

Jobber Sales: Rebuilt vs. New (Source: Motor & Equipment Manufacturers Association)

<u>Parts Category</u>	1991 <u>% New</u>	<u>% Rebuilt</u>
Air Conditioning	41.4%	58.6%
Alternators	12.4	87.6
Brake Shoes	15.3	84.7
Calipers	6.5	93.5
Carburetors	15.8	84.2
Clutch	15.9	84.1
Crank Shafts	7.0	93.0
CV Joints/Drive Axle	49.9	50.1
Cylinder Heads	9.6	90.4
Engine Blocks	5.8	94.2
Fuel Pumps	87.8	12.2
Master Cylinders	33.2	66.8
On-Board Computers	22.6	77.4
Power Steering Pumps	6.7	93.3
Rack & Pinion	5.9	94.1
Starters	8.5	91.5
Water Pumps	26.7	73.3
Wiper Motors	9.2	90.8

- Industry term for rebuilt or remanufactured parts in "Reman".
- 17 of the above 18 categories surveyed had rebuilt units higher than new units.