

Bedliners

- Distribution
 - Discount Chains 8%
 - Auto Chains 67%
 - Dept. Store Chains 18%
 - New Car Dealers 5%
 - Other Retailers 2%

- 1991 (4.4%) ('90 - +3.2%) 1992E: +6.4%
- Total Aftermarket Sales \$97M (Retail Chains: \$58M)
- Avg. Gross Margin: 28.9% ('90 - 32.6%, '89 - 30.4%)
- Avg. Annual Turