

THE AM TOP TEN JOBBER CHAINS

(Chains doing 60% or more wholesale sales, showing place on Top 100 list)

TOP JOBBER CHAINS

We've merged the lists we produced last year of top jobber chains and program members because essentially they're the same list. NAPA (Genuine Parts), Federated (Fisher and Seg), Carquest (General Parts and Statco), Big A (APS), and Auto Value (Advantage) are represented by chains here which own stores selling to professional installer customers.

As well, in this period of the whole aftermarket merging into one identity, these chains also have significant retail sales. Indeed, most make at least a quarter of their sales to walk in trade, mostly DIYers searching for parts that aren't usually stocked in their local discount stores. Indeed, only Seg of the whole list says that their

List #	Chain	100 List #	% Whole	Address and Phone
1	Genuine Parts	3	70%	2999 Circle 75 Hwy, Atlanta, GA 30339 (404) 953-1700
2	Fisher Auto Parts	42	80	812 Greenville Ave., Staunton, VA 24401 (703) 845-8901
3	General Parts	44	80	2635 Millbrook Rd., Raleigh, NC 27604 (919) 876-9813
4	Part's Plus Autostore (Park, Inc.)	46	65	601 S. Dudley, Memphis, TN 38104 (901) 623-7711
5	Seg Auto Parts	47	95	400 N. Main St., Doverport, VA 22801 (819) 323-3641
6	APS (Big A Auto Parts)	49	66	3000 Pownsee St., Houston, TX 77054 (713) 741-2470
7	Statco Inc.	21	70	POB 600, San Antonio, TX 78292 (512) 226-0101
8	Republic Auto	24	60	POB 2088, Brentwood, TN 37024 (615) 373-2050
9	Advantage Auto Stores (Hahn)	25	60	415 W. Main St., Rochester, NY 14608 (716) 235-1595
10	Part's Depot/Steego Auto Parts	26	60	2177 Dale Ave., Roanoke, VA 24013 (703) 345-1001

sales to non-professional customers are minimal being in the jobber end of the aftermarket, rather than being retailers per se. Even so, they all define themselves as

CHAINS WITH SERVICE

Last year we reported that there had been "a tremendous growth in the number of service bays in the ten largest chains which offer professional installation and repair..." This year, however, retrenchment in the face of the overall poor economy has taken its toll, chains have not been building stores with bays or adding bays to older ones to any great degree.

Indeed, the total number of bays reported by the chains which have significant presence in the service business has dropped by 661 bays—from 7,502 to 6,841 bays in all. We'll be watching these numbers closely to see if this suggests a trend away from chains offering service.

It should be noted that there's been a major added player to the list of chains with service, Gilman Auto Parts of Houston, which appeared on the general Top 100 for the first time this year.

THE AM TOP TEN SERVICE PROVIDERS

(Based on number of service bays operated by each chain)

List #	Chain	100 List #	Svc Bays	Address and phone number
1	Western Auto	8	3,185	2107 Grand Ave., Kansas City, MO 64108 (816) 346-6000
2	The Pep Boys	6	2,400	3111 W. Allegheny Ave., Philadelphia, PA 19132 (215) 229-9000
3	PACCAR	15	600	1400 North 4th St., Renton, WA 98055 (206) 251-7600
4	WSR	8	168	9A Brickland Rd., South River, NJ 08882 (908) 390-9000
5	Gilman Auto Parts	84	150	7611 Belkain, Houston, TX 77036 (713) 776-7000
6	Quality Stores	30	100	1460 Whitehall Rd., North Muskegon, MI 49445 (616) 744-2491
7	Champion Auto Stores	35	90	5520 N. U.S. Highway 169, New Hope, MN 55428 (612) 535-5984
8	VP Discount Auto Center	63	69	42 Lexington St., Lewiston, ME 04240 (207) 784-5423
9	All-Car Automotive Centers	66	44	1520 S. Superior Ave., Antigo, WI 54409 (715) 623-3791
10	Statco Inc.	21	35	POB 600, San Antonio, TX 78292 (512) 226-0101
TOTAL BAYS			6,841	

TOP SPEED SHOPS

There are actually two more stores operated by the ten largest speed shop chains combined this year than there were on last year's list. In a time when most chains are closing stores or, at best, keeping their heads above water, that's a positive sign.

