6,063,589	5,297,775	182,861	1.1
Montana	113	1,023,579	1,227,741	67,919	0.8
Nebraska	182	1,881,503	1,878,223	119,142	1.0
Nevada	103	2,839,099	2,107,799	37,766	1.3
New Hampshire	142	1,326,813	1,228,572	32,415	1.1
New Jersey	471	8,938,175	6,957,408	212,244	1.3
New Mexico	119	2,085,572	1,826,733	51,828	1.1
New York	888	19,746,227	11,289,246	367,525	1.7
North Carolina	589	9,943,964	7,894,299	254,948	1.3
North Dakota	90	739,482	757,793	79,567	1.0
Ohio	760	11,594,163	10,228,921	325,078	1.1
Oklahoma	275	3,878,051	4,173,230	146,083	0.9
Oregon	239	3,970,239	3,404,477	95,506	1.2
Pennsylvania	936	12,787,209	10,946,491	356,861	1.2
Rhode Island	51	1,055,173	821,365	17,963	1.3
South Carolina	262	4,832,482	4,403,894	100,592	1.1
South Dakota	101	853,175	912,217	57,337	0.9
Tennessee	345	6,549,352	5,505,385	136,837	1.2
Texas	1,210	26,956,958	21,195,497	607,158	1.3
Utah	141	2,942,902	2,342,217	64,035	1.3
Vermont	88	626,562	559,796	20,372	1.1
Virginia	500	8,326,289	7,176,712	180,891	1.2
Washington	330	7,061,530	6,211,523	168,263	1.1
West Virginia	144	1,850,326	1,552,048	48,047	1.2
Wisconsin	513	5,757,564	5,058,397	189,030	1.1
Wyoming	63	584,153	624,443	32,384	0.9
<b>United States (2014)</b>	<b>17,665</b>	<b>318,857,056</b>	<b>258,026,929</b>	<b>7,838,801</b>	<b>1.2</b>
United States (2013)	17,635	316,128,830	252,714,696	7,443,878	1.3
United States (2012)	17,450	313,873,685	247,365,688	7,598,718	1.3

Historical data have been revised.

**Notes:** Numbers may not add because of state non-disclosure standards and data suppression.  
Light Vehicle (GVW 1-3) registrations are as of January 1, 2015.

**Sources:** <sup>1</sup> National Automobile Dealers Association (NADA), <sup>2</sup> U.S. Census Bureau (As of July 1, 2014), <sup>3</sup> IHS Automotive, driven by Polk NVPP® database © 2015 IHS Automotive, driven by Polk. <sup>4</sup> Ibid. Reproduction in whole or in part is prohibited without written permission of IHS Automotive, driven by Polk, 248-728-7000, www.polk.com.





# GLOBAL AUTO CARE INDUSTRY

## in this section |

### **Global Economic and Automotive Data**

Global economic and automotive data including car and truck sales, GDP, population, roadways, U.S. imports and exports and vehicle registrations by country.

### **U.S. Trade Data For Selected Motor Vehicle Products**

Detailed U.S. motor vehicle parts and accessories trade data for selected automotive products.

### **U.S. Trade Data By Country**

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### **Canadian Auto Care Industry**

Size of retail and wholesale Canadian auto care industry along with DIFM and DIY rates for selected industry products and data on the number of wholesale, retail and repair establishments. Also includes sales data for the top 10 passenger cars and light trucks.

### **Mexican Auto Care Industry**

Data on the Mexican economy, top vehicles sold and production and export.

### **Chinese Auto Care Industry**

Data on the Chinese economy, vehicle registrations and the U.S. export and import market of automotive parts.

# GLOBAL ECONOMIC AND AUTOMOTIVE DATA, 2014

Region/Country	Population 2014 Est. (in millions)	Population Growth Rate	Labor Force (millions)	Labor Force % of Population	Unemploy. Rate	GDP/Capita (PPP)	GDP (in billions)	GDP (Real Growth Rate)	Inflation Rate (Consumer Prices)
<b>Europe</b>									
Austria	8.22	0.01%	3.74	45.4%	4.9%	\$42,600	\$361.0	0.4%	2.1%
Belarus	9.61	-0.19%	5.00	52.0%	1.0%	\$16,100	\$150.4	2.1%	19.0%
Belgium	10.44	0.05%	5.15	49.3%	8.8%	\$37,800	\$421.7	-0.3%	1.3%
Bulgaria	6.92	-0.83%	2.55	36.8%	11.6%	\$14,400	\$104.6	0.5%	1.5%
Croatia	4.48	-0.12%	1.72	38.3%	21.6%	\$17,800	\$78.9	-1.0%	2.2%
Czech Republic	10.61	0.17%	5.30	50.0%	7.1%	\$26,300	\$285.6	-0.9%	1.4%
Denmark	5.57	0.22%	2.80	50.2%	6.0%	\$37,800	\$211.3	0.1%	0.8%
Estonia	1.26	-0.68%	0.90	71.5%	10.9%	\$22,400	\$29.9	1.5%	3.4%
Finland	5.27	0.05%	2.69	51.0%	8.1%	\$35,900	\$195.5	-0.6%	2.2%
France	66.26	0.45%	29.94	45.2%	10.2%	\$35,700	\$2,276.0	0.3%	0.9%
Germany	81.15	-0.18%	44.20	54.5%	5.3%	\$39,500	\$3,227.0	0.5%	1.6%
Greece	10.78	0.01%	4.92	45.6%	27.9%	\$23,600	\$267.1	-3.8%	-0.8%
Hungary	9.92	-0.21%	4.26	43.0%	10.5%	\$19,800	\$196.6	0.2%	1.9%
Ireland	4.83	1.20%	2.16	44.7%	13.5%	\$41,300	\$190.4	0.6%	0.6%
Italy	61.68	0.30%	25.74	41.7%	12.4%	\$29,600	\$1,805.0	-1.8%	1.2%
Latvia	2.17	-0.62%	1.02	47.2%	9.8%	\$19,100	\$38.9	4.0%	0.2%
Lithuania	3.51	-0.29%	1.45	41.4%	12.4%	\$22,600	\$67.4	3.4%	1.2%
Netherlands	16.81	0.42%	7.94	47.2%	8.3%	\$43,300	\$699.7	-0.8%	2.6%
Norway	5.15	1.19%	2.71	52.6%	3.6%	\$55,400	\$282.2	1.6%	1.9%
Poland	38.38	-0.11%	18.22	47.5%	10.3%	\$21,100	\$814.0	1.3%	1.0%
Portugal	10.81	0.12%	5.40	49.9%	16.8%	\$22,900	\$243.3	-1.8%	0.4%
Romania	21.73	-0.29%	9.45	43.5%	7.3%	\$14,400	\$288.5	3.5%	3.2%
Russia	142.47	-0.03%	75.29	52.8%	5.8%	\$18,100	\$2,553.0	1.3%	6.8%
Slovakia	5.44	0.03%	2.73	50.1%	14.4%	\$24,700	\$133.4	0.8%	1.7%
Slovenia	1.99	-0.23%	0.91	45.9%	13.1%	\$27,400	\$57.4	-1.1%	1.8%
Spain	47.74	0.81%	23.20	48.6%	26.3%	\$30,100	\$1,389.0	-1.3%	1.8%
Sweden	9.72	0.79%	5.06	52.0%	8.1%	\$40,900	\$393.8	0.9%	0.0%
Switzerland	8.06	0.78%	4.98	61.7%	3.2%	\$54,800	\$371.2	2.0%	-0.4%
Turkey	81.62	1.12%	27.91	34.2%	9.3%	\$15,300	\$1,167.0	3.8%	7.6%
Ukraine	44.57	-0.64%	22.17	49.7%	8.0%	\$7,400	\$337.4	0.4%	0.7%
United Kingdom	63.74	0.54%	30.15	47.3%	7.2%	\$37,300	\$2,387.0	1.8%	2.0%
<b>Asia &amp; Pacific Rim</b>									
Afghanistan	31.82	2.29%	7.15	22.5%	35.0%	\$1,100	\$45.3	3.1%	6.8%
Australia	22.51	1.09%	12.44	55.3%	5.7%	\$43,000	\$998.3	2.5%	2.4%
Bangladesh	168.28	1.60%	78.62	46.7%	5.0%	\$2,100	\$324.6	5.8%	7.6%
China	1,355.69	0.44%	797.60	58.8%	4.1%	\$9,800	\$13,390.0	7.4%	2.6%
Hong Kong	7.11	0.41%	3.87	54.5%	3.1%	\$52,700	\$381.3	2.9%	4.4%
India	1,236.34	1.25%	487.30	39.4%	8.8%	\$4,000	\$4,990.0	3.2%	9.6%
Indonesia	253.61	0.95%	120.00	47.3%	6.6%	\$5,200	\$1,285.0	5.3%	7.7%
Japan	127.10	-0.13%	65.62	51.6%	4.1%	\$37,100	\$4,729.0	2.0%	0.2%
Korea, North	24.72	0.53%	12.60	51.0%	n/a	\$1,800	\$40.0	1.3%	n/a
Korea, South	49.04	0.16%	25.86	52.7%	3.2%	\$33,200	\$1,666.0	2.8%	1.1%
Malaysia	30.07	1.47%	13.19	43.9%	3.1%	\$17,500	\$525.0	4.7%	2.2%
New Zealand	4.40	0.83%	2.41	54.8%	6.4%	\$30,400	\$136.0	2.5%	1.3%
Pakistan	196.17	1.49%	59.21	30.2%	6.6%	\$3,100	\$574.1	3.6%	7.7%
Philippines	107.67	1.81%	41.33	38.4%	7.4%	\$4,700	\$454.3	6.8%	2.8%
Singapore	5.57	1.92%	3.44	61.9%	1.9%	\$62,400	\$339.0	4.1%	2.4%
Taiwan	23.36	0.25%	11.55	49.4%	4.1%	\$39,600	\$926.4	2.2%	1.1%
Thailand	67.74	0.35%	39.38	58.1%	0.7%	\$9,900	\$673.0	2.9%	2.2%
Uzbekistan	28.93	0.93%	16.99	58.7%	4.9%	\$3,800	\$112.6	7.0%	10.1%
Vietnam	93.42	1.00%	52.93	56.7%	1.3%	\$4,000	\$358.9	5.3%	6.8%
<b>North America</b>									
Canada	34.83	0.76%	19.08	54.8%	7.1%	\$43,100	\$1,518.0	1.6%	1.0%
Mexico	120.29	1.21%	51.48	42.8%	4.9%	\$15,600	\$1,845.0	1.2%	4.0%
United States	318.89	0.77%	155.40	48.7%	7.3%	\$52,800	\$16,720.0	1.6%	1.5%
<b>South America</b>									
Argentina	43.02	0.95%	17.32	40.3%	7.5%	\$18,600	\$771.0	3.5%	20.8%
Brazil	202.66	0.80%	107.30	52.9%	5.7%	\$12,100	\$2,416.0	2.3%	6.2%
Chile	17.36	0.84%	8.37	48.2%	6.0%	\$19,100	\$335.4	4.4%	1.7%
Colombia	46.25	1.07%	23.75	51.4%	9.7%	\$11,100	\$526.5	4.2%	2.2%
Peru	30.15	0.99%	16.16	53.6%	3.6%	\$11,100	\$344.0	5.1%	2.9%
Venezuela	28.87	1.42%	14.01	48.5%	7.9%	\$13,600	\$407.4	1.6%	56.2%
<b>Middle East and Africa</b>									
Algeria	38.81	1.88%	11.15	28.7%	10.3%	\$7,500	\$284.7	3.1%	3.9%
D.R. Congo	75.51	2.50%	35.18	46.6%	n/a	\$400	\$29.4	6.2%	7.1%
Egypt	86.90	1.84%	27.69	31.9%	13.4%	\$6,600	\$551.4	1.8%	9.0%
Ghana	25.76	2.19%	12.07	46.9%	11.0%	\$3,500	\$90.4	7.9%	11.0%
Iran	80.48	1.22%	27.72	34.4%	16.0%	\$12,800	\$981.7	-1.5%	42.3%
Iraq	32.59	2.23%	8.90	27.3%	16.0%	\$7,100	\$249.4	4.2%	2.0%
Israel	7.82	1.46%	3.49	44.7%	5.8%	\$36,200	\$273.2	3.3%	1.7%
Jordan	7.93	3.86%	1.90	23.9%	14.0%	\$6,100	\$40.0	3.3%	5.9%
Kenya	45.01	2.11%	19.67	43.7%	43.4%	\$1,800	\$79.9	5.1%	5.8%
Libya	6.24	3.08%	1.64	26.3%	30.0%	\$11,300	\$73.6	-5.1%	3.2%
Nigeria	177.16	2.47%	51.53	29.1%	23.9%	\$2,800	\$478.5	6.2%	8.7%
Qatar	2.12	3.58%	1.42	67.1%	0.5%	\$102,100	\$198.7	5.5%	3.1%
Saudi Arabia	27.35	1.49%	8.41	30.8%	10.5%	\$31,300	\$927.8	3.6%	3.7%
South Africa	48.38	-0.48%	18.54	38.3%	24.9%	\$11,500	\$595.7	2.0%	5.8%
Syria	17.95	-9.73%	5.01	27.9%	17.8%	\$5,100	\$107.6	-2.3%	59.1%

# GLOBAL ECONOMIC AND AUTOMOTIVE DATA, 2014

	Total Roadways (in km)	2014 Total Vehicle Registrations	Persons Per Car	Parts Import \$\$\$ (000s) <sup>1</sup>	Parts Export \$\$\$ (000s) <sup>1</sup>	2014 New Car Registrations	2014 New Truck Registrations
<b>Europe</b>							
Austria	124,508	5,140,453	1.6	267,970	38,638	303,318	42,021
Belarus	86,392	3,455,572	2.8	8	739	45,785	12,094
Belgium	154,012	6,286,595	1.7	89,267	245,849	482,939	65,206
Bulgaria	19,512	3,332,458	2.1	13,801	1,970	21,590	5,375
Croatia	29,410	1,592,899	2.8	4,164	687	33,961	6,136
Czech Republic	130,671	5,505,378	1.9	330,074	26,025	192,314	23,280
Denmark	73,929	2,738,515	2.0	26,203	23,014	189,068	32,629
Estonia	58,412	725,238	1.7	7,996	4,525	21,135	4,206
Finland	78,000	3,642,385	1.4	35,490	39,607	106,281	13,876
France	1,028,446	38,222,127	1.7	675,127	289,941	1,765,228	415,186
Germany	645,000	47,015,066	1.7	4,573,694	808,192	3,036,773	320,164
Greece	116,960	6,200,214	1.7	11,093	4,814	71,216	5,444
Hungary	199,567	3,501,230	2.8	438,009	75,271	67,476	20,120
Ireland	96,036	2,303,889	2.1	15,287	11,928	96,343	18,646
Italy	487,700	41,829,934	1.5	694,247	339,042	1,370,952	120,698
Latvia	72,440	718,976	3.0	938	5,143	12,452	3,809
Lithuania	84,166	2,033,962	2.0	706	9,789	14,461	5,130
Netherlands	139,295	9,206,169	1.8	87,919	151,850	387,552	62,806
Norway	93,870	3,063,922	1.7	14,323	23,900	144,202	36,071
Poland	412,035	22,859,536	1.7	253,094	111,672	301,048	95,467
Portugal	82,900	7,463,050	1.9	33,800	5,245	142,826	29,531
Romania	84,185	5,510,840	3.9	158,670	28,037	69,915	15,218
Russia	1,283,387	47,287,010	3.0	8,012	357,634	2,318,411	279,200
Slovakia	43,916	2,198,455	2.5	128,292	10,376	72,250	9,723
Slovenia	38,985	1,194,330	1.7	68,075	977	54,694	8,104
Spain	683,175	26,781,529	1.8	770,687	237,107	855,308	131,973
Sweden	579,564	5,007,473	1.9	229,992	62,937	303,948	48,519
Switzerland	71,464	4,766,602	1.7	109,418	15,747	301,942	35,188
Turkey	385,748	13,614,656	6.0	274,569	129,059	587,331	217,927
Ukraine	169,694	13,080,557	3.4	2,269	4,664	92,212	7,404
United Kingdom	394,428	37,157,277	1.7	1,491,079	918,830	2,476,435	368,167
<b>Asia*</b>							
Afghanistan	42,150	902,134	35.3	117	17,126	n/a	n/a
Australia	823,217	16,782,830	1.3	161,692	771,460	531,235	574,121
Bangladesh	21,269	1,624,862	103.6 <sup>4</sup>	7	2,077	n/a	n/a
China	4,106,387	125,723,952	10.8	12,047,740	2,080,350	19,337,452	4,436,525
Hong Kong	2,090	564,670	12.6	30,768	253,339	43,818	10,705
India	4,689,842	35,800,153	34.5	912,921	143,880	2,594,692	583,251
Indonesia	496,607	19,386,317	13.1	254,499	45,716	958,496	364,704
Japan	1,210,251	76,569,941	1.7	11,803,184	865,618	4,699,967	814,786
Korea, North	25,554	271,924	90.9 <sup>2</sup>	0	0	n/a	n/a
Korea, South	104,983	19,333,224	2.5	6,294,163	677,686	1,362,010	293,260
Malaysia	144,403	12,296,000	2.4	142,227	38,463	542,790	74,776
New Zealand	94,160	3,467,293	1.3	8,433	35,796	90,632	36,716
Pakistan	262,256	1,896,371	103.4	2,726	6,499	123,954	22,932
Philippines	213,151	4,083,349	26.4	583,502	43,892	201,090	44,600
Singapore	3,425	798,511	7.0	58,295	183,251	27,154	7,900
Taiwan	41,475	7,306,505	3.2	2,319,153	55,108	326,448	95,184
Thailand	180,053	14,437,925	4.7	662,979	204,867	477,073	435,218
Uzbekistan	86,496	3,476,403	8.3	0	964	110,000	43,800
Vietnam	206,633	1,420,629	65.8	509,699	14,121	81,236	55,071
<b>North America</b>							
Canada	1,042,300	24,087,374	1.4	14,596,431	22,318,988	779,849	1,108,033
Mexico	377,660	35,288,223	3.4	39,540,461	17,803,271	736,318	431,778
United States	6,586,610	264,744,043	1.2	103,098,306	52,979,488	7,538,271	9,170,298
<b>South America</b>							
Argentina	231,374	12,456,864	3.5	29,118	152,218	509,600	176,500
Brazil	1,580,964	39,695,000	5.1	456,840	667,948	2,501,351	986,700
Chile	77,764	4,244,244	4.1	23,082	211,253	246,761	97,365
Colombia	141,374	3,808,065	12.1	24,999	180,680	175,300	163,985
Peru	140,672	2,381,499	12.7	4,615	99,080	149,071	106,234
Venezuela	96,155	3,200,875	9.0	1,840	266,901	6,597	17,110
<b>Middle East and Africa</b>							
Algeria	113,655	4,992,257	7.8	19	17,479	304,081	71,700
D.R. Congo	153,497	397,916	214.0 <sup>4</sup>	0	483	26,200	1,572
Egypt	137,430	4,981,790	17.4	7,046	160,013	207,973	79,501
Ghana	109,515	957,419	26.9	32	12,758	42,290	6,705
Iran	198,866	8,157,438	9.9	0	0	1,584,900	145,000
Iraq	59,623	1,393,644	23.4	467	16,226	36,200	30,300
Israel	18,566	2,732,812	2.9	56,589	56,573	224,949	26,124
Jordan	7,203	966,573	8.2	122	27,313	97,540	8,779
Kenya	160,878	1,240,673	36.3	108	2,818	65,291	22,759
Libya	100,024	2,274,993	2.7	0	10,235	95,000	9,650
Nigeria	193,200	5,568,284	31.8	114	63,570	49,840	38,264
Qatar	9,830	939,914	2.3 <sup>3</sup>	108	17,124	85,019	2,471
Saudi Arabia	221,372	7,642,753	3.6	778	213,827	584,622	165,600
South Africa	364,131	9,299,367	5.2	349,669	177,418	438,996	198,859
Syria	69,873	2,070,357	8.7 <sup>4</sup>	0	0	29,381	n/a

Total Vehicle Registrations:

Europe: 373,436,297

Asia: 346,142,993

North America: 324,119,640

South America: 65,786,547

Middle East and Africa: 53,616,190

Notes: Population data estimated as of July 2014.

n/a: data not available

GDP and inflation rates are based on 2014 estimates

Sources: The World Factbook 2013-2014, CIA.

