

Chemicals (Performance/Service) (Fuel Injector, Carburetor, Choke Cleaners)

- Distribution
 - Discount Chains 65%
 - Auto Chains 25%
 - Dept. Store Chains 2%
 - Other Retailers 8%

- Total Aftermarket Sales \$36.4M (Retail Channel sales: \$29.1M, 79.9%)
- 1991 +5.8% 1992E: +6.6%
- Avg. Gross Margin: 33.3% ('90 - 38.5%, '91 - 40.0%)
- Avg. Annual Turns: 5.0 ('90 - 5.7, '89 - 6.0)
- Many consumers have no idea what they're putting into their engines.

- Avg. Annual Turns x Avg. Gross Margin:

1991	1.665
1990	2.195
1989	2.400