In all, however, there has been little action in terms of a change in chain names or the number of stores they operate between 1991 and 1992.

It's interesting to note that, while people tend to think of speed enthusiasts being concentrated in the South, the spread of speed shop locations—from Honolulu to Malden, MA, and from Newport Beach, CA, to Morningside, MD—indicates how widespread the hobby is. Indeed, only Seco Performance Centers is located in the traditional motor enthusiast area. There's money in selling to performance and appearance enthusiasts across the whole country.

THE AM TOP TEN SPEED SHOP CHAINS

(Showing percentage of retail sales)

List #	Chain	# of Stores	CEO, Address
1	Super Shops	462	Harry Eberth, 620 Newport Center Dr., Ste 860, Newport Beach, CA 92660
2	Ben Pilo Speed Shops	23	Ben Pilo, 118 N. Black Horse Pike, Bellmawr, NJ 08031
3	Performance Centers of America	20	Donald Raleigh, 180 Whitman Ave., Edison, NJ 08817
4	Ross Auto Parts/Performance	7	Ronald Uemura, 2760 Kihou St., Honolulu, HI 96819
5	Seco Performance Centers	6	John Simmons, 417 University Blvd., Birmingham, AL 35203
6	Speed Unlimited Inc.	5	Peter Mandes, 4771 Alerntown Rd., Morningside, MD 20746
7	United Speed World	4	Tony Lewis, 734 W. Brandon Blvd., Brandon, FL 33614
8	Jag's High Performance Centers	3	Ed Coughlin, 751 E. 11th St., Columbus, OH 43211
9	Van Idarstine Speed & Auto Center	2	Pete Van Idarstine, 245 Rt. 10, E. Hanover, NJ 07936
10	PV Performance Centers	2	Brian Peavey, 124 Eastern Ave., Malden, MA 02148
TOTAL		238	

TOP IMPORT SPECIALISTS

With the ever-increasing number of foreign nameplates on the road, it would be reasonable to look for specialists in selling parts for these vehicles. Indeed, there are a number of chains which do specialize in parts for foreign nameplates. There are, however, fewer of these specialists than there are performance specialists, at least in terms of chains which own multiple outlets.

As may be expected, most of the import parts specialist chains are headquartered along the West coast. There are none in the Great Plains states, where foreign nameplate vehicles are as rare as blue jeans these days.

Interestingly, one chain on our list, headquartered in Texas, specializes in Japanese parts and accessories, while another, headquartered in Missouri, specializes in European parts and

THE AM TOP TEN IMPORT SPECIALIST CHAINS

List #	Chain	# of Stores	% Sales (+000)	CEO and Address
1	Foreign Autopart Inc.	22	21,000	Steve Patch, 1205 Route One Sharon, MA 02067
2	Moto Imported Auto Parts	4	3,000	Bob Edwards, 4469 Beech Rd., Marlow Heights, MD 20748
3	Japanese Auto Parts	4	2,000	Bill Denny, 10711 E. Northwest Hwy., Dallas, TX 75238
4	Discount Import Parts Inc.	4	1,500	Bruce Marshall, 2704 E. 22d St., Tucson, AZ 85713-2006
5	Wp Imported Auto Parts	4	1,200	William Lilly, 4225 Poplar Level Rd., Louisville, KY 40213
6	Foreign Machine & Parts	3	3,000	Al Walden, 3313 Jackson Ave., Memphis, TN 38122
7	European Car Parts	3	2,000	Larry Heritage, 1015 McClaundland Ave., St. Louis, MO 63117
8	Olympic Import Parts	3	3,000	W. Michael Brown, 8168 Eisenhower Ave., Alexandria, VA 22304
9	Roger's Foreign & Domestic	2	2,000	David Murphy, 111 High St., Pottstown, PA 19464
10	Body Import Auto Parts	2	900	Ken Nebling, 880 E. Oakland Park Blvd., Ft. Lauderdale, FL 33308
TOTALS		61	39,660	

accessories. At least, that's what their corporate coverage of both Asian and European vehicle lines would indicate. Otherwise, the chains offer parts