U.S. International Trade Commission,

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Automotive, 248-728-7000, www.polk.com.

<sup>1</sup> U.S. International Trade Commission

Import / Export data resource for U.S.

auto parts: <http://dataweb.usitc.gov>

<sup>2</sup> www.populstat.info

<sup>3</sup> Qatar Statistics Authority: Registered

New Vehicles and New Motor Cycles By

Type of License <http://www.qsa.gov.qa>

<sup>4</sup> World Health Organization

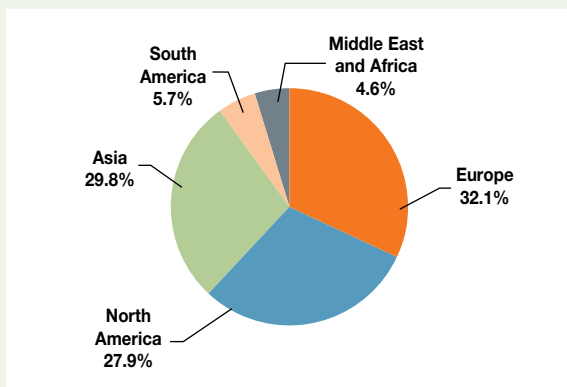
Note: Import and exports are based on NAICS code 3363 Motor vehicle parts manufacturing

# GLOBAL VEHICLE REGISTRATIONS

Global vehicle registrations surpassed the 1 billion unit mark in 2014 for the third consecutive year. Vehicle registrations increased world-wide by 7.7 percent from 1.080 billion in 2013 to 1.163 billion in 2014. Europe had the highest number of registered vehicles, accounting for 32.1 percent of the global fleet; followed by Asia's 29.8 percent, North America's 27.9 percent, South America's 5.7 percent and 4.6 percent in the Middle-East and Africa. The top vehicle-owning nations included the U.S., (264.7 million vehicles), China (125.7 million vehicles), Japan (76.6 million vehicles) and Russia (47.3 million vehicles). The U.S. recorded the highest vehicle-to-person ratio with 1.2. Australia and New Zealand were second each with 1.3 persons per vehicle, followed by Canada and Finland both with 1.4. China, the most populous nation in the world had 10.8 people per vehicle among its 1.3 billion population.

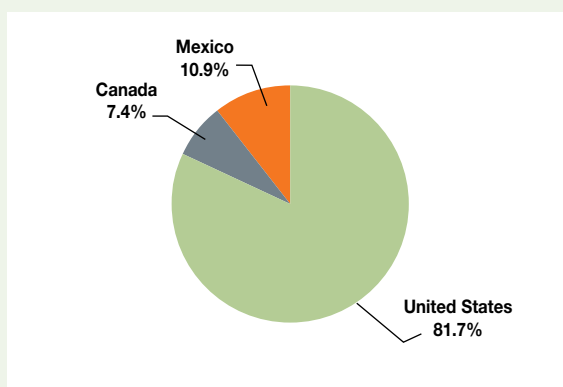
## Global Registrations by Region

Total = 1,163,101,667 (7.7%: 2013 v. 2014)



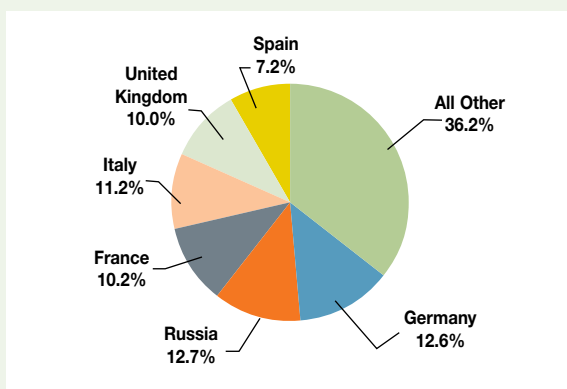
## North American Registrations by Country

Total = 324,119,640 (27.9% of Global)



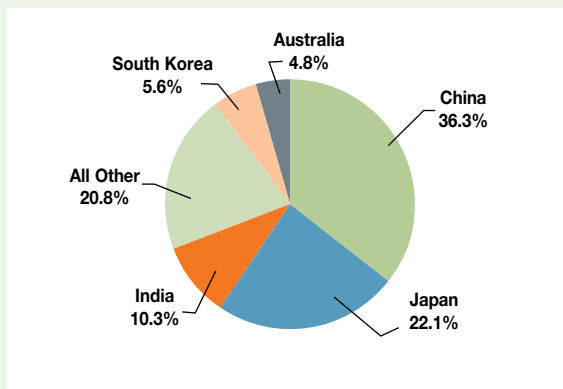
## European Registrations by Country

Total = 373,436,297 (32.1% of Global)



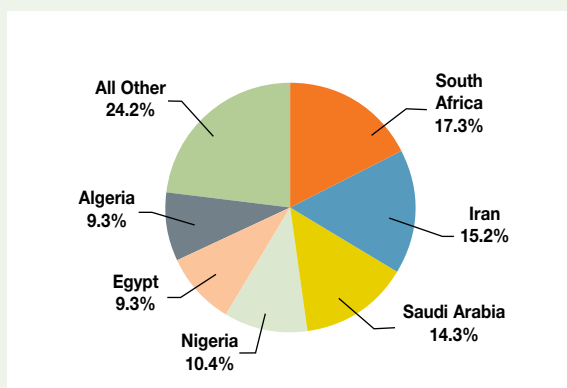
## Asian Registrations by Country

Total = 346,142,993 (29.8% of Global)



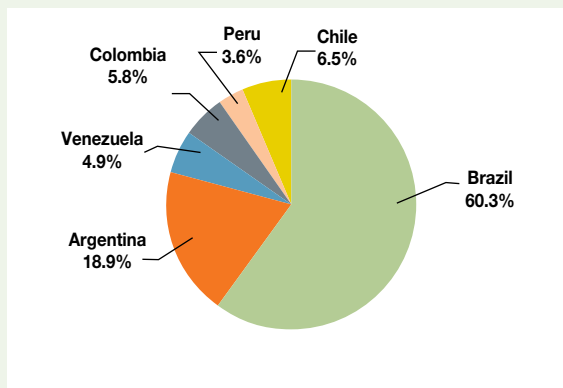
## Middle East and African Registrations by Country

Total = 53,616,190 (4.6% of Global)



## South American Registrations by Country

Total = 65,786,547 (5.7% of Global)



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# U.S. TRADE DATA FOR SELECTED MOTOR VEHICLE PRODUCTS, 2014

## U.S. Trade Data for Selected Motor Vehicle Products, 2014

(Thousands of U.S. Dollars)

HTS Code	Description	Exports	Imports	Trade Balance
<b>Air Conditioning Components</b>				
8414.30.8030	Compressors, Refrigerating and Air Conditioning, for Motor Vehicles	\$458,756	\$1,095,279	-\$636,523
8414.59.6040	Other Fans and Blowers for Motor Vehicles	\$126,619	\$298,483	-\$171,864
8415.20.0000	Automotive Air Conditioners	\$82,782	\$258,301	-\$175,519
8415.90.8045	Automotive Air Conditioner Parts	na	\$1,021,755	-\$1,021,755
<b>Body Parts</b>				
8301.20.0000	Base Metal Locks for Motor Vehicles	\$159,432	na	\$159,432
8302.10.3000	Base Metal Hinges and Parts for Motor Vehicles	\$85,917	\$311,839	-\$225,922
8302.30.0000	Other Base Metal Mountings, Fittings and Similar Articles for Motor Vehicles	\$756,216	na	\$756,216
8707.10.0020	Bodies or Cabs for Passenger Cars	\$391,268	\$17,303	\$373,965
8707.10.0040	Bodies or Cabs for Transport of Persons Vehicles Except Passenger Cars	\$15,711	\$11,284	\$4,427
8707.90.5020	Bodies or Cabs for Road Tractors of Semi-Trailers	\$12,962	\$8,908	\$4,054
8707.90.5040	Bodies or Cabs for Public-Transport Type Passenger Motor Vehicles	\$6,937	\$217,750	-\$210,813
8707.90.5060	Bodies or Cabs for Motor Vehicles for the Transport of Goods	\$25,566	\$476,789	-\$451,223
8707.90.5080	Bodies or Cabs for Vehicles Other Than Those Designed for the Transport of Persons or Goods	\$13,887	\$15,778	-\$1,891
8708.10.0010*	Stampings of Bumpers and Parts for Motor Vehicles Excluding Work Trucks, Tanks and Motorcycles	\$131,401	na	\$131,401
8708.10.0050	Bumpers and Parts for Motor Vehicles Excluding Work Trucks	\$464,679	na	\$464,679
8708.10.3050	Bumpers Excluding Stampings for Motor Vehicles Other Than Work Trucks	na	\$453,294	-\$453,294
8708.21.0000	Safety Seat Belts of Bodies or Cabs and Parts for Motor Vehicles	\$58,958	\$58,867	\$91
8708.29.0000*	Other Body or Cabs Parts and Accessories for Motor Vehicles (na)	na	na	\$0
8708.29.0010	Stampings of Bodies or Cabs and Parts Thereof for Vehicles Other Than Work Trucks, Tanks or Motorcycles	\$1,356,442	na	\$1,356,442
8708.29.5025	Truck Caps for Bodies of Motor Vehicles	\$85,688	\$80,191	\$5,497
<b>Brake Components</b>				
4009.12.0020	Brake Hoses With Fittings for Motor Vehicles Not Reinforced or Combined	\$4,539	\$1,870	\$2,669
4009.22.0020	Brake Hoses With Fittings for Motor Vehicles Reinforced or Combined With Metal	\$4,243	\$2,028	\$2,215
4009.32.0020	Brake Hoses With Fittings for Motor Vehicles Reinforced or Combined With Textiles	\$35,845	\$51,951	-\$16,106
4009.42.0020	Brake Hoses With Fittings for Motor Vehicles Reinforced or Combined, NESOI	\$3,067	\$6,940	-\$3,873
<b>Engine Components</b>				
4016.93.1010	Automotive O-Rings	na	\$89,701	-\$89,701
4016.93.1020	Automotive Oil Seals	na	\$136,865	-\$136,865
4016.93.1050	Automotive Gaskets, Washers and Seals	na	\$711,112	-\$711,112
4016.99.3000	Rubber Vibration Controls Goods	na	\$183,648	-\$183,648
4016.99.5500	Non-Rubber Vibration Control Goods for Motor Vehicles	na	\$168,697	-\$168,697
4016.99.6010**	Vulcanized Rubber Mechanical Articles for Motor Vehicles	\$82,417	na	\$82,417
8407.34.2030*	1-2 Liter Spark-Ignition Piston Engines for Motor Vehicles	\$621,119	na	\$621,119
8407.34.2090	2 Liter or Greater Spark-Ignition Piston Engines for Motor Vehicles	\$3,158,921	na	\$3,158,921
8408.20.2000	Compression-Ignition Piston Engines for Motor Vehicles	\$4,488,718	\$2,111,162	\$2,377,556
8409.91.4000*	Parts for Spark-Ignition Piston Engines for Motor Vehicles	\$1,558,037	na	\$1,558,037
8409.99.4000*	Parts for Compression-Ignition Piston Engines for Motor Vehicles	\$796,422	na	\$796,422
8413.30.1000	Fuel-Injection Pumps for Compression-Ignition Engines	\$486,761	\$726,729	-\$239,968
8413.30.9000*	Other Fuel, Lubricating or Cooling Medium Pumps for Piston Engines	\$584,460	na	\$584,460
8413.91.1000	Parts of Fuel-Injection Pumps for Compression-Ignition Engines	\$329,834	\$334,366	-\$4,532
8414.59.3000	Turbo Chargers and Superchargers of Fans	\$77,600	\$76,364	\$1,236
8421.23.0000	Oil or Fuel Filters for Internal Combustion Engines	\$811,620	\$733,267	\$78,353
8421.31.0000	Intake Air Filters for Internal Combustion Engines	\$465,462	\$365,135	\$100,327
8483.10.1020*	Camshafts and Crankshafts for Use With Spark-Ignition Piston Engines or Rotary Engines, for Motor Vehicles	\$382,452	na	\$382,452
8483.10.3010	Other Camshafts and Crankshafts for Motor Vehicles	\$111,945	\$27,209	-\$27,209
8483.10.3050	Camshafts and Crankshafts	\$126,056	\$154,586	-\$28,530
8511.10.0000	Spark Plugs for Internal Combustion Engines	\$173,737	\$525,031	-\$351,294
8511.20.0000	Magnetos, Magneto-Dynamos and Magnetic Flywheels for Internal Combustion Engines	\$11,413	\$27,895	-\$16,482
8511.30.0040	Distributors for Internal Combustion Engines	\$12,855	\$43,555	-\$30,700
8511.30.0080	Ignition Coils for Internal Combustion Engines	\$173,691	\$477,444	-\$303,753

# U.S. TRADE DATA FOR SELECTED MOTOR VEHICLE PRODUCTS, 2014

## U.S. Trade Data for Selected Motor Vehicle Products, 2014

(Thousands of U.S. Dollars)

