

Average Annual Turns x Average Gross Margin

Source: Aftermarket Business 4/1/92 Car Care Center Study

	Avg. Annual Turns x Avg. Gross Margin		
	1991	1990	1989
1. Brake Products	4.224	2.005	2.272
2. Filters (Air, Fuel, Oil)	3.696	1.848	2.020
3. Motor Oils	3.224	1.582	1.566
4. Spark Plugs	3.005	1.668	1.839
5. Touch Up Paint	3.004	1.558	1.792
6. Running Boards	2.727	1.148	1.344
7. Headlamps	2.575	1.720	1.646
8. Antifreeze/Coolants	2.550	1.102	1.409
9. Additives (Chemicals)	2.520	2.507	2.195
10. Wiper Blades	2.207	2.418	2.523
11. Shocks & Struts	2.110	1.304	1.562
12. Hand Cleaners	2.003	1.834	1.613
13. Surface Treatments/Protectants	1.920	1.334	1.703
14. Performance/Service Chemicals	1.665	2.195	2.400
15. Hand Tools	1.640	1.234	1.209
16. Waxes & Polishes	1.566	1.733	1.749
17. Batteries	1.523	1.531	1.579
18. Car Wash Products	1.376	1.613	NA
19. All Purpose Cleaners	1.362	1.538	NA
20. DIY Books	1.265	1.481	1.397
21. Tire Care	1.248	1.376	NA
22. Tire Inflators	1.132	1.859	1.295
23. Floor Mats	1.066	1.473	1.428
24. Lift Supports	1.041	1.215	1.470
25. Bedliners	1.012	1.174	1.034
26. Roof Racks	0.989	NA	NA
27. Mechanical Security	0.204	NA	NA