

Car & Truck Industry Overview (Source: Jobber Retailer, June '92)

- Parts Retail sales (1990) dropped 3.8%, the lowest level since 1983.
- 25.8% of total passenger cars were import sales.
- Chrysler declined 13%, Ford declined 10%, General Motors declined 4%.
- Imports declined 10.9% (from '89)
- Of 167 million licensed drivers ('90), 48% were women.
- 81.3 million households (of the total U.S. 91.5 million households), or 88.9% own vehicles.
 - 11% do not own a vehicle.
 - 34% own one vehicle.
 - 37% own two vehicles.
 - 16% own three or more.
- New car buyers
 - Majority fall into the 35-44 year old range.

Environmental/Legislation

1. Freon will be gone by as early as 1997.
 - Substitutions: Suva (Du Pont) & KLEA 134a (ICI Americas)
 - Repair Garages will need recycling equipment to work on older freon-based AC units.
2. Antifreeze w/ethylene glycol may go.
 - Arco chemical introduced an antifreeze w/propylene glycol (non-toxic).
3. Motor Oil. May be ruled a hazardous waste by the Environmental Protection Agency (EPA)
 - 1988 Study by Fanple/Barker/Sloane • DIYers generated 193 million gallons of used motor oil
 1. 10 million: recycled properly
 2. 7 million: burned
 3. 58 million: into the trash
 4. 118 million: dumped in sewers & gutters
 - Expect future recycling requirements for retailers and mfg./suppliers
4. Batteries In 1991, 95% of Batteries were recycled.

Import Parts make up 23% of total retail & wholesale parts business.

NAPA now carries 26,000 part numbers for import cars.

New import models	3 U.S. mfgs.:	28 models
	9 Japanese mfgs.:	55 models