HTS Code	Description	Exports	Imports	Trade Balance
<b>Engine Components (continued)</b>				
8511.40.0000	Starter Motors and Dual Purpose Starter-Generators for Internal Combustion Engines	\$466,530	\$1,052,042	-\$585,512
8511.50.0000	Other Generators for Internal Combustion Engines	\$497,991	\$1,146,725	-\$648,734
8511.80.2000	Voltage Regulators With Cut-Out Relays for Internal Combustion Engines	na	na	\$0
8511.80.6000	Other Internal Combustion Engine Ignition Equipment	na	na	\$0
8511.90.6020	Distributor Breaker Point Sets and Parts for Internal Combustion Engines	na	na	\$0
8511.90.8000*	Electrical Apparatus Parts for Internal Combustion Engines	na	na	\$0
8544.30.0000	Insulated Ignition Wiring Sets and Wiring Sets for Motor Vehicles	na	na	\$0
8708.91.7510	Radiator Cores for Motor Vehicles	na	na	\$0
<b>Glass and Mirror Components</b>				
7007.11.0000	Toughened (Tempered) Safety Glass for Motor Vehicles	na	na	\$0
7007.21.1000	Laminated Safety Glass Windshields	\$183,696	na	\$183,696
7007.21.5000	Other Laminated Safety Glass for Motor Vehicles	\$91,171	\$10,915	\$80,256
7009.10.0000	Rear-View Mirrors for Vehicles	\$1,202,497	\$310,372	\$892,125
<b>Lighting and Electrical Components</b>				
8501.32.4500	Electric Motors Used as the Primary Source of Mechanical Power for Electric Powered Vehicles	na	\$2,612	-\$2,612
8507.10.0030	12 Volt Storage Batteries, Lead-Acid for Piston Engines Not Exceeding 6 kg	\$187,273	\$58,658	\$128,615
8507.10.0060	12 Volt Lead-Acid Storage Batteries, for Piston Engines Exceeding 6 kg	\$592,634	\$526,853	\$65,781
8507.10.0090	Storage Batteries, Lead-Acid for Piston Engines, Other Than 12 Volt	\$125,608	\$74,184	\$51,424
8507.30.4000	Nickel-Cadmium Storage Batteries as the Primary Source of Electrical Power for Electrically Powered Vehicles	na	\$916	-\$916
8507.90.4000	Parts for Lead Acid Storage Batteries	\$110,759	\$40,316	\$70,443
8512.20.2000*	Motor Vehicle Lighting Equipment	\$671,266	na	\$671,266
8512.20.4000*	Motor Vehicle Visual Signaling Equipment	\$331,693	na	\$331,693
8512.30.0050*	Electrical Sound Signaling Equipment for Motor Vehicles	\$59,079	na	\$59,079
8512.40.2000	Defrosters and Demisters for Motor Vehicles	\$152	\$1,141	-\$989
8512.40.4000	Windshield Wipers for Motor Vehicles	\$57,264	\$136,351	-\$79,087
8512.90.2000	Signaling Equipment Parts for Motor Vehicles	\$58,956	\$291,533	-\$232,577
8512.90.5000	Lighting Equipment Parts for Motor Vehicles	\$112,630	na	\$112,630
8512.90.8000*	Windshield Wipers, Defrosters and Demisters Parts for Motor Vehicles	\$171,874	na	\$171,874
8536.41.0005	Automotive Signaling Flashers Not Exceeding 60 Volts	\$20,752	\$5,414	\$15,338
8539.10.0020	Sealed Beam Lamp Units Under 15.24 cm	\$15,871	na	\$15,871
8539.10.0040	Sealed Beam Lamp Units 15.24 cm or Over	\$114,496	na	\$114,496
8539.21.2000	Tungsten Halogen Filament Lamps Not Exceeding 100 Volts	\$57,339	na	\$57,339
<b>Radio Electronic Components</b>				
8512.30.0030	Radar Detectors for Motor Vehicles	\$22,228	\$46,627	-\$24,399
8527.21.0000	Radiobroadcast Receivers for Motor Vehicles Combo and rec/rep	\$335,864	na	\$335,864
8527.29.0000	Radiobroadcast Receivers for Motor Vehicles	\$107,788	na	\$107,788
<b>Tires and Wheels</b>				
4011.10.1000*	Radial Tires for Motor Cars	\$1,623,291	na	\$1,623,291
4011.10.5000	Non-Radial Tires for Cars	\$187,618	\$172,913	\$14,705
4011.20.1005	Radial Tires for Light Trucks	\$913,522	\$1,960,422	-\$1,046,900
4011.20.1015	New Radial Tires for Buses/Trucks With a Rim Diameter Measuring 40.6 cm or More	\$749,108	\$2,207,075	-\$1,457,967
4011.20.1025	New Radial Tires for Buses/Trucks With a Rim Diameter Measuring 40.6 cm or More	\$600,651	\$100,732	\$499,919
4011.20.1035	New Radial Tires for Buses/Trucks With a Rim Diameter Measuring Less Than 40.6 cm	\$3,128	\$4,782	-\$1,654
4011.20.5010	New Radial Tires for Light Trucks	\$44,399	\$8,852	\$35,547
4011.20.5020	New Radial Tires for Use on Buses/Trucks	\$5,497	\$44,881	-\$39,384
4011.20.5030	Off-Road, New Radial Tires, for Buses/Trucks With a Rim Diameter Measuring 40.6 cm or More	\$52,842	\$391	\$52,451
4011.20.5050	Off-Road, New Radial Tires, for Buses/Trucks With a Rim Diameter Measuring Less Than 40.6 cm	\$20,229	\$1,587	\$18,642
4012.11.0000	Retreaded Tires, Rubber Used on Motor Cars and Light Trucks	\$3,472	na	\$3,472
4012.12.0000	Retreaded Tires for Trucks and Buses	\$5,315	na	\$5,315
4012.20.0000*	Used Tires	\$33,665	na	\$33,665
4013.90.0000**	Inner Tubes	\$7,683	na	\$7,683
<b>Undercar and Drivetrain Components</b>				
7318.16.0015	Iron or Steel Non-Locking Chrome-Plated Lugnuts	na	\$22,229	-\$22,229
7318.16.0030	Iron or Steel Locking Lugnuts	na	\$23,277	-\$23,277
7318.16.0045	Lugnuts of Iron Or Steel, NESOI	na	\$36,184	-\$36,184
7320.10.0000*	Iron or Steel Leaf Springs and Leaves	\$40,000	na	\$40,000

# U.S. TRADE DATA FOR SELECTED MOTOR VEHICLE PRODUCTS, 2014

## U.S. Trade Data for Selected Motor Vehicle Products, 2014

(Thousands of U.S. Dollars)

HTS Code	Description	Exports	Imports	Trade Balance
<b>Undercar and Drivetrain Components (continued)</b>				
7320.20.1000	Iron or Steel Helical Springs Suitable for Motor-Vehicle Suspension	\$188,315	\$83,183	\$105,132
8421.39.4000	Catalytic Converters for Motor Vehicles	\$792,784	\$1,432,729	-\$639,945
8482.10.1000*	Ball Bearings With Integral Shafts	\$41,897	na	\$41,897
8482.10.5032	Single Row Radial Ball Bearings, Maximum or Full Capacity Type	\$14,202	\$31,955	-\$17,753
8482.10.5036	Single Row Radial Ball Bearings, With an Outside Diameter Under 9 mm	\$4,875	\$16,973	-\$12,098
8482.10.5044	Single Row Radial Ball Bearings, With an Outside Diameter Between 9 mm and 30 mm	\$18,512	\$86,955	-\$68,443
8482.10.5048	Single Row Radial Ball Bearings, With an Outside Diameter Between 30 mm and 52 mm	\$24,509	\$179,186	-\$154,677
8482.10.5052	Single Row Radial Ball Bearings, With an Outside Diameter Between 52 mm and 100 mm	\$46,895	\$220,949	-\$174,054
8482.10.5056	Single Row Radial Ball Bearings, With an Outside Diameter Over 100 mm	\$40,863	\$104,823	-\$63,960
8482.10.5060	Double Row Radial Ball Bearings	\$22,230	\$44,677	-\$22,447
8482.10.5064	Radial Ball Bearings	\$24,248	\$9,705	\$14,543
8482.20.0020	Cup and Cone Tapered Roller Bearing Assemblies Sets With Flanged Wheel Hub Units	\$14,094	\$45,556	-\$31,462
8482.20.0030	Cup and Cone Tapered Roller Bearing Assemblies Sets With Non-Flanged Wheel Hub Units	\$22,296	\$183,187	-\$160,891
8482.20.0040	Cup and Cone Tapered Roller Bearing Assemblies Sets With Outside Diameter of Cup Not Exceeding 102 mm	\$66,918	\$96,688	-\$29,770
8482.20.0060	Cup and Cone Tapered Roller Assemblies Exported As A Set, NESOI	\$181,511	\$134,114	\$47,397
8482.20.0070	Cone Tapered Roller Assemblies Exported Separately, for Cups Having An Outside Diameter Not Exceeding 102 Mm	\$72,634	\$78,710	-\$6,076
8482.20.0080	Cone Tapered Roller Assemblies Exported Separately, NESOI	\$103,626	\$113,818	-\$10,192
8482.40.0000	Needle Roller Bearings	\$79,096	\$154,632	-\$75,536
8482.50.0000	Other Cylindrical Roller Bearings	\$169,128	\$368,322	-\$199,194
8708.40.1110	Gear Boxes and Parts for Trucks and Buses	na	na	\$0
8708.40.2000	Gear Boxes and Parts for Passenger Cars	na	na	\$0
8708.40.6000*	Gear Boxes for Other Vehicles	na	\$47,634	-\$47,634
8708.50.0050*	Other Drive Axles With Differential for Motor Vehicles	na	na	\$0
8708.50.6500*	Non-Driving Axles and Parts for Motor Vehicles	na	na	\$0
8708.70.0050*	Other Road Wheels, Parts and Accessories for Motor Vehicles	\$1,041,410	na	\$1,041,410
8708.80.5000*	Other Suspension Shock Absorbers for Motor Vehicles	na	na	\$0
8708.91.5000	Radiators for Vehicles	\$287,803	\$660,660	-\$372,857
8708.92.5000	Mufflers and Exhaust Pipes for Motor Vehicles	\$508,372	\$458,723	\$49,649
8708.93.5000*	Clutches and Parts for Motor Vehicles	\$580,976	na	\$580,976
8708.94.5000	Steering Wheels, Steering Columns and Steering Boxes for Motor Vehicles	\$1,043,655	\$1,413,561	-\$369,906
8708.99.5300	Cast Iron Parts for Motor Vehicles	na	na	\$0
8708.99.5500	Vibration Control Parts Containing Rubber for Motor Vehicles	na	\$494,646	-\$494,646
8708.99.5800	Double Flanged Wheel Hub Units With Ball Bearings for Motor Vehicles	\$101,106	\$172,838	-\$71,732
8708.99.6805	Half-Shaft and Drive Shafts for Motor Vehicles	na	na	\$0
8708.99.6810	Other Parts for Powertrain, forged Universal Joint for Motor Vehicles	na	na	\$0
8708.99.6890*	Other Parts for Power Trains for Motor Vehicles	na	na	\$0
8708.99.8105	Plastic Brake Hoses With Attached Fittings for Motor Vehicles	na	na	\$0
8708.99.8160	Cable Traction Devices of Motor Vehicles	na	na	\$0
8708.99.8115	Double Flanged Wheel Hub Units Without Ball Bearings for Motor Vehicles	na	na	\$0
<b>Chemicals and Lubricants</b>				
2710.19.3020	Automotive, Diesel or Marine Engine (Except Turbine) Lubricating Oils	\$3,036,831	\$9,183,761	-\$6,146,930
2710.19.3040	Automotive Gear Oils	\$159,333	\$75,062	\$84,271
3403.19.0000	Lubricating Preparations Containing Petroleum Oils or Oils Obtained From Bituminous Minerals	\$639,657	na	\$639,657
3405.30.0000	Polishes and Similar Preparations for Coachwork, Other Than Metal Polishes	\$56,247	\$10,022	\$46,225
3811.11.0000*	Antiknock Preparations Based on Lead Compounds	\$2,731	na	\$2,731
3811.19.0000	Antiknock Preparations, NESOI	\$62,890	\$5,138	\$57,752
3819.00.0000*	Hydraulic Brake Fluids and Other Prepared Liquids for Hydraulic Transmission	\$190,919	na	\$190,919
3820.00.0000	Antifreezing and Deicing Fluids	\$232,006	\$36,322	\$195,684
<b>Tools and Equipment</b>				
8425.49.0000	Jacks and Hoists for Raising Vehicles	\$74,024	\$2,813,905	-\$2,739,881
8426.91.0000	Lifting Machinery Designed for Mounting on Road Vehicles	\$113,622	\$113,928	-\$306
8431.10.0090	Parts of Winches, Capstans and Jacks	\$199,420	\$230,824	-\$31,404
<b>Other Components</b>				
3917.40.0000*	Fittings for Tubes, Pipes and Hoses, of Plastic	\$531,782	na	\$531,782
3926.90.5500	Belting and Belts, for Machinery, Containing Textile Fibers, V-Belts	\$13,413	\$11,086	\$2,327

# U.S. TRADE DATA FOR SELECTED MOTOR VEHICLE PRODUCTS, 2014

## U.S. Trade Data for Selected Motor Vehicle Products, 2014

(Thousands of U.S. Dollars)

HTS Code	Description	Exports	Imports	Trade Balance
<b>Other Components (continued)</b>				
3926.90.5600	Belting and Belts, for Machinery, With Textile Composition In Which Vegetable Fibers Predominate By Weight Over Any Other Textile Fiber	na	\$1,157	-\$1,157
3926.90.5700	Belting and Belts, for Machinery, With Textile Composition In Which Man-Made Fibers Predominate By Weight Over Any Other Textile Fiber	na	\$7,434	-\$7,434
3926.90.5900	Belting and Belts, for Machinery, Containing Textile Fibers, NESOI	na	\$18,126	-\$18,126
3926.90.6010	Synchronous Belts for Machinery	na	\$6,494	-\$6,494
3926.90.6090	Belting and Belts for Machinery, NESOI	na	\$43,288	-\$43,288
8708.99.8130	Slide-In Campers for Motor Vehicles	na	na	\$0
8708.99.8160	Cable Traction Devices for Motor Vehicles	na	na	\$0
8708.99.8175	Parts and Accessories for Motor Vehicles	na	na	\$0
8716.90.0000*	Non-Propelled Mechanical Parts for Trailers, Semi-Trailers and Vehicles	\$738,520	na	\$738,520
9029.10.0000*	Revolution Counters, Production Counters, Taximeters, Odometers and Pedometers	na	na	\$0
9029.20.5000	Speedometers and Tachometers for Motor Vehicles	\$221,673	na	\$221,673
9029.90.0000*	Parts and Accessories for Revolution Counters, Production Counters, Taximeters, Odometers and Pedometers		na	\$0
9104.00.0000*	Instrument Panel Clocks and Clocks for Motor Vehicles	na	na	\$0
9401.20.0000*	Seats for Motor Vehicles, Including Child Safety Seats	\$230,196	\$164,744	\$65,452
9401.90.1010	Leather, Cut To Shape Seat Parts for Motor Vehicles	\$492,964	\$1,425,665	-\$932,701
9401.90.1080	Seat Parts for Motor Vehicles	\$1,108,685	na	\$1,108,685
9403.40.6000	Kitchen Type Wooden Furniture for Motor Vehicles	na	\$419	-\$419
9403.50.6000	Bedroom Type Wooden Furniture for Motor Vehicles	na	\$475	-\$475
9403.90.1000**	Furniture Parts for Motor Vehicles	\$9,874	na	\$9,874
9802.00.5030	Non-Warranty Repairs on Internal Combustion Engines	na	\$6,491	-\$6,491
<b>TOTAL</b>		<b>\$42,227,008</b>	<b>\$40,357,925</b>	<b>\$1,869,083</b>

**Notes:** Numbers may not sum due to rounding.

na = data not available.

<sup>1</sup> Exports refer to "Domestic Exports." Domestic Exports are the merchandise exported from the United States which are either 1) products produced or manufactured in the United States, or 2) products of foreign origin which have been changed or enhanced in value in the United States (or in U.S. Foreign Trade Zones) by further manufacture. Export data are calculated based on the FAS (Free Along Ship) value.

<sup>2</sup> Imports refer to "Imports for Consumption." Imports for Consumption are merchandise that has physically cleared Customs either entering consumption channels immediately or entering after withdrawal from bonded warehouses under Customs custody or from Foreign Trade Zones. Import data are calculated based on Customs value.

\* Indicates multiple import codes were used for this category.

\*\* Indicates multiple import and export codes were used for this category.

Data retrieved on March 10, 2015

Some HTS Codes may not correspond exactly between export and import figures although the item is the same..

**Sources:** Auto Care Association, Global Trade Information Service and U.S. International Trade Commission

# U.S. TRADE DATA BY COUNTRY

## U.S. Automotive Parts Exports, 2004-2014, NAICS 3363

(Millions of U.S. Dollars)

COUNTRY	RANK 2014	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	Share	% Change	
													2014	2004- 2014 (x)	2013- 2014
WORLD		42,432	43,425	46,228	40,873	37,403	28,646	38,691	45,504	50,306	51,354	52,257	100	2.3%	1.8%
Canada	1	25,548	25,929	26,247	23,327	19,459	13,108	17,784	19,115	21,180	21,183	20,249	38.75	-2.5%	-4.4%
Mexico	2	8,131	8,115	9,378	7,518	8,108	8,412	11,549	15,084	17,171	18,062	18,397	35.2	9.4%	1.9%
China	3	549	544	695	937	717	768	904	1,193	1,290	1,791	2,116	4.05	16.0%	18.2%
United Kingdom	4	750	583	561	539	588	331	530	658	665	626	974	1.86	2.9%	55.5%
Japan	5	1,094	995	1,254	1,250	1,131	546	906	953	947	809	912	1.74	-2.0%	12.8%
Germany	6	870	988	1,094	814	839	712	813	877	866	850	854	1.63	-0.2%	0.5%
Australia	7	640	622	614	537	495	362	581	767	1,098	811	800	1.53	2.5%	-1.4%
Brazil	8	438	424	451	491	525	355	561	669	599	697	750	1.43	6.1%	7.6%
South Korea	9	408	475	487	361	305	207	358	645	539	600	621	1.19	4.7%	3.4%
United Arab Emirates	10	72	73	97	118	169	157	192	215	330	314	397	0.76	20.7%	26.7%
Italy	11	118	108	113	110	132	104	143	171	191	222	380	0.73	13.8%	71.4%
France	12	391	445	486	474	417	293	393	322	275	304	324	0.62	-2.0%	6.7%
Belgium	13	266	227	284	289	281	210	311	402	369	277	320	0.61	2.0%	15.4%
Russian Federation	14	22	33	103	109	125	34	50	125	181	227	298	0.57	33.2%	31.6%
Venezuela	15	285	382	491	453	507	420	383	518	574	371	272	0.52	-0.5%	-26.6%
Hong Kong	16	57	51	55	63	62	43	59	86	126	149	257	0.49	18.1%	72.0%
Singapore	17	97	101	149	159	225	160	220	279	296	258	245	0.47	10.8%	-5.0%
Spain	18	98	228	224	183	149	81	109	112	127	200	234	0.45	10.0%	17.0%
Chile	19	83	92	126	156	166	149	233	272	313	286	231	0.44	11.9%	-19.2%
Thailand	20	90	87	71	99	101	70	100	109	224	266	223	0.43	10.5%	-16.1%
<b>Rest of the WORLD</b>		<b>2,425</b>	<b>2,926</b>	<b>3,247</b>	<b>2,886</b>	<b>2,904</b>	<b>2,125</b>	<b>2,510</b>	<b>2,931</b>	<b>2,942</b>	<b>3,052</b>	<b>3,402</b>	<b>6.51</b>	<b>3.8%</b>	<b>11.5%</b>

## U.S. Automotive Parts Imports, 2004-2014, NAICS 3363

(Millions of U.S. Dollars)

