

Antifreeze/Coolant

- Distribution
 - Discount Chains 58%
 - Auto Chains 20%
 - Non-Auto chains 18%
 - Dept. Store Chains 2%
 - New Car Dealers 2%

- 1991 +0.6% ('90 - +1.5%) 1992E: +5.9%

- Total Aftermarket Sales \$1.9 Billion (Retail Chains did: \$1.4B)

- Avg. Annual Turns: 10.2 ('90 - 5.4, '89 - 7.3)

- Avg. Gross Margin (retailers): 25.0% ('90 - 20.4%, '89 - 19.3%)

- One of the more popular DIY projects (74% DIY mix)

- Avg. Annual Turns x Avg. Gross Margin:	1991	2.550
	1990	1.102
	1989	1.409