

I. INTRODUCTION . . .

D. Glossary of Terms (Continued)

Industry-Specific Distributor. A company engaged in the purchase and resale of products to a specific industry or type of end-user. Industry-specific distributors may or may not stock equipment but will almost always stock a line of replacement parts. These distributors may carry the products of one or more manufacturers and will take ownership of the goods.

Jobber. A company engaged in purchasing, limited stocking, and resale of goods to the automotive aftermarket. Jobbers purchase from either WDs or manufacturers and sell directly to end-users. Jobbers take ownership of the goods.

Manufacturers' Representative. An independent company or individual engaged in representing the products of one or more manufacturers on a commission basis. Representatives will either carry a broad line of unrelated products for sale to a specific industry or will specialize in a particular type of product for sale to many industries. At no time will a manufacturers' representative take ownership of the goods being sold.

Original Equipment Manufacturer (OEM). A term used in the automobile industry to designate those manufacturers engaged in the manufacture and sale of finished automobiles and trucks.

Warehouse Distributor (WD). A company engaged primarily in the purchase, warehousing and resale of automobile parts and related products in the automotive aftermarket. WDs, carrying the products of many manufacturers, act as regional points of distribution to jobbers and end-users. WDs take ownership of the goods.