COUNTRY	RANK 2014	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	Share	% Change	
													2014	2004- 2014 (x)	2013- 2014
WORLD		64,870	70,635	72,582	77,333	69,376	49,428	71,679	85,023	97,808	100,057	109,507	100.00	5.9%	9.4%
Mexico	1	17,704	19,181	20,628	22,641	20,653	15,475	23,501	28,402	33,092	35,959	39,898	36.43	9.3%	11.0%
Canada	2	16,815	17,558	16,731	16,980	13,310	8,224	11,873	12,650	13,665	13,340	14,422	13.17	-1.7%	8.1%
Japan	3	13,097	13,898	12,855	12,494	11,322	7,771	10,756	12,089	15,278	13,340	13,045	11.91	0.0%	-2.2%
China	4	2,300	3,095	4,084	5,185	5,255	4,432	6,577	8,097	9,194	10,167	11,852	10.82	19.8%	16.6%
Germany	5	4,844	5,034	4,991	6,080	5,633	3,894	5,020	6,155	7,182	7,409	8,133	7.43	5.9%	9.8%
South Korea	6	1,069	1,842	2,732	2,934	2,844	1,857	3,542	4,562	5,558	5,921	6,391	5.84	21.7%	7.9%
Taiwan	7	1,305	1,429	1,505	1,663	1,675	1,471	1,712	1,935	2,098	2,156	2,335	2.13	6.6%	8.3%
United Kingdom	8	867	890	863	962	856	609	768	899	1,185	1,344	1,563	1.43	6.7%	16.3%
Austria	9	222	356	337	513	378	448	740	1,541	950	837	1,014	0.93	18.2%	21.0%
India	10	241	328	418	518	567	416	687	830	909	780	997	0.91	16.9%	27.8%
Spain	11	345	362	392	310	230	155	163	292	587	672	787	0.72	9.5%	17.1%
France	12	1,272	1,259	1,118	1,023	906	682	837	887	632	678	723	0.66	-6.0%	6.6%
Italy	13	573	588	591	605	668	466	526	612	669	606	723	0.66	2.6%	19.2%
Thailand	14	318	301	375	549	562	385	561	659	672	625	655	0.60	8.3%	4.8%
Honduras	15	173	270	385	395	338	275	400	498	577	651	595	0.54	14.6%	-8.5%
Philippines	16	365	381	441	500	479	324	407	411	471	501	584	0.53	5.3%	16.6%
Brazil	17	955	1,127	1,172	983	850	491	625	752	725	574	545	0.50	-6.0%	-5.1%
Viet Nam	18	20	26	61	100	144	137	211	264	436	497	531	0.49	43.2%	6.9%
Czech Republic	19	112	152	152	217	231	204	317	387	437	441	517	0.47	18.3%	17.2%
Hungary	20	198	189	194	174	159	93	129	248	362	381	491	0.45	10.5%	29.1%
<b>Rest of the WORLD</b>		<b>2,075</b>	<b>2,369</b>	<b>2,556</b>	<b>2,509</b>	<b>2,318</b>	<b>1,618</b>	<b>2,328</b>	<b>2,855</b>	<b>3,130</b>	<b>3,178</b>	<b>3,707</b>	<b>3.39</b>	<b>6.6%</b>	<b>16.6%</b>

Note: Historical data have been revised. (x) = 10-year CAGR

Source: United States Department of Commerce, Bureau of the Census, Foreign Trade Division. TPIS Database: USHS

# CANADIAN AUTO CARE INDUSTRY

The Canadian auto care industry's retail sales totaled \$19.3 billion. However, this represented a 1.6 percent decrease from 2011's \$19.6 billion.

Within Canada's geographic auto care hierarchy, Ontario contributed 33.1 percent of 2012 auto care industry dollars (\$6.4 billion), dropping 1.9 percent in total revenue from 2011. The entire selected regions experienced declines in total revenue from last year, with British Columbia dropping the most in revenue among the regions, down 3.1 percent to \$2.9 billion, while contributing 15.3 percent of total national industry revenues.

In terms of numbers of establishments, three out of four auto care professional technician and retail locations showed across the board unit increase in 2013. The number of parts and accessories retailers increased by 6.8 percent to 4,756 locations, from 4,454 in 2012, culminating in 10-year, 2.6 percent compounded annual growth (see page 91).

Oil changes remain the most common maintenance and repair item among all automotive services performed in Canada. Jobs in this sector totaled 45.0 million in 2013 (see page 91). The auto care industry is strong in Canada, in part because Canadian drivers keep their cars an average of 8.3 years (see page 92).

## Size of the Canadian Automotive Parts and Service Aftermarket by Region, 2012

(Millions of Canadian Dollars)

	Atlantic	British Columbia	Ontario	Prairies	Quebec	Canada Total
Total Retail Sales (2010)	\$1,334.2	\$2,959.3	\$6,327.3	\$4,606.2	\$3,842.7	\$19,069.7
Total Retail Sales (2011)	\$1,392.5	\$3,041.9	\$6,527.4	\$4,678.4	\$3,987.5	\$19,627.7
% Change (2010-2011)	4.4%	2.8%	3.2%	1.6%	3.8%	2.9%
Total Retail Sales (2012)	\$1,379.1	\$2,949.0	\$6,400.6	\$4,653.9	\$3,927.6	\$19,310.2
% Change (2011-2012)	-1.0%	-3.1%	-1.9%	-0.5%	-1.5%	-1.6%

**Note:** Excludes Paint, Body Work, Equipment, Heavy Duty Truck, Bus and Motorcycle. Totals may not add due to rounding.

**Sources:** DesRosiers Automotive Consultants Inc. / Canada  
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## Used and Recreational Motor Vehicle and Parts Dealers Retail Sales, 2005-2014

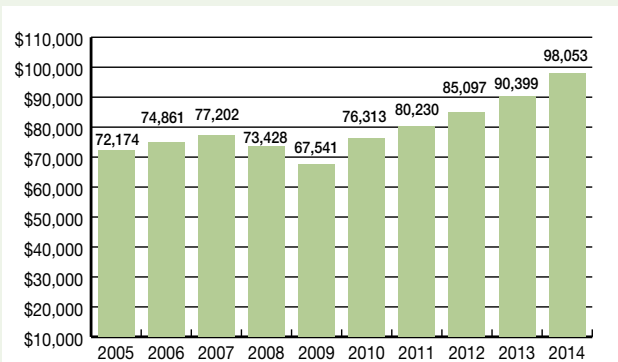
(Millions of Canadian Dollars)



Sources: DesRosiers Automotive Consultants, Inc. and Statistics Canada

## Canadian New Car Dealers - Retail Sales, 2005-2014

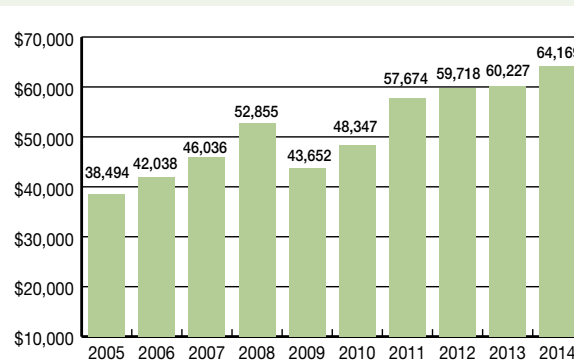
(Millions of Canadian Dollars)



Source: DesRosiers Automotive Consultants, Inc.

## Canadian Gasoline Stations - Retail Sales, 2005-2014

(Millions of Canadian Dollars)



Source: DesRosiers Automotive Consultants, Inc.

## Canadian Auto Care Industry Installers and Retailers

(Number of Establishments)

Type of Outlet	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	Compounded Annual Growth Rate (2003-2013)
Parts and Accessories Wholesalers <sup>1</sup>	3,793	3,423	3,287	3,296	3,261	3,162	3,278	4,409	3,046	3,036	3,062	-2.1%
Gasoline Service Stations <sup>2</sup>	9,344	10,762	10,654	10,611	10,447	10,237	10,370	10,400	10,264	10,111	10,115	0.8%
Automotive Parts and Accessories Retailers <sup>3</sup>	3,695	3,792	3,901	3,967	4,142	4,038	4,347	6,094	4,408	4,454	4,756	2.6%
Motor Vehicle Repair Shops <sup>4</sup>	19,808	22,843	22,856	22,855	22,033	21,869	22,561	37,060	22,570	22,722	23,592	1.8%

**Note:** Figures do not include "indeterminate" establishments - those that do not maintain an employee payroll, but may have a work force consisting of contracted workers, part-time employees, family members or business owners.

Prior to 2004, establishment counts were based on the SIC system, 2004 count based on the NAICS

<sup>1</sup> Formerly SIC 552, <sup>2</sup> Formerly SIC 633, <sup>3</sup> Formerly SIC 634, <sup>4</sup> Formerly SIC 635. Also note: Gasoline Service Stations for 2010 are estimated.

**Source:** Statistics Canada and DesRosiers Automotive Consultants, Inc.

## DIY Purchases and DIFM Repairs by Type of Service

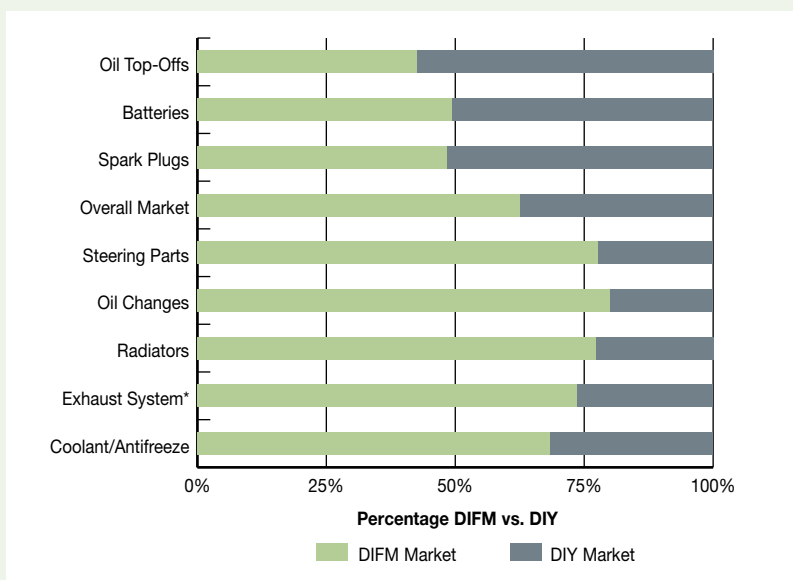
(Millions of Jobs)

Item	2011	2012	2013
Oil Changes	45.7	45.0	45.0
Wiper Blades	9.3	9.1	9.5
Air Filters	14.5	12.7	12.6
Headlamps	4.7	5.0	5.2
Brake Work	6.0	6.0	6.1
Coolant Replaced	3.4	3.5	3.5
Batteries	2.6	2.7	2.7
Cabin Air Filters	1.8	2.6	3.2

**Notes:** Due to a change in methodology, historically reported numbers are not comparable to current data.

**Source:** DesRosiers Automotive Consultants Inc. Light Vehicle Study, 2002-2013, © DesRosiers Automotive Consultants Inc.

## Selected DIFM and DIY Rates in Canada, 2013



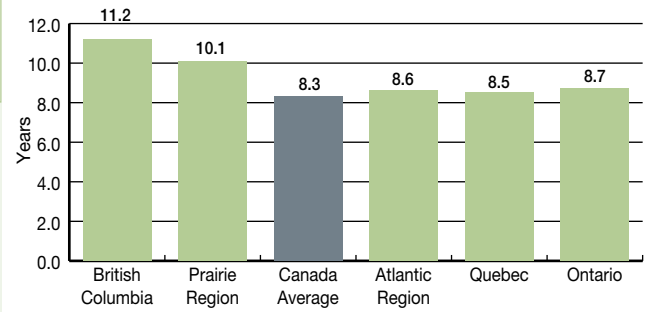
**Note:** \* Based on muffler repairs.

**Source:** DesRosiers Automotive Consultants, Inc.'s Light Vehicle Study, 2013, © DesRosiers Automotive Consultants, Inc.

# CANADIAN TOP 10 LIGHT VEHICLE SALES

## Average Age of Vehicles in Canada, 2013

By the numbers...  
**8.3 Years**  
Average vehicle age  
in Canada



Source: Registration Data © R.L. Polk & Company, 2012 data released 2013 and DesRosiers Automotive Consultants Inc. Further reproduction prohibited without written authorization from DesRosiers Automotive Consultants Inc.

Revised Methodology used for 2012

Total calendar year sales of Canadian light vehicles in 2014 increased by 6.1 percent to 1,851,373 from 2013's 1,744,567. That is a very good indicator of Canadian consumer confidence as volume continues to grow from the lows witnessed during the economic downturn in 2009. Driving this 6.1 percent increase was a continued shift in the sales mix from passenger cars to light trucks, with light trucks continuing to increase their share of total vehicle sales. In 2014, light truck sales increased 11 percent to command 58.7 percent of the Canadian market. On the other hand, passenger cars sales dropped 0.1 percent in 2014 and now make up 41.3 percent of 2014 units sales. While the top six light truck sales remained domestic nameplates in 2014, the Chevrolet Cruze broke into the top five passenger car sales as the lone domestic nameplate.

## Top 10 Canadian Light Vehicle Sales

(Based on 2014 CY Sales Rank)

Top 10 Passenger Car Sales		Unit Sales		% Change 2013/2014	2013 Rank
		2013	2014		
1	Honda Civic	64,063	66,057	3.1%	1
2	Hyundai Elantra	54,760	50,420	-7.9%	2
3	Toyota Corolla	44,449	48,881	10.0%	3
4	Mazda Mazda3	40,466	40,974	1.3%	4
5	Chevrolet Cruze	33,184	34,421	3.7%	5
6	Volkswagen Jetta	30,413	31,042	2.1%	6
7	Hyundai Accent	25,781	23,173	-10.1%	9
8	Ford Focus	20,145	22,392	11.2%	7
9	Ford Fusion	18,884	18,472	-2.2%	8
10	Honda Accord	18,245	16,962	-7.0%	11
<b>Top 10 Passenger Car Sales - Total</b>		<b>350,390</b>	<b>352,794</b>	<b>0.7%</b>	--
<b>Total Canadian Passenger Car Sales</b>		<b>764,382</b>	<b>763,792</b>	<b>-0.1%</b>	--
<b>Top 10 Passenger Car Sales Percent to Total</b>		<b>45.8%</b>	<b>46.2%</b>	--	--

Top 10 Selling Light Truck Sales		Unit Sales		% Change 2013/2014	2013 Rank
		2013	2014		
1	Ford F-Series	122,325	126,277	3.2%	1
2	Ram Pickup	78,793	88,521	12.3%	2
3	Ford Escape	46,908	52,198	11.3%	5
4	Dodge Caravan	46,732	51,759	10.8%	4
5	GMC Sierra	45,141	48,046	6.4%	3
6	Chevrolet Silverado	37,490	41,959	11.9%	6
7	Honda CR-V	34,481	37,684	9.3%	7
8	Toyota RAV4	33,156	36,639	10.5%	8
9	Nissan Rogue	27,745	28,827	3.9%	15
10	Hyundai Santa Fe Sport	26,010	27,580	6.0%	10
<b>Top 10 Light Truck Sales - Total</b>		<b>498,781</b>	<b>539,490</b>	<b>8.2%</b>	--
<b>Total Canadian Light Truck Sales</b>		<b>980,185</b>	<b>1,087,581</b>	<b>11.0%</b>	--
<b>Top 10 Light Truck Sales Percent to Total</b>		<b>50.9%</b>	<b>49.6%</b>	--	--

Canadian Light Vehicle Summary	Unit Sales		% Change 2013/2014
	2013	2014	
TOTAL CANADIAN LIGHT VEHICLE SALES	1,744,567	1,851,373	6.1%
PASSENGER CAR PERCENT OF SALES	43.8%	41.3%	--
LIGHT TRUCK PERCENT OF SALES	56.2%	58.7%	--

Sources: DesRosiers Automotive Consultants Inc., GAC and CVMA / Canada

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The Mexican auto industry continued its upward trend in 2014, as both vehicle production and domestic vehicle sales exceeded last year's numbers. Unit sales in 2014 grew 6.8 percent to 1,135,501, an improvement over 2013's 1,063,199 units. The Mexican Association of Automobile Manufacturing (AMIA), projects vehicle production to reach 4 million units by 2018 and 5 million by 2020

The top ten selling light vehicles by manufacturer accounted for 94.7 percent of total unit sales. Nissan consolidated its position as the leading brand in Mexico, placing first in the light vehicle market. Nissan accounted for 25.8 percent of total sales; one in every four 2014 new vehicle sales. General Motors came in second with a share of 19.1 percent, followed by Volkswagen placing third, with its share of 17.2 percent. Also of interest was the growth of non-North American labels such as France's Renault, which ranked ninth on the list with 24,889 vehicle sales and Spain's SEAT Automotive at number 10 having sold 21,330 vehicles in Mexico.

Mexico produced 3.07 million vehicles in 2014 (see page 94), up 4.8 percent from 2013's production level of 2.93 million units. Nissan lead vehicle production with 777,730 units, followed by General Motors with 683,422 vehicles. Chrysler climbed up to number three with 496,482 vehicles. Volkswagen held steady at number four with 471,795 vehicles.

## Mexican Economic Data, 2014

Population	120,286,655
Population Growth Rate	1.21%
Labor Force (in millions)	51.48
Labor Force as a % of Total Population	42.8%
Unemployment Rate	4.9%
GDP/Capita (PPP)	\$15,600
GDP (billions)	\$1,845.0
GDP (Real Growth Rate)	1.2%
Inflation Rate (Consumer Prices)	4.0%
Total Roadways (in km)	377,660
Total Paved Roadways (in km)	137,544
Total U.S. Imports of Automotive Parts (billions)	\$39.5
Total U.S. Exports of Automotive Parts (billions)	\$17.8

Note: Population data estimated as of July 2014.

