

DIY Books

- Distribution	• Discounters	19%
	• Auto Chains	58
	• Dept. Chains	20
	• New Car Dealers	2
	• Other Retailers	1

- Total Aftermarket Sales \$60.8M (Retail Chain Sales: \$52.3M)

- 1991: +5.2% 1992E: +6.9%

- Avg. Gross Margin (retailers): 37.2% ('90 - 42.3%, '89 - 41.1%)

- Annual Turns: 3.4 ('90 - 3.5, '89 - 3.4)

- Avg. Annual Turns x Avg. Gross Margin:	1991	1.265
	1990	1.481
	1989	1.397