

### Product Categories Stocked by Retailers

Source: Automotive Marketing - September, 1992

|                      | <u>Small Retailers (&lt;5M SKUs)</u> | <u>Medium (5-15M SKUs)</u> | <u>Large (&gt;15M SKUs)</u> |
|----------------------|--------------------------------------|----------------------------|-----------------------------|
| Air/Oil Filters      | 82%                                  | 92%                        | 88%                         |
| Antifreeze           | 91                                   | 89                         | 94                          |
| Batteries            | 77                                   | 89                         | 82                          |
| Battery Chargers     | 57                                   | 76                         | 69                          |
| Body Repair          | 56                                   | 76                         | 65                          |
| Car Washers          | 59                                   | 76                         | 69                          |
| Engine Treatment     | 74                                   | 78                         | 78                          |
| Floor Mats           | 43                                   | 76                         | 54                          |
| Motor Oil            | 88                                   | 89                         | 94                          |
| Oil/Gas Additives    | 79                                   | 87                         | 81                          |
| Protectants          | 78                                   | 81                         | 76                          |
| Seat Covers          | 28                                   | 57                         | 40                          |
| Security             | 33                                   | 57                         | 38                          |
| Spark Plugs          | 74                                   | 92                         | 87                          |
| Tire Care            | 60                                   | 78                         | 72                          |
| Tire Inflators       | 60                                   | 84                         | 71                          |
| Tune-Up              | 68                                   | 87                         | 79                          |
| Upholstery Chemicals | 58                                   | 81                         | 73                          |
| Waxes                | 76                                   | 87                         | 81                          |
| Wipers               | 78                                   | 92                         | 84                          |