Sources: Auto Care Association, The World Factbook, 2013-2014, CIA. U.S. International Trade Commission

## Top 10 Mexican Light Vehicle Sales

Rank	Vehicle Make	2013	2014	% Change 2013/2014	Last Rank
1	Nissan	264,466	293,204	10.9%	1
2	General Motors	201,604	216,958	7.6%	2
3	Volkswagen	189,226	195,362	3.2%	3
4	Ford Motor Co.	87,487	80,965	-7.5%	4
5	Toyota	60,740	69,597	14.6%	7
6	Chrysler LLC	78,974	69,013	-12.6%	5
7	Honda	60,951	62,723	2.9%	6
8	Mazda	33,348	40,997	22.9%	8
9	Renault	21,187	24,889	17.5%	10
10	SEAT Automobile Co.	21,189	21,330	0.7%	9
<b>Top 10 Total Light Vehicle Sales</b>		<b>1,019,172</b>	<b>1,075,038</b>	<b>5.5%</b>	
<b>Total Mexican Light Vehicle Sales</b>		<b>1,063,199</b>	<b>1,135,501</b>	<b>6.8%</b>	
<b>Top 10 Vehicle Sales as a Percent of Total Sales</b>		<b>95.9%</b>	<b>94.7%</b>		

Note: Historical data have changed as estimates updated to actuals

Sources: Automotive News Data Center, Mexican Automotive Manufacturers Association

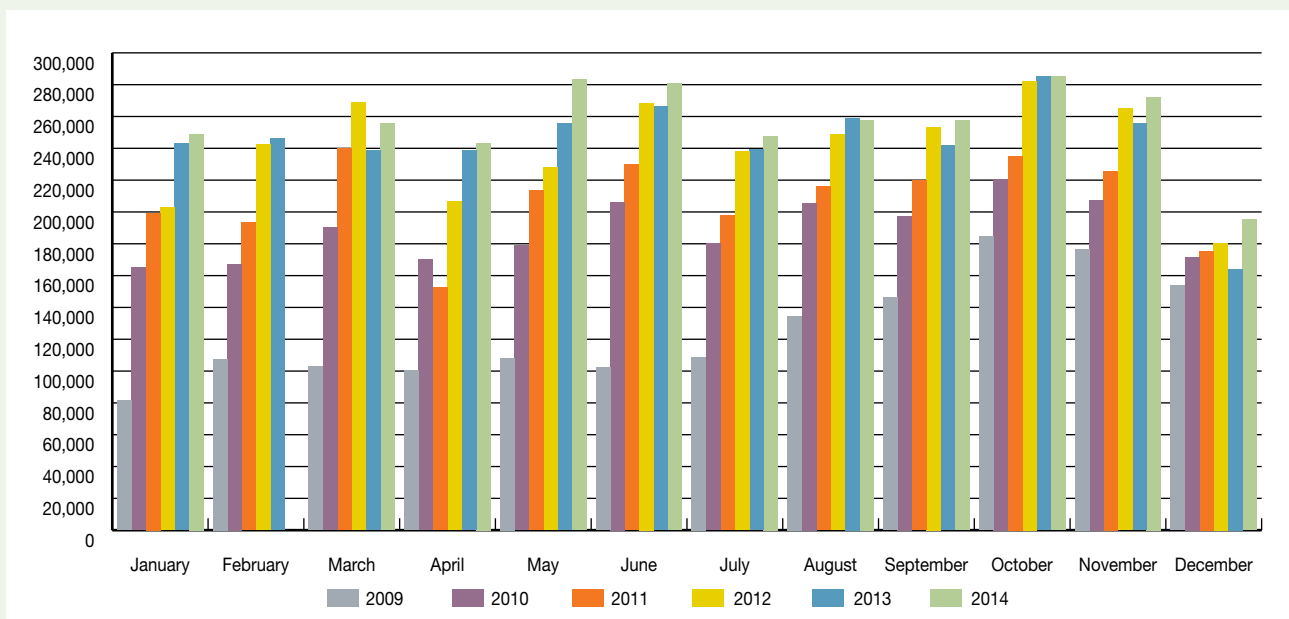
# MEXICAN AUTO CARE INDUSTRY

## Total Production by Company, 2014

Month	Chrysler	Ford	General Motors	Honda	Nissan	Toyota	Volkswagen	Total
January	40,178	30,715	60,963	5,667	68,144	6,183	37,137	248,987
February	38,470	38,446	57,541	5,250	64,875	5,657	34,917	245,156
March	41,112	44,811	60,774	4,489	53,304	5,019	46,273	255,782
April	40,944	28,923	58,723	8,181	60,929	4,064	41,649	243,413
May	40,983	46,769	59,841	9,205	74,159	6,193	46,263	283,413
June	41,575	42,107	55,870	11,293	73,615	6,241	49,877	280,578
July	47,621	33,554	57,177	11,485	57,787	6,774	33,314	247,712
August	39,021	43,405	53,645	14,149	70,273	6,438	30,756	257,687
September	42,262	30,145	54,138	15,946	67,562	6,168	41,303	257,524
October	45,825	51,231	65,894	6,274	65,878	6,198	43,930	285,230
November	42,848	33,000	55,720	18,564	67,741	6,286	48,053	272,212
December	35,643	24,742	43,136	15,631	53,463	4,451	18,323	195,389
<b>Total Production</b>	<b>496,482</b>	<b>447,848</b>	<b>683,422</b>	<b>126,134</b>	<b>777,730</b>	<b>69,672</b>	<b>471,795</b>	<b>3,073,083</b>

Note: Historical data have changed as estimates updated to actuals Source: AMIA (Mexican Association of Automobile Manufacturers)

## Total Production, 2009-2014



Source: AMIA (Mexican Association of Automobile Manufacturers)

## Light Vehicle Exports by Designation

Ranking 2013	Ranking 2014	Country	January-September 2013	January-September 2014	2014 Share	Variation Percentage	Variation Absolute
1	1	USA	1,199,962	1,384,590	70.9%	15.4%	184,628
2	2	Canada	143,103	194,386	10.0%	35.8%	51,283
3	3	Brazil	109,380	81,062	4.2%	-25.9%	(28,318)
4	4	Germany	103,187	68,299	3.5%	-33.8%	(34,888)
7	5	China	32,286	55,883	2.9%	73.1%	23,597
6	6	Colombia	35,275	44,441	2.3%	26.0%	9,166
5	7	Argentina	43,609	19,793	1.0%	-54.6%	(23,816)
21	8	Saudi Arabia	3,149	14,820	0.8%	370.6%	11,671
8	9	Chile	14,957	9,692	0.5%	-35.2%	(5,265)
12	10	Peru	6,293	9,289	0.5%	47.6%	2,996
		Others	105,485	70,248	3.6%	-33.4%	(35,237)
<b>Total Exports</b>			<b>1,796,686</b>	<b>1,952,503</b>	<b>100.0%</b>	<b>8.7%</b>	<b>155,817</b>

Source: Mexiconow, November-December 2014

China's GDP growth slowed in 2014 to 7.4 percent from 7.7 percent in 2013, well below the Chinese government's intended goal of 7.5 percent.

Nevertheless, China maintained its position as the world's second largest economy growing its GDP to \$13.3 trillion USD, second only to the \$16.7 trillion GDP churned out by the U.S. economy. It is also the largest exporter and second largest importer of goods in the world. As the single most populous nation in the world, most of China's 1.3 billion people have only recently begun to experience the economic prosperity that residents of the United States have enjoyed for many years. Despite its citizens living more modestly than their counterparts in western democratic nations, the sheer size of China's consumer population and labor force, coupled with its relatively inexpensive labor and state-sponsored economic investment programs, will add up to many years of continuing economic expansion.

In 2014, Americans bought a large amount of auto parts from China, resulting in a \$3.2 billion trade deficit between the two countries. The U.S. imported \$4.2 billion worth of auto parts from China in 2014, an 11.3 percent increase over 2013's \$3.7 billion. Although the Chinese economy showed signs of slowing down, U.S. exports of auto parts to China increased by 13.7 percent from \$882 million in 2013 to \$1.0 billion in 2014.

## Chinese Economic Data, 2014

Population	1,355,692,576
Population Growth Rate	0.44%
Labor Force (in millions)	797.60
Labor Force as a % of Total Population	58.8%
Unemployment Rate	4.1%
GDP/Capita (PPP)	\$9,100
GDP (billions)	\$13,390.0
GDP (Real Growth Rate)	7.4%
Inflation Rate (Consumer Prices)	2.6%
Population below poverty line	6.1%
Total Roadways (in km)	4,106,387
Total U.S. Imports of Selected Automotive Parts	\$4,156,462,029
Total U.S. Exports of Selected Automotive Parts	\$1,003,203,303
<b>Vehicle Parc</b>	<b>125,723,952</b>
<b>People Per Vehicle</b>	<b>10.8</b>

Note: Population data estimated as of July 2014.

Sources: Auto Care Industry, The World Factbook, 2013-2014, CIA. U.S. International Trade Commission, IHS Automotive, driven by Polk.

## U.S. Imports of Selected Automotive Parts from China

(U.S. Dollars)

	2009	2010	2011	2012	2013	2014	% Change 2013-2014
Tires and Wheels	\$1,754,266,612	\$1,538,919,097	\$1,030,674,776	\$1,264,116,886	\$1,268,028,472	\$1,534,761,575	21.04%
Undercar and Drivetrain	\$208,869,904	\$301,541,611	\$809,351,335	\$875,256,036	\$929,467,099	\$943,185,925	1.48%
Engine Components	\$846,932,218	\$1,258,877,466	\$575,667,983	\$659,396,389	\$681,435,178	\$767,193,313	12.58%
Air Conditioning	\$96,978,833	\$168,299,197	\$241,396,244	\$364,745,561	\$419,201,671	\$438,198,198	4.53%
Tool and Equipment	\$113,735,567	\$155,978,087	\$183,772,897	\$206,949,854	\$201,428,135	\$210,412,047	4.46%
Lighting and Electrical	\$271,817,612	\$418,090,367	\$114,563,355	\$108,459,228	\$127,846,031	\$154,659,008	20.97%
Body Parts	\$433,480,613	\$775,478,979	\$50,235,671	\$51,235,121	\$63,438,723	\$66,967,716	5.56%
Glass and Mirror	\$150,703,956	\$195,813,174	\$25,648,016	\$25,927,655	\$20,051,543	\$19,969,896	-0.41%
Brake Components	\$877,236,714	\$1,110,794,114	\$6,855,868	\$13,902,254	\$13,993,823	\$18,637,037	33.18%
Radio Electronic Components	\$377,288,621	\$631,169,419	\$6,733,898	\$13,894,319	\$10,915,166	\$2,169,077	-80.13%
Chemicals and Lubricants	\$133,109	\$192,134	\$476,351	\$1,450,179	\$255,020	\$308,237	20.87%
Other Components	\$1,363,053,782	\$2,071,780,637	\$96,419,739	\$107,593,422	\$87,581,589	\$80,363,479	-8.24%
<b>Total U.S. Imports from China</b>	<b>\$5,131,443,759</b>	<b>\$6,555,153,645</b>	<b>\$3,045,376,394</b>	<b>\$3,585,333,482</b>	<b>\$3,736,060,861</b>	<b>\$4,156,462,029</b>	<b>11.25%</b>

Note: Data re-ordered to rank descending from CY largest Component Category, with "Other" listed last.

Source: U.S. Department of Commerce, Bureau of Census. Historical data have been revised.

## U.S. Exports of Selected Automotive Parts to China

(U.S. Dollars)

	2009	2010	2011	2012	2013	2014	% Change 2013-2014
Engine Components	\$249,302,165	\$403,367,832	\$285,921,113	\$236,518,646	\$259,566,650	\$298,798,462	15.11%
Undercar and Drivetrain	\$73,867,334	\$104,158,193	\$123,042,207	\$110,750,134	\$133,625,506	\$159,341,427	19.24%
Chemicals and Lubricants	\$124,375,194	\$102,499,093	\$126,186,112	\$132,827,045	\$137,018,355	\$145,831,690	6.43%
Body Parts	\$75,208,266	\$80,705,114	\$56,852,969	\$54,782,687	\$78,379,080	\$97,862,034	24.86%
Lighting and Electrical	\$26,463,661	\$49,672,226	\$31,029,565	\$28,783,206	\$59,893,743	\$69,144,438	15.45%
Glass and Mirror	\$9,427,003	\$15,152,026	\$36,070,727	\$31,091,900	\$43,705,513	\$58,561,436	33.99%
Tires and Wheels	\$27,778,993	\$37,013,760	\$38,165,583	\$46,593,187	\$52,873,518	\$39,041,988	-26.16%
Tool and Equipment	\$11,361,034	\$13,539,421	\$13,274,692	\$15,056,816	\$20,689,034	\$26,411,716	27.66%
Air Conditioning	\$3,302,854	\$3,584,558	\$4,202,276	\$2,685,164	\$3,462,082	\$4,258,067	22.99%
Radio Electronic Components	\$3,237,245	\$5,298,991	\$2,524,389	\$4,104,482	\$1,126,586	\$1,037,148	-7.94%
Brake Components	\$31,008,426	\$40,177,293	\$516,484	\$608,890	\$1,605,917	\$114,468	-92.87%
Other Components	\$31,991,685	\$56,457,647	\$97,265,021	\$74,574,732	\$90,722,576	\$102,800,429	13.31%
<b>Total U.S. Exports to China</b>	<b>\$667,323,860</b>	<b>\$911,626,154</b>	<b>\$815,051,138</b>	<b>\$738,376,889</b>	<b>\$882,668,560</b>	<b>\$1,003,203,303</b>	<b>13.66%</b>

Note: Data re-ordered to rank descending from CY largest Component Category, with "Other" listed last.

Source: U.S. Department of Commerce, Bureau of Census. Historical data have been revised.

# CHINESE AUTO CARE INDUSTRY

## China's Light Passenger Vehicle Aftermarket Parc

China's light vehicle passenger parc (or VIO) continued to expand rapidly since it broke the 100 million unit level in 2013, reaching almost 121 million vehicles on the road in 2014. While growth of new vehicle sales has cooled from the last 5-10 years' blistering pace, a robust 21 million light passenger vehicles were sold last year and added fuel to the expanding aftermarket, which grew 18 percent over 2013.

Vehicle Type	Number of Units – 000s	Share %
Passenger Cars	106,252	88%
Small Buses*	14,527	12%
<b>Total:</b>	<b>102,497</b>	<b>100%</b>

\*There was a re-classification of some microvan models by SGM-Wuling which are now in MPVs causing some distortion in small bus numbers from previous years.

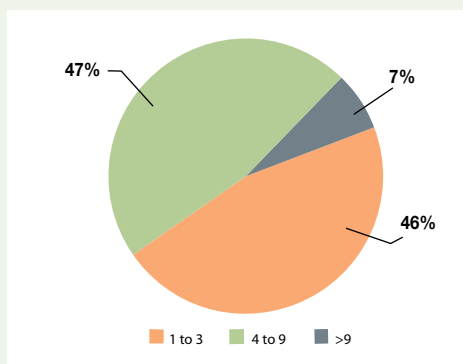
China's parc presents a wide spectrum of potential for parts and services based on its vehicle make-up. In this regard, it is important to segment the parc by several key parameters. Segmenting by vehicle classification based on sales price of the vehicle can be a useful gauge of opportunity as relative price point often has a direct correlation on the quality and brand of service parts used for repair. Light passenger vehicles can be classified into six segments as summarized below. Low and mid end passenger cars (PCs) at vehicle price points typically between \$15,000 and \$25,000 dominate the parc with over 77 percent share and have been growing rapidly:

Vehicle Classification	Typical Price Range for Basic Models (USD)	Estimated 2014 Parc (units 000s)	Example Vehicle
Low end PC	<\$16000	37,951	SGM Sail
Mid end PC	\$16,000 to \$32,000	43,168	New Santana
High end PC	\$32,000 to \$65,000	19,237	SVW Passat
Luxury PC	>\$65,000	5,857	BMW 523i
Microvan	\$5,000 to \$12,000	12,350	SGM-Wuling Rongguan
Light Bus	\$16,000 to \$32,000	2,176	Jinbei Ruixiang

Vehicle age is another critical point to consider. In the last few years, as new vehicle sales have slowed from their past explosive growth rates and general vehicle aging has occurred, middle age vehicles between 4 and 9 years old have expanded rapidly. This age shift is accelerating opportunities for repairs typically done between 50,000 and 100,000 miles versus regular maintenance and light repair activity (which is still robust). This shift notwithstanding, China's parc is still very young with an average age of <5 years (versus over 11 years in the U.S.).

### 2014 China PC Parc by Age

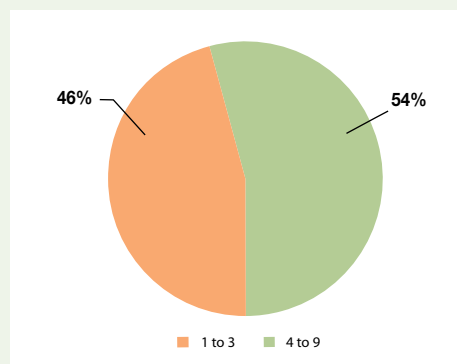
Total Market Units = 106.3 million



Note: Includes sedans, MPVs and SUVs  
Source: TECHNOMIC ASIA

### 2014 China Small Bus Parc by Age

Total Market Units = 14.5 million



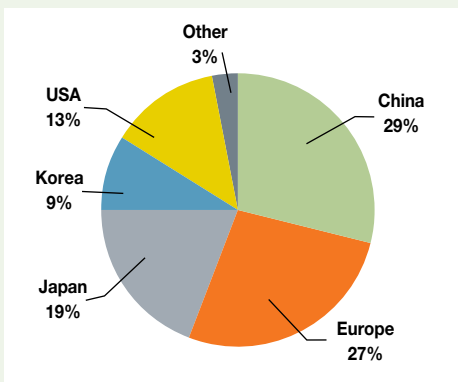
Note: Includes microvans and light buses  
Source: TECHNOMIC ASIA

In terms of geographic dispersion, the parc is still concentrated along the eastern seaboard of the country in Tier 1 cities in cities like Shanghai, Beijing and Guangzhou. The eastern seaboard has traditionally been the focus of economic development, investment and trade in China. Five provinces comprise an estimated 40 percent of the parc. However, the market is beginning to spread as central and western provinces, and Tier 2 and Tier 3 cities grow and develop across China. Serving these expanding geographic areas is presenting challenges to parts suppliers as these markets have less developed infrastructures and smaller and generally less sophisticated distributors.



Another important segmentation of the parc is by National Base, or the home geography of the auto maker which is leading the car's design and technology and often specifies the suppliers for certain parts and materials (e.g. the National base for Shanghai General Motors is the USA).

## Estimated Share of 2014 Light PC Parc by National Base



Source: TECHNOMIC ASIA

percent to 3-4 percent by end of the decade), the parc's growth will also slow though will still be very robust by international standards. The forecasted 2019 light passenger vehicle parc will surpass 210 million units, growing ~13 percent per year on average, versus the ~20 percent growth rate of the past five years. The parc will continue to age with vehicles in the 4 to 9 year old range growing to 50 percent for PCs and almost 60 percent for small buses.

## Distribution In China's Aftermarket

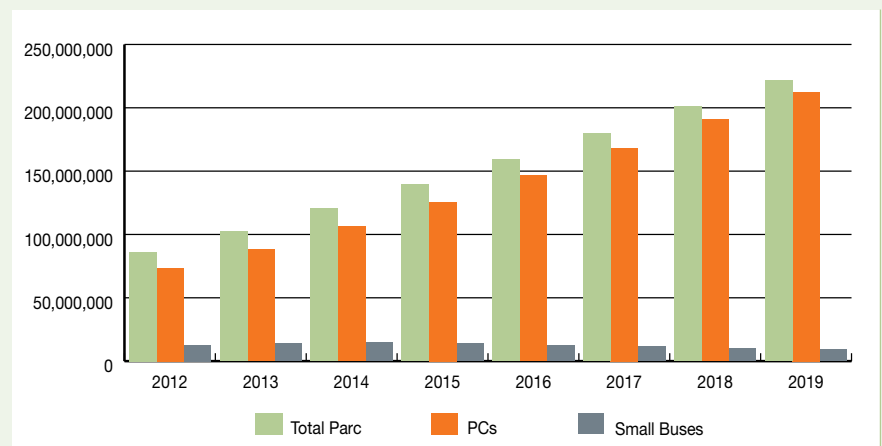
Distribution to China's aftermarket remains very dynamic and presents many challenges to suppliers at all levels of the value chain. The OES channel serving the car makers' 4S shops remains the dominant channel at an estimated 65-70 percent of the parts and service aftermarket value. There are over 23,000 4S shops in China which continue to expand into central and west China as those vehicle markets grow.

However, there is growing anti-monopoly legislation which aims to "open this channel up" to independent parts and service suppliers as a means to lower the repair costs for consumers. This legislation, coupled with other government

Another important segmentation of the parc is by National Base, or the home geography of the auto maker which is leading the car's design and technology and often specifies the suppliers for certain parts and materials (e.g. the National base for Shanghai General Motors is the USA). Based on a parts supplier's global customer base and vehicle maker relationships, this segmentation can affect the scope of its addressable market. Over the last five to seven years, the Chinese parc has become more balanced by National Base. Prior to 2001, VW, through its Shanghai VW joint venture, dominated the PC parc with its Santana model. Today, virtually all foreign vehicle makers are active in China and a few leading Chinese makers have evolved to significant scale. This National Base is also skewed by vehicle classification, e.g. the Europeans have the lion's share of the luxury car parc while the Chinese dominate small buses and are very active in low and mid end PCs.

Based on a continued slowing in new vehicle sales, which will average around 6 percent per year growth over the next five years (slowing from current ~10

## Forecast of China's Light Passenger Vehicle Parc 2012 to 2019



Source: TECHNOMIC ASIA

# CHINESE AUTO CARE INDUSTRY

programs, will help support development of the independent aftermarket (IAM) channel which should cause a shift away from the dealers' current market dominance. This development has certainly caught the eye of the auto makers who are also seeking ways to play in the IAM channel.

The supply chain for the IAM channel in China can be characterized by its multi-layered structure, primarily using "parts cities", or Qi Pei Cheng, as the platform for supplying parts to garages. Today, garages have to source from various players at different levels (OES, retailers, 1st/2nd tier distributors, suppliers, import agents) to get the parts they need. These parts cities, of which there are an estimated 900 across China, have become a bottleneck to efficient distribution due to their fragmented structure and low technology orientation.

China is a long way from the US market which has moved significantly to a two-step distribution structure. China's distribution profile looks a lot like the US market in the 1970s, with distributors falling into two types; "by-makes" who focus on a narrow vehicle platform, such as SVW or SGM; or "by service" which cover multiple vehicle models but with a limited parts line, generally more fast moving parts like filters, lubricants, wipers, friction parts and the like. In general, most are relatively small scale (<\$5 to \$10 million) and are regionally, even locally oriented. A large distributor would have \$50 million in revenue versus over \$200 million for a large distributor in the US. Some of the leading local players, like Carzone, are actively expanding their two-step model with their own stores. There are no big retailers like Advance, AutoZone and NAPA as in the USA. A couple of these major players have attempted to enter China but have failed.

As mentioned, urban markets in central and west China are rapidly developing for auto sales (as well as other consumer products) and currently feed off the larger, nearby Tier 1 and Tier 2 cities for their parts sourcing. China's IAM distribution market lacks scale, and with that comes poor efficiencies and higher supply chain costs. While the distribution system is "working" it is severely stressed and needs to evolve to effectively support the market's growth. The concept of developing a modern distribution business model with a strong logistics and service capability is daunting to many small Chinese distributors who are running their businesses based on limited resources, thin margins and low technology (not to mention some grey business practices). Even larger distributors are still far from their counterparts in the US. Virtually no China IAM distributor is running on a commercial ERP package, and few have any semblance of a WMS system.

As it has in other markets, China is likely to advance quickly in distribution development and even skip some steps that the US market went through. As an example, e-commerce is a red hot topic in China today. Many e-commerce platform companies have already come and gone in the recent two years. TQMall is a noteworthy one to watch and is causing some turmoil in the market. TQMall (<http://www.tqmall.com>) was setup in November 2013, with investors from previous employees of Alibaba, Taobao and Netease (all notable e-commerce players in other markets). TQMall is reportedly working with 18 international suppliers including Bosch, Hella, Gates and Ferodo. As of end February 2015, it has expanded to nine provinces covering over 20 cities, with 30,000 stores signed on to provide parts supply to garages. TQMall started with two on-line items: tires and lubricants. Many traditional tire and lubricant distributors have been greatly impacted by them and many small ones have gone out of business. Even a couple of previously well-known tire focused e-commerce platform companies have been knocked out of the market.

International suppliers are accelerating the establishment of their own aftermarket websites rather than relying on public platforms like TQMall. To date, these have been more like "flagship stores" which mostly are for marketing purposes. Many other companies, including parts distributors, are investing in this channel as well.

Parts cataloguing remains a big obstacle for distributors and e-commerce companies in the market. Many data companies, both foreign like TechAlliance, and local are attempting to address this problem and appear to be making good headway. Success in this area will significantly help the market's advancement.

In response to this inefficiency, traditional roles are continually changing. Some players are moving up and down to consolidate their different interests and to improve both revenue and margin, e.g. distributors opening their own garage chains. Various types of "platform" groups are emerging to form buying cooperatives and smaller distributors are cooperating to share resources like a warehouse or even an e-commerce capability. There are a growing number of these types of groups evolving, sometimes at the encouragement of a major international parts supplier. Program groups will continue to evolve as a partial solution to the industry's lack of scale and efficiency and could have a meaningful effect on IAM distribution in the future.

The "opportunity driven" phase of China's aftermarket development is nearing its end. No longer is being at the right place at the right time with the right connections enough to sustain a profitable business. The long-term winners will be those companies bringing professionalism and best practices to the market.

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Source: TECHNOMIC ASIA

Notes: <sup>1</sup> Includes sedans, SUVs, MPV, microvans and light buses.



# GLOSSARY AND REFERENCE

**in this section |**

**Glossary and Terms**

Definitions of key auto care industry terms.

**NAICS Definitions**

Definitions for auto care-related North American Industry Classification System (NAICS) codes.

# GLOSSARY AND TERMS

**Abrasives:** Substances used to wear away a surface by friction.

**Accessories:** Comfort, convenience and safety products not essential to the performance of a vehicle such as audio, security products, floor mats and seat covers.

**Additives:** Chemicals that are added to the engine, cooling system, air conditioning system or transmission to maintain or enhance performance.

**Appearance Products:** Chemicals and accessories that enhance the appearance of a vehicle, such as waxes, polishes, protectants and upholstery cleaners.

**Auto Care Industry:** The maintenance, repair, parts, accessories, chemicals and fluids for vehicles after their original sale. This term often refers only to the auto care for cars and light trucks.

**Auto Care Industry Distribution Segment:** Companies that provide repair and maintenance products for passenger cars and light trucks.

**Auto Electric Segment:** Businesses specializing in electrical and lighting products for commercial vehicles.

**Auto Parts Stores:** Establishments where automotive products comprise more than 50 percent of total inventory and where retail sales comprise more than 50 percent of total sales.

**Body Shops:** Firms whose primary activity is motor vehicle collision repair.

**Buying Group:** A group of businesses that buy together in large quantities to get discounted prices.

**CAFE:** Corporate Average Fuel Economy. These standards set requirements on automakers for improving the average fuel economy for new light-duty vehicles.

**Captive Jobbers:** Jobbers that are owned, in part or in full, by their primary supply warehouse.

**Car Dealers:** Establishments that primarily sell new or used automobiles. They usually have a service and parts department either on premises or at another location.

**Carrier:** A person, partnership or corporation engaged in the business of transporting goods.

**Category Management:** A business discipline where vendors and retailers work together in the management of product categories in order to streamline operations and increase sales.

**Chain Stores:** Retail establishments, which are part of an organization operating four or more similar types of stores.

**Convenience Stores:** Compact, self-service retail stores that are open long hours and carry a limited line of brands and sizes, possibly including gasoline. Examples include 7-Eleven and Circle K.

**Core:** The rebuildable portion of automotive components, such as starters, alternators and carburetors.

**Counterman:** Sales person at a retail or jobber outlet responsible for looking up parts and handling customer needs.

**Department Stores:** Large mass merchandise retail stores, which carry a wide variety of products. Many department stores include automotive service departments. Examples include Sears, JC Penney, Macy's and Bloomingdale's.

**DIFM:** Do-It-For-Me. Refers to when consumers use professionals to perform the maintenance and repair work needed on their vehicles.

**DIY:** Do-It-Yourself. Refers to when consumers perform the maintenance and repair work needed on their vehicles.

**Discount Stores:** Retail establishments that meet the requirements of a department store, but have lower cost structures and typically sell at lower prices than conventional department stores.

**Distribution Centers (DC):** Firms with products distributed primarily to other distributors, most of which are either of common ownership with the DC or substantially related to the DC in the distribution channel.

**Drug Stores:** Establishments that primarily sell pharmaceutical and other health care products. Many sell a limited or intermediate line of automotive products. Examples include CVS, Walgreens and Eckerd.

**Fleet Shops:** Vehicle service shops owned by a company not principally engaged in the business of vehicle service but which operate shops for the primary purpose of maintaining their own vehicle fleet.

**FOB:** Free on Board. Term designating that the purchaser pays freight from the time the shipment is placed aboard a truck or train. Legal title for the goods passed to the buyer at this time and location.

**General Repair Garages:** Establishments engaged in automotive repair that do not specialize in one facet of repair, such as transmissions or exhausts.

**Grocery Stores:** Establishments that primarily sell food for home preparation and consumption. Many also sell non-edible grocery items and a limited range of automotive products. Examples include Safeway, Kroger and Ralph's.

**Gross Combination Weight (GCW):** The total weight of tractor-trailer combinations, including the trucks, trailers and payload.

**Gross Vehicle Weight (GVW):** The total weight of the loaded vehicle, including chassis, body and payload.

**Hard Parts:** Solid engine parts, such as crankshafts, pistons and flywheels.

**Hardware Stores:** Establishments that sell a variety of basic hardware lines such as tools, paint, glass, housewares, appliances and cutlery. May also sell automotive products. Examples include Ace and True Value.

**Headlining:** Fabric or vinyl upholstery on the interior of the roof of a vehicle.

**Heavy Duty Auto Care Industry:** The portion of the aftermarket that deals with the maintenance, repair and aftermarket products for commercial, industrial and agricultural vehicles after their original sale.

**Heavy Duty Distributors:** Firms primarily involved in maintaining and selling an inventory of products specifically intended for the maintenance and repair of Class 3 through Class 8 commercial vehicles.

**Heavy Duty Parts:** Parts for large commercial trucks and commercial vehicles.

**Heavy Duty Vehicles:** Vehicles classed by Gross Vehicle Weight as follows:

*Class 7:* 26,001 - 33,000 lbs. (home fuel, refuse, tow, city transit bus, furniture, medium conventional, cabover)

*Class 8:* 33,001 lbs. and over (fuel, dump, cement, refrigerated van, intercity tour bus, fire engine, heavy conventional, cabover sleeper)

**Home Improvement Centers:** Establishments that carry a wide range of home products, such as hardware, lumber, building materials, garden supplies, plumbing and electrical supplies. May also carry automotive products. Examples include Home Depot and Lowe's.

**Independent Service Providers:** Vehicle service shops that do not have a significant relationship with either vehicle manufacturers or petroleum marketers.

**Independent Jobbers:** Jobbers that are not owned, in part or in full, by a warehouse.

**Independent Truck Repair Facilities:** Firms that are primarily involved in the diagnosis, repair, maintenance or accessorization of commercial motor vehicles and have no significant relationship to vehicle manufacturers or petroleum marketers.

**Inventory Turns/Turnover:** The number of times inventory is replenished within a particular time, calculated by dividing the cost of goods sold by the average inventory for the period.

**Jobbers:** Firms that sell more than 50 percent of their products to repair shops and more than 50 percent of their purchases are from distributors.

**Jobber/Retailer:** Wholesalers who also sell parts, chemicals and accessories to retail customers. Retail sales account for more than 50 percent of a jobber/retailer's total sales.

**Leased Operators:** Owner operators that lease themselves and their vehicles to trucking companies.

**Light Duty Vehicles:** Vehicles classed by Gross Vehicle Weight (GVW) as follows:

*Class 1:* 0 - 6,000 lbs. (passenger car, minivan, utility van, multipurpose/sport utility vehicle, compact and full-size pickup)

*Class 2:* 6,001 - 10,000 lbs. (minivan, utility van, step van, crew cab pickup, full-size pickup, mini-bus)

*Class 3:* 10,001 - 14,000 lbs. (mini-bus, walk-in, city delivery)

**Manufacturers:** Firms that are the principal owners of the brand and trade names of more than 50 percent of the products sold by their companies.

**Manufacturers' Representatives:** Independent sales and marketing agencies which represent, by contract, the products of multiple manufacturers in the aftermarket.

# GLOSSARY AND TERMS

**Markup:** The difference between the cost of the merchandise and its initial retail price.

**Mass Market:** The general public.

**Mass Market Retailers:** General merchandise retailers including department stores, discount stores, grocery stores, drug stores, hardware stores, variety stores, home centers, warehouse clubs, appliance stores, catalog showrooms, lawn and garden stores. Some use “mass market” to refer to discount stores only.

**Medium Duty Vehicles:** Vehicles classed by Gross Vehicle Weight as follows:

*Class 4:* 14,001 - 16,000 lbs. (conventional van, large walk-in, landscaping/utility, city delivery)

*Class 5:* 16,001 - 19,500 lbs. (large walk-in, city delivery, bucket)

*Class 6:* 19,501 - 26,000 lbs. (rack, single-axle van, beverage, stake body, school bus)

**Mobile Repair Units:** Firms primarily involved in the diagnosis, repair or maintenance of motor vehicles and whose activities are predominantly conducted at a site not owned or leased by the firms.

**Motor Vehicle Auto Care Industry** The entire auto care industry, including all products and services for light, medium and heavy duty vehicles after their original sale.

**Mobile Tool Distributors:** Distribution firms selling primarily tools and equipment with sales activity primarily occurring at the site of the buyer from inventory available on the distributor's vehicle.

**NAICS Codes:** North American Industry Classification System codes. The standard statistical classification codes underlying all establishment-based Federal economic statistics classified by industry for the United States, Mexico and Canada.

**New Car Dealers:** Firms primarily involved in the retailing of new, personal-use motor vehicles, which also provide service for those vehicles after the sale.

**NHTSA:** National Highway Traffic Safety Administration. The agency that develops and administers educational, engineering and enforcement programs for safe vehicle use and cost-effective highway travel.

**OE:** Original Equipment. Parts and components supplied to manufacturers for motor vehicle production.

**OEM:** Original Equipment Manufacturers. Companies that supply parts and components for the production of motor vehicles.

**OSHA:** Occupational Safety and Health Administration. The regulatory and enforcement agency for workplace safety and health.

**Owner Operator:** Someone who owns one or more commercial trucks and personally drives at least one of them. If they own more than one vehicle they are also known as small fleet owners.

**Paint, Body and Equipment Specialists (PBES) Segment:** Specialists in providing vehicle refinishing products and supplies to the collision repair industry.

**Parc:** European terminology used to describe the total number of registered vehicles within a certain geographic region.

**Performance Products:** Products that enhance the speed and handling of a motor vehicle.

**Program Group:** A group of businesses purchasing, selling and marketing under a common banner.

**Quick Lubes:** Service establishments specializing in providing fast oil changes. May also offer other automotive services.

**Remanufacturer:** A rebuilder of motor vehicle engines and hard parts.

**Replacement Rates:** The percentage of vehicles in operation for which a particular component or service job was purchased during a particular year.

**Service Stations:** Establishments, which may or may not sell products over the counter, for which gasoline accounts for more than 50 percent of total sales. Examples include BP, Shell and Exxon.

**SIC Codes:** Standard Industrial Classification codes. The standard statistical classification codes underlying all establishment-based Federal economic statistics classified by industry. Largely replaced by the NAICS Codes system in 1997.

**SKU:** Stock Keeping Unit. Refers to each single item carried by a retailer. Every color, style and item having its own vendor or vendee number has its own SKU.

**Specialty Repair Shops:** Establishments specializing in one facet of automotive repair, such as transmission, ignition or exhaust. The outlet's specialty accounts for more than 50 percent of total sales receipts.

**Specialty Stores:** Retail outlets, such as auto parts stores, that restrict its appeal to a specific type of merchandise. These outlets generally offer wider assortments in a narrower range than department, discount or variety stores.

**Speed Shops:** Specialty stores selling high-performance automotive products.

**Three-Step Distribution:** Traditional aftermarket distribution process where products flow from the manufacturer to the warehouse distributor to the jobber to the service outlet.

**Tier One Suppliers:** Automotive parts manufacturers that supply final equipment directly to vehicle manufacturers. Increasingly, tier one suppliers are becoming producers of major subassemblies and modular components that can be installed into a vehicle as a unit, such as a complete drivetrain.

**Tier Two Suppliers:** Manufacturers that produce components for Tier One suppliers.

**Tier Three Suppliers:** Manufacturers that supply raw materials used in the production of components.

**Tire Dealers:** Stores that generate more than 50 percent of their sales from automotive tires.

**Tool and Equipment Segment:** Specialists in providing the tools and equipment needed to perform repair and maintenance of motor vehicles.

**Transplants:** Cars and trucks manufactured in the United States with a foreign nameplate.

**Trim Segment:** Companies that manufacture or distribute interior and exterior fabrics and the associated hardware and products used in the repair or restoration of motor vehicles, boats and aircrafts.

**Trim Shops:** Firms involved in the repair or accessorization of products primarily from the trim goods category, such as carpet, vinyl, leather, fabrics, thread and zippers.

**Truck Dealers:** Firms primarily involved in the retailing of new commercial motor vehicles. These firms also provide service for those vehicles after the sale.

**Truck Stops:** Firms primarily involved in the distribution of petroleum products and the diagnosis, repair or maintenance of commercially-operated motor vehicles.

**Two-Step Distribution:** Distribution process where products flow from the manufacturer to the warehouse distributor to the service outlet directly, eliminating the jobber.

**Two-Step Warehouse Distributors:** Firms that sell more than 50 percent of their products to repair shops and more than 50 percent of their purchases are from manufacturers.

**Universal Product Code (UPC):** Also known as bar code. Numbers printed on product package that can be electronically scanned for information such as brand, manufacturer and price.

**Variety Stores:** Establishments that sell a variety of goods at low prices, such as apparel, accessories, gift items, stationery, toiletries, light hardware, toys and candy (e.g., Ben Franklin).

**Vehicle Class:** A method of grouping vehicles according to their Gross Vehicle Weight. Classes range from 1 to 8. See Light Duty Vehicles, Medium Duty Vehicles and Heavy Duty Vehicles for examples.

**Wagon Jobber:** A distributor operating trucks stocked with fast-moving parts and tools, usually calling on service stations, garages and car dealers.

**Warehouse Clubs:** Self-service establishments selling a variety of products, generally in bulk sizes. Membership fees are typically required.

**Warehouse Distributors:** Firms that sell more than 50 percent of their products to automotive jobbers or retailers.

**Wholesaler/Jobber:** Firms that sell more than 50 percent of their products to repair shops and more than 50 percent of their purchases are from distributors.

# NAICS DEFINITIONS

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS was developed jointly by the United States, Canada and Mexico to provide comparability in business activity across North America.

**NAICS 326211 - Tire Manufacturing (except Retreading).** Establishments primarily engaged in manufacturing tires and inner tubes from natural and synthetic rubber.

**NAICS 33631 - Motor Vehicle Gasoline Engine and Engine Parts Manufacturing.** Establishments primarily engaged in manufacturing and/or rebuilding motor vehicle gasoline engines and engine parts, whether or not for vehicular use.

**NAICS 33632 - Motor Vehicle Electrical and Electronic Equipment Manufacturing.** Establishments primarily engaged in manufacturing and/or rebuilding motor vehicle electrical and electronic equipment for all types of transportation equipment (e.g., aircraft, automobiles, trains, ships).

**NAICS 336330 - Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing.** Establishments primarily engaged in manufacturing and/or rebuilding motor vehicle steering mechanisms and suspension components (except springs).

**NAICS 336340 - Motor Vehicle Brake System Manufacturing.** Establishments primarily engaged in manufacturing and/or rebuilding motor vehicle brake systems and related components.

**NAICS 336350 - Motor Vehicle Transmission and Power Train Parts Manufacturing.** Establishments primarily engaged in manufacturing and/or rebuilding motor vehicle transmission and power train parts.

**NAICS 336360 - Motor Vehicle Seating and Interior Trim Manufacturing.** Establishments primarily engaged in manufacturing motor vehicle seating, seats, seat frames, seat belts and interior trimmings.

**NAICS 336370 - Motor Vehicle Metal Stamping.** Establishments primarily engaged in manufacturing motor vehicle stampings, such as fenders, tops, body parts, trim and molding.

**NAICS 336391 - Motor Vehicle Air-Conditioning Manufacturing.** Establishments primarily engaged in manufacturing air-conditioning systems and compressors for motor vehicles.

**NAICS 423120 - Motor Vehicle Supplies and New Parts Merchant Wholesalers.** Establishments primarily engaged in the merchant wholesale distribution of motor vehicle supplies, accessories, tools, equipment and new motor vehicle parts (except new tires and tubes).

**NAICS 423130 - Tire and Tube Merchant Wholesalers.** Establishments primarily engaged in the merchant wholesale distribution of new and/or used tires and tubes for passenger and commercial vehicles.

**NAICS 441110 - New Car Dealers.** Establishments primarily engaged in (1) retailing new automobiles and light trucks or (2) retailing these new vehicles in combination with activities, such as repair services, retailing used cars and selling replacement parts and accessories.

**NAICS 441310 - Automotive Parts and Accessories Stores.** Establishments primarily engaged in retailing new, used and/or rebuilt automotive parts and accessories.

**NAICS 441320 - Tire Dealers.** Establishments primarily engaged in retailing new and/or used tires and tubes, or retailing new tires in combination with automotive repair services.

**NAICS 447110 - Gasoline Stations with Convenience Stores.** Establishments engaged in retailing automotive fuels in combination with convenience store or food mart items, either in a convenience store setting or a gasoline station setting.

**NAICS 447190 - Other Gasoline Stations.** Establishments, without convenience stores, primarily engaged in retailing automotive fuels possibly in combination with activities, such as providing repair services, selling automotive oils, replacement parts and accessories and/or providing food services.

**NAICS 811111 - General Automotive Repair.** Establishments primarily engaged in providing (1) a wide range of mechanical and electrical repair and maintenance services for automotive vehicles or (2) engine repair and replacement.

**NAICS 811112 - Automotive Exhaust System Repair.** Establishments primarily engaged in replacing or repairing exhaust systems of automotive vehicles.

**NAICS 811113 - Automotive Transmission Repair.** Establishments primarily engaged in replacing or repairing transmissions of automotive vehicles.

**NAICS 811121 - Automotive Body, Paint, and Interior Repair and Maintenance.** Establishments primarily engaged in repairing, customizing and/or painting automotive vehicles and trailer bodies.

**NAICS 811191 - Automotive Oil Change and Lubrication Shops.** Establishments primarily engaged in changing motor oil and lubricating the chassis of automotive vehicles.



# AUTO CARE DATA RESOURCES

**in this section |**

## **Auto Care Data Resources**

A listing of primary sources of auto care data.

# AUTO CARE DATA RESOURCES

The following pages list organizations that are *primary* sources of auto care-related data. Organizations that collect information in a secondary manner from other organizations can also be valuable resources, but are not included in these lists. In addition, many state and local associations also provide useful data and information on the motor vehicle aftermarket, but are too numerous to list in this publication.

## DATA & RESEARCH FIRMS

### **Auto Strategies International**

A market research firm providing motor vehicle statistics on all 212 countries for international business planning.  
www.autostrat.com | 216-581-6323

### **BB&T Capital Markets**

A financial holding company dedicated to delivering world-class corporate banking, investment banking and capital markets solutions.  
www.bbt.com | 804-649-3972

### **C3 Network, Inc.**

A firm which assists clients in increasing their top line sales and launching new products. www.c3network.biz | 616-459-9500

### **CNW Marketing/Research**

A research firm publishing new, used and leased vehicle industry reference guides and study summaries.  
www.cnwmr.com | 541-347-4718

### **DesRosiers Automotive Consultants**

A consumer market research firm that specializes in the Canadian automotive sector.  
www.desrosiers.ca | 905-881-0400

### **Ducker, Findlay, Swoboda & Associates, LLC**

A consulting and business solutions company specializing in the aftermarket industry.  
www.dfsaftermarket.com | 877-536-2100

### **IHS Automotive, driven by Polk**

A global leader in economic and financial analysis, forecasting and market intelligence.  
www.ihsglobalinsight.com | 800-933-3374

### **IMR Inc.**

A research firm providing replacement rate data for more than 100 motor vehicle parts and services, released quarterly.  
www.automotiveresearch.com | 800-654-1079

### **J. D. Power & Associates**

A global marketing information services firm that provides a variety of customer-based information.  
www.jdpower.com | 805-418-8000

### **Kiplinger**

An organization offering financial and business forecasting advice.  
www.kiplinger.com | 800-544-0155

### **Lang Marketing Resources, Inc.**

A marketing intelligence and consulting firm, specializing in the U.S. car and light truck aftermarket.  
www.langmarketing.com | 201-652-5220

### **M-Vision Insights, LLC**

Practical research, planning and regulatory-affairs consulting solutions for growing small to medium aftermarket companies and associations.  
www.m-visioninsights.com | 203-364-0287

### **MacKay & Co.**

A specialized management and market research consulting firm focusing heavily on the heavy duty truck industry.  
www.mackayco.com | 630-916-6110

### **The NPD Group**

A consulting firm providing consumer research and point-of-sale tracking in the automotive sector.  
www.npd.com | 703-376-6200

### **Technomic Asia**

A strategic consultancy firm whose mission is to assist globally-expanding companies to build their Asian businesses through high quality market strategy and implementation assistance.  
www.technomicasia.com | 919-855-5437

### **Tompkins Associates**

A company that designs and integrates global end-to-end solutions for companies that embrace supply chain excellence.  
www.tompkinsinc.com | 800-789-1257

### **The Wall Street Journal**

A leading provider of global business news and information services.  
www.wsj.com | 212-416-2000

## ASSOCIATIONS

### **Alliance of Automotive Service Providers (AASP)**

A coalition of associations that serves over 7,500 members of the automotive service industry.

[www.autoserviceproviders.com](http://www.autoserviceproviders.com) | 612-270-6696

### **American Automobile Association (AAA)**

A federation of motor clubs providing specialized services including financial tracking and industry monitoring.

[www.aaa.com](http://www.aaa.com) | 407-444-7000

### **Auto Care Association**

An auto care association providing a wide variety of research on the global auto care industry.

[www.autocare.org](http://www.autocare.org) | 301-654-6664

### **Automotive Aftermarket Suppliers Association (AASA)**

An aftermarket association focusing on key industry issues affecting aftermarket parts manufacturers.

[www.aftermarketsuppliers.org](http://www.aftermarketsuppliers.org) | 919-549-4800

### **Automotive Industries Association of Canada (AIA Canada)**

An automotive association providing a wide variety of research on the Canadian aftermarket.

[www.aiacanada.com](http://www.aiacanada.com) | 800-808-2920

### **Automotive Service Association (ASA)**

A repair shop association with data on topics such as business management, business statistics and industry surveys.

[www.asashop.org](http://www.asashop.org) | 800-272-7467

### **Motor & Equipment Manufacturers Association (MEMA)**

An automotive association providing a variety of research for parts and components manufacturers.

[www.mema.org](http://www.mema.org) | 919-549-4800

### **Original Equipment Suppliers Organization (OESA)**

An automotive association providing industry information and analysis for original equipment suppliers.

[www.oesa.org](http://www.oesa.org) | 248-952-6401

### **National Automobile Dealers Association (NADA)**

An automobile dealer association providing data on new car and truck dealerships and sales.

[www.nada.org](http://www.nada.org) | 703-821-7000

### **Specialty Equipment Market Association (SEMA)**

A specialty performance association that provides a wide variety of research on the accessories aftermarket.

[www.sema.org](http://www.sema.org) | 909-396-0289

## TRADE PRESS

### **Advanstar Motor Vehicle Group**

Publisher of industry magazines such as *Aftermarket Business*, *Motor Age* and *Auto Body Repair News*.

[www.advanstar.com](http://www.advanstar.com) | 440-243-8100

### **Automotive News**

A publication providing news and data to the automotive industry.

[www.autonews.com](http://www.autonews.com) | 888-446-1422

### **Babcox Media**

Publisher of industry magazines such as *Aftermarket News*, *Courterman* and *Body Shop Business*.

[www.babcox.com](http://www.babcox.com) | 330-670-1234

### **Modern Tire Dealer**

A magazine serving independent tire dealers that sell and service tires.

[www.mtdealer.com](http://www.mtdealer.com) | 330-867-4401

### **Ward's Automotive**

An automotive industry publisher providing news, data and analysis through subscriptions and customized research.

[www.wardsauto.com](http://www.wardsauto.com) | 248-799-2642

## HEAVY DUTY TRADE PRESS

### **Fleet Equipment Magazine**

[www.fleetequipmentmag.com](http://www.fleetequipmentmag.com)

### **Fleet Owner**

[www.fleetowner.com](http://www.fleetowner.com)

### **Truck Parts & Service Magazine**

[www.truckpartsandservice.com/tps.htm](http://www.truckpartsandservice.com/tps.htm)

### **Trucking Times**

[www.truckingtimes.com](http://www.truckingtimes.com)

## U.S. GOVERNMENT AGENCIES

### **Bureau of Economic Analysis (BEA)**

An agency of the Department of Commerce that produces economic accounts statistics on the performance of the nation's economy.

[www.bea.gov](http://www.bea.gov) | 202-606-9900

### **Bureau of Labor Statistics (BLS)**

The principal fact-finding agency for the federal government in the field of labor economics and statistics.

[www.bls.gov](http://www.bls.gov) | 202-691-5200

### **Bureau of Transportation Statistics**

An agency of the Department of Transportation that provides data collection, analysis and reporting to ensure the most cost-effective use of transportation-monitoring resources.

[www.bts.gov](http://www.bts.gov) | 800-853-1351

### **Census Bureau**

An agency of the Department of Commerce that serves as the source of statistical data about the nation's people and economy.

[www.census.gov](http://www.census.gov) | 301-763-4636

### **Central Intelligence Agency (CIA)**

The CIA engages in research, development, and deployment of high-leverage technology for intelligence purposes. As a separate agency, CIA serves as an independent source of analysis on topics of concern to ensure that the intelligence consumer receives the best intelligence possible.

[www.cia.gov](http://www.cia.gov) | 703-482-0623

### **Federal Highway Administration (FHWA)**

An agency of the Department of Transportation charged with the broad responsibility of ensuring that America's roads and highways continue to be the safest and most technologically up-to-date.

[www.fhwa.dot.gov](http://www.fhwa.dot.gov) | 202-366-9393

### **Federal Reserve**

The Federal Reserve, which is the central bank of the United States, provides various financial services to the U.S. government, public, financial institutions and foreign official institutions, primarily geared toward operating the nation's payments system.

[www.federalreserve.gov](http://www.federalreserve.gov) | 202-452-3000

### **International Trade Administration**

An agency of the Department of Commerce assisting U.S. businesses in the global marketplace by providing support in the following areas: commercial service, manufacturing and services, market access and compliance and import administration.

[www.ita.doc.gov](http://www.ita.doc.gov) | 800-872-8723

### **National Highway Traffic Safety Administration (NHTSA)**

An agency of the Department of Transportation that conducts research on driver behavior and traffic safety to develop the most efficient and effective means of bringing about safety improvements for motor vehicles and motor vehicle equipment.

[www.nhtsa.dot.gov](http://www.nhtsa.dot.gov) | 888-327-4236

### **Securities and Exchange Commission (SEC)**

A federal agency that requires public companies to disclose meaningful financial and other information to the public, which provides a common pool of knowledge for all investors to judge a company's securities.

[www.sec.gov](http://www.sec.gov) | 202-942-8088

### **U.S. Commercial Service**

An independent federal agency helping U.S. companies find new international business partners in worldwide markets, as well as assisting foreign companies in locating U.S. suppliers of products and services.

[www.buyusa.gov](http://www.buyusa.gov) | 202-482-4767

### **U.S. International Trade Commission (USITC)**

An independent federal agency supporting policymakers through economic analysis and research on the global competitiveness of U.S. industries through the U.S. Harmonized Tariff Schedule (HTS).

[www.usitc.gov](http://www.usitc.gov) | 202-205-2000

# AUTO CARE ASSOCIATION MARKET INTELLIGENCE

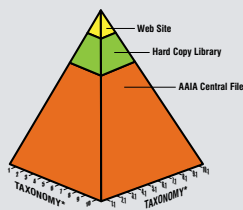
## in this section |

### Auto Care Association Market Intelligence

A catalog of Auto Care Association programs and publications with a brief description, price and publication date for each item



Auto Care Association Knowledge Center



### Knowledge Center = 24/7 access

- The Knowledge Center provides online access to key research documents and is available to Auto Care Association members 24/7.

### Knowledge Center + On-Demand Consulting

- The Knowledge Center Pyramid shows the breakdown of the availability of Auto Care Association market intelligence data and information, beyond what is available online.

### MCRP > Auto Care Association Assisted Member Collaboration

- The Multi-Client Research Program (MCRP) provides customized research for sponsors willing to collaborate on areas of common research interests.

# AUTO CARE ASSOCIATION MARKET INTELLIGENCE

TO ORDER AUTO CARE ASSOCIATION PUBLICATIONS, PLEASE CALL 301-654-6664 OR VISIT [WWW.AUTOCARE.ORG](http://WWW.AUTOCARE.ORG).

## THE AUTO CARE ASSOCIATION MARKET INTELLIGENCE PROGRAM CONSISTS OF THE FOLLOWING FEATURES.

### Annual Publications:

- The **Digital Auto Care Factbook** distributed to members at no charge. The **Digital Auto Care Factbook and Lang Annual** is a separate publication available for purchase. Each is updated annually and available electronically in mid-May of each year. Separate sales prices have been established for members and non-members.
- The **2014 Digital Collision Repair Study** includes updates on all the traditional data reported previously. This publication is available electronically to Auto Care Association members at 50 percent off list price.
- The **2015 Digital Tool and Equipment Study** is survey-based research directed by the Tool & Equipment Committee. The publication became available electronically to Auto Care Association members at 50 percent off list price in early June 2015.

### Weekly and monthly updates for *Auto CareE-news*, *Auto Care Insider* and social media applications:

- **The Northwood Connection** includes monthly updates on the Industry Indicators Report (IIR) and the Business Confidence Index (BCI). The BCI is a member-based survey and includes interpretive analysis by Dr. Timothy G. Nash. These materials are posted on the Auto Care Association website at [www.autocare.org](http://www.autocare.org) and are password protected.
- The **Key Issues Impact Survey** is member-based research updated quarterly with new rankings based on Auto Care Association member input. Survey results are available through *Auto Care Insider* and posted on the Auto Care Association website.
- The **Auto Care Association/BB&T Weekly Automotive Aftermarket Intelligence Update** is the result of collaboration between Auto Care Association and BB&T Capital Markets.
- **Telematics Trendline** is a monthly article designed to inform Auto Care Association members about the trends in telematics applications for both the retail automotive and commercial trucking industries. These articles are written by Derek Kaufman, C3 Network, Inc.
- **Checking in With China** is a series of articles appearing in *Auto Care Insider*. These articles are designed to enhance member understanding of the auto care industry in China compared to the U.S. and are written by Steve H. Ganster, managing director, Technomic Asia.

### Research Requests:

- **On-Demand Consulting** is an ongoing phone/email research service available Monday through Friday to anyone seeking information about the U.S. auto care industry.
- The **Knowledge Center** provides online access to all key research documents and is available to Auto Care Association members 24/7.
- The **Multi-Client Research Program (MCRP)** is designed to provide customized research for sponsors willing to collaborate on areas of common research interests.

### Special Projects as Required:

- **Membership Surveys** on a variety of topics.
- **"Be Car Care Aware"** Check Lane Survey analysis provided twice each year.
- **E-tailing**, a new research initiative, began in 2012, and was completed in September 2014.

### Committee Activities:

- The **Tool and Equipment Committee** meets during the Auto Care Association Spring and Fall Leadership Days to brainstorm and plan their research needs. Recently, this committee completed a strategic plan to establish a long-term vision of the committee goals and objectives.
- The **Market Intelligence Committee** meets during the Auto Care Association Spring and Fall Leadership Days to brainstorm and plan their research needs such as e-tailing, medium and heavy duty truck market, and a new international initiative.

This program is enhanced through directional input from the Auto Care Association Market Intelligence Committee. If you are interested in getting involved, please call 301-654-6664 for Ron Rossi, director, market intelligence or email [ron.rossi@autocare.org](mailto:ron.rossi@autocare.org)

To order Auto Care Association publications, please call 301-654-6664 or visit [www.autocare.org](http://www.autocare.org).

## CURRENT PUBLICATIONS

### E-tailing in the Automotive Aftermarket - Full Report

E-tailing is the fastest growing retail sector in the automotive aftermarket, and becoming a significant revenue stream for auto parts sales. But little solid data exists on the size and makeup of this channel. E-tailing refers to parts sold via publicly accessible websites to DIYers and service professionals. This new online research study to measure the online retail market for sales of aftermarket replacement parts, serves as the foundation for the Auto Care Association to provide a unified estimate of online sales within the auto care industry.



Item #75054                      Member Price: \$1,750  
Release Date: 2014            Nonmember Price: \$2,750

Study is available in five versions/modules. Pricing and more information is on the back of this brochure, or at [www.autocare.org/etailing](http://www.autocare.org/etailing).

### 2016 Digital Auto Care Factbook **UPDATED!**

The award-winning *Digital Auto Care Factbook* provides a comprehensive overview of the entire auto care industry and includes many enhanced features such as downloadable charts, tables and graphs, live embedded hyperlinks and bookmarks.

Item #75061                      Member Price: \$275  
Release Date: 2015            Nonmember Price: \$550



### 2016 Digital Auto Care Factbook & Lang Annual **UPDATED!**

The only publication of its kind, this report includes the *Auto Care Factbook* plus the *Lang Aftermarket Annual*. This digital version includes data on light vehicle sales volume for 80 key aftermarket product categories, sales percentage growth, light vehicle product growth and much more.

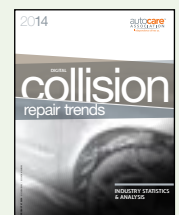
Item #75062                      Member Price: \$695  
Release Date: 2015            Nonmember Price: \$1,390



### 2014 Digital Collision Repair Trends: Industry Statistics & Analysis

This study provides a summary of market statistics on the collision repair industry, combining the latest available industry data from many sources including original Auto Care Association research, government and independent research supplier databases. The study comprehensively analyzes the size and scope of the collision repair industry in the United States, while also reviewing key industry trends in Canada.

Item #75059                      Member Price: \$125  
Release Date: 2014            Nonmember Price: \$250



### 2015 Digital Tool & Equipment Purchasing Trends Study

This study contains a detailed analysis of current and future purchasing decisions of professionals who utilize shop tools and equipment for automotive repair.

Item #75060                      Member Price: \$175  
Release Date: 2015            Nonmember Price: \$350



\*per additional copy

# AUTO CARE ASSOCIATION MARKET INTELLIGENCE

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## ARCHIVED PUBLICATIONS

### Aftermarket FastForward 2012

The *Aftermarket FastForward 2012* publication provides a comprehensive look at the present and future car and light truck aftermarket industry. This 321-page ground breaking report places a special emphasis on market changes from 2006 through 2012. Data and information regarding aftermarket size and segments, domestic and foreign vehicle aftermarkets, and distribution channel analysis are just a few of the many topics covered in this report.

Item #75016  
Release Date: 2008

Member Price: \$2,290  
Nonmember Price: \$3,290



### AWDA Financial Analysis Report 2008

This report provides comparative financial benchmarking statistics for automotive aftermarket warehouse distributors. The report has two sections, the first covers warehouse operations exclusive of company-owned stores and the second covers the combined activity of the warehouse and the store. Benchmarking data covered in the report include income statement data, balance sheet ratios, and selected information for inventory, payroll, warehouse and store statistics for 2007 operations. The report presents industry averages stratified by sales volume group.

Item #75029  
Nonmember Price: \$250  
Release Date: 2008

Participant Price: Free  
Member Price: \$125



### AWDA Store Financial Profile 2006

This report provides comparative financial benchmarking statistics for automotive aftermarket warehouse distributors' store operations. The report is designed to provide guidelines based on individual store operations and is limited to revenue and expenses generally controllable at the store level. This report covers income statement data for selected items including sales, gross margin, expenses and income as well as selected information for balance sheet data and related ratios for 2005 operations. The report presents industry averages stratified by sales volume group.



### Consumer Research Study 2007

The *Consumer Research Study* summarizes the findings of a survey conducted by Opinion Research Corporation about current consumer interest and motivational shifts regarding vehicle maintenance. This study includes information on consumer attitudes toward driving behavior, gasoline prices, as well as vehicle upkeep and repair.

Item #75015  
Release Date: 2007

Member Price: \$125  
Nonmember Price: \$250



### Employee Compensation Survey 2008

The most comprehensive guide to understanding compensation, incentive and benefit levels in aftermarket distribution, this in-depth publication is packed with information to help businesses size up their pay and benefit package with other distributors in their aftermarket segment or local area.

Item #75021  
Nonmember Price: \$250  
Release Date: 2008

Participant Price: Free  
Member Price: \$125



## ARCHIVED PUBLICATIONS

### NCMA Catalog Usage Survey 2008

The *NCMA Catalog Usage Survey* reports the findings from a study conducted about catalog and internet usage by countermen and installers. Survey respondents were asked about their usage habits and opinions regarding specific features of each medium.

Item #75023  
Release Date: 2008

Member Price: Free  
Nonmember Price: \$125



### Outsourcing Survey 2006

The Automotive Aftermarket Industry Association (AAIA), in conjunction with *Alvarez & Marsal*, combined resources to create a survey designed to measure the opinions of C-Level business leaders (CEOs, CFOs, etc.) in the aftermarket industry. Results from this survey include information on topics such as strategic and business case goals, perceived and actual risks when electing to outsource and factors impacting outsourcing agreements.



### PBES Jobbers Financial Benchmarks for Success 2006

This report provides detailed financial benchmarking statistics for paint, body and equipment jobbers. The study is designed to provide comprehensive guidelines for analyzing profitability among PBE specialists. Comprehensive data cover gross margin, operating expenses, average collection period and the like.



### Product Profiles 2007/2008

This report provides in-depth information about critical market changes for 80 products focusing on 2007 and 2008 annual volume, service market and do-it-yourself market share, domestic and foreign vehicle use, and distribution channel sales. This 287-page report is an essential source for understanding product performance, market segment changes and distribution channel development.

Item #75010  
Release Date: 2007

Member Price: \$2,150  
Nonmember Price: \$3,150



### Repair Shop Parts Purchasing: Dealerships vs. Traditional Aftermarket 2005

This study provides an overview of the factors that have influenced repair shops' parts purchasing behavior and a statistical analysis of their parts purchasing decisions. The report includes a detailed analysis of mechanical and electrical repair shops and collision repair shops' parts purchases from dealerships and traditional aftermarket sources over the past year in addition to their purchasing expectations for the upcoming year.



### Report on Brakes for the U.S. Automotive Aftermarket 2006

This report is designed to provide a clear understanding of market conditions in the automotive aftermarket in the category of brakes. The study contains key findings in a variety of areas, including the overall industry performance of leading suppliers, estimated market share, annual growth and the strength of national part brands.



# AUTO CARE ASSOCIATION MARKET INTELLIGENCE

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## ARCHIVED PUBLICATIONS

### Report on Filters for the U.S. Automotive Aftermarket 2006

This report is designed to provide a clear understanding of market conditions in the automotive aftermarket in the category of filters. The study contains key findings in a variety of areas, including the overall industry performance of leading suppliers, estimated market share, annual growth and the strength of national part brands.



### Report on Specialty Accessories and Appearance Products 2008

This report examines the trends and market conditions influencing the specialty accessories and appearance products business in the U.S. automotive aftermarket. Four key product categories are examined in this report including interior trim and accessories, exterior accessories, restyling/installation and electronics.



Item #75028  
Release Date: 2008

Member Price: \$450  
Nonmember Price: \$650

### Right to Repair Study 2006

Conducted by *Opinion Research Corporation*, this study includes the results from a survey of more than 1,000 independent repair shop owners, service managers and technicians nationwide. The survey reveals that \$5.8 billion in service and parts sales is being lost annually because repair shops are unable to readily access the necessary repair information and tools from car manufacturers to properly diagnose and repair vehicles.



### Telematics Primer 2008

The rising use of vehicle telematics is a concern to many Aftermarket companies based on their assumption that original equipment manufacturers will use the technology to freeze aftermarket players out of the market. The question, then, is -- "Will aftermarket companies have a role in the telematics future?" This 101-page report commissioned by AAIA, entitled *Telematics Primer – The Aftermarket's Role in the Telematics Future*, answers that question.



Item #75024  
Release Date: 2008

Member Price: Free  
Nonmember Price: \$1,250

### Vehicle Maintenance & The Female Motorist: An Analysis of the Attitudes and Perceptions That Drive Their Behavior 2004

This study provides a useful framework for understanding the different female customers in the marketplace and the attitudes and behaviors that differentiate them. The analysis contains a detailed segmentation of female consumers who are responsible for the maintenance and repair decisions of their vehicles.



### Vehicle Repair Cost Analysis: New Car Dealers vs. Independent Repair Shops 2009

This publication is a comprehensive report in which specific vehicle repair and parts costs are compared. The findings reveal significant differences in repair costs between new car dealerships and independent repair shops, reinforcing the long-standing contention that independent repair shops are less costly and more convenient than new car dealerships.



Item #75032  
Release Date: 2009

Member Price: Free  
Nonmember Price: \$400



# AUTO CARE ASSOCIATION- LANG MARKET COMPARISON

**in this section |**

**Harmonization of Auto Care Industry Data**

A chart harmonizing Auto Care Association and Lang estimates of the total auto care industry.

# HARMONIZATION OF AUTO CARE INDUSTRY DATA

In this section, the Auto Care Association and Lang Marketing Resources, Inc. have harmonized their research data sets. While harmonization is not intended to be an exact science, it is possible to identify specific touch points which, when brought together, demonstrate the relative assessments of the market are within 3.4 percent of each other.

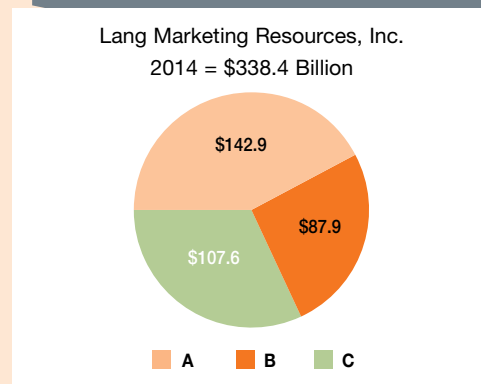
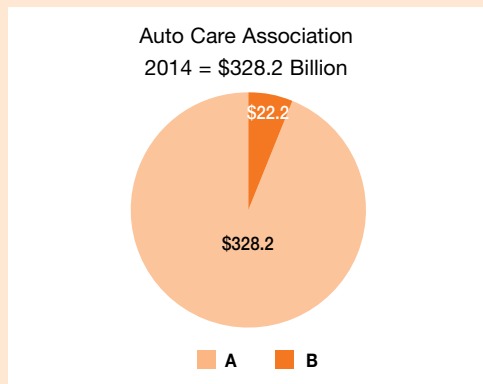
To achieve this estimate, it was important to recognize that public companies in the automotive industry are using information both from the Auto Care Association and Lang Marketing Resources, Inc. Efforts were made to preserve the basic “outline” of this information as it pertains to aftermarket size and scope so the financial community and public companies would not be confused by this harmonization effort. The details are presented below.

Through exclusive rights granted by Lang Marketing Resources, Inc., the Auto Care Association is privileged to provide our newest publication titled the *Digital Auto Care Factbook & Lang Annual: 2016*. This report contains both the traditional *2016 Auto Care Factbook* and the entire *2016 Lang Aftermarket Annual* thus providing our readers with the broadest possible range of analysis not available elsewhere.

To order a copy of the *2016 Digital Auto Care Factbook & Lang Annual* please contact Member Services at 301-654-6664 or info@autocare.org

## Harmonization Analysis 2012 - 2014

(in Billions of Dollars at User-Price)



To order a copy of the *2016 Digital Auto Care Factbook & Lang Annual*, please see the e-commerce instructions on the inside back cover of this document.

## Auto Care Association Industry Analysis

	2010 Total	2011 Total	2012 Total	2013 Total	2014 Total
<b>(A) Total Products and Services</b>	<b>\$285.7</b>	<b>\$296.3</b>	<b>\$307.7</b>	<b>\$317.2</b>	<b>\$328.2</b>
<b>(B) Total Products and Purchased Services in Lang Data, but not in Auto Care Association Data</b>	<b>\$20.7</b>	<b>\$21.0</b>	<b>\$21.2</b>	<b>\$21.6</b>	<b>\$22.2</b>
Other Automotive Products (Lang Analysis)	\$12.9	\$13.1	\$13.2	\$13.4	\$13.7
Purchased Services for Other Automotive Products (Lang Analysis)	\$7.8	\$7.9	\$8.0	\$8.2	\$8.5
<b>Auto Care Association Products and Purchased Services Plus Market Segments Only Covered by Lang</b>	<b>\$306.4</b>	<b>\$317.3</b>	<b>\$328.9</b>	<b>\$338.8</b>	<b>\$350.4</b>

## Lang Aftermarket Analysis

<b>(A) Lang Total Products</b>	<b>\$129.9</b>	<b>\$133.5</b>	<b>\$135.1</b>	<b>\$138.5</b>	<b>\$142.9</b>
Light Vehicle Products	\$91.7	\$94.4	\$95.6	\$98.3	\$101.6
Medium and Heavy Duty Truck Products	\$25.3	\$26.0	\$26.3	\$26.8	\$27.6
Other Automotive Products	\$12.9	\$13.1	\$13.2	\$13.4	\$13.7
<b>(B) Lang Total Purchased Services</b>	<b>\$77.5</b>	<b>\$81.2</b>	<b>\$82.8</b>	<b>\$85.5</b>	<b>\$87.9</b>
Purchased Services for Light Vehicles	\$56.5	\$59.3	\$60.6	\$62.9	\$65.6
Purchased Services for Other Applications	\$21.0	\$21.9	\$22.2	\$22.6	\$22.3
<b>Total Products and Purchased Services</b>	<b>\$207.4</b>	<b>\$214.7</b>	<b>\$217.9</b>	<b>\$224.0</b>	<b>\$230.8</b>
<b>(C) Total Products and Purchased Services in Auto Care Association Data but not in Lang Data</b>	<b>\$100.1</b>	<b>\$107.9</b>	<b>\$105.3</b>	<b>\$106.2</b>	<b>\$107.6</b>
Specialty Equipment Products (less tires) Covered by Auto Care Association but not Lang	\$15.7	\$16.2	\$16.8	\$17.3	\$17.9
Purchased Services for Specialty Equipment Products Covered by Auto Care Association but not Lang	\$5.5	\$5.6	\$5.7	\$5.8	\$6.0
Tires for Light Vehicles Covered by Auto Care Association by not Lang	\$26.1	\$30.1	\$29.8	\$29.9	\$29.7
Tires and Retreads for Medium/Heavy Trucks Covered by Auto Care Association but not Lang	\$6.9	\$11.0	\$6.8	\$6.3	\$6.6
Collision Market Products and Purchased Service Covered by Auto Care Association but not Lang	\$39.4	\$38.7	\$39.7	\$40.1	\$40.4
Trim Automotive Aftermarket Covered by Auto Care Association but not Lang	\$6.5	\$6.3	\$6.5	\$6.8	\$7.0
<b>Lang Products and Purchased Service Plus Market Segments Only Covered by Auto Care Association</b>	<b>\$307.5</b>	<b>\$322.6</b>	<b>\$323.2</b>	<b>\$330.2</b>	<b>\$338.4</b>
<i>Difference Between Auto Care Association and Lang Estimate of Size of Automotive Aftermarket</i>	\$1.1	\$5.3	\$5.7	\$8.6	\$12.0
<i>Percent Difference Between AAI and Lang Automotive Aftermarket Estimate</i>	0.4%	1.7%	1.7%	2.5%	3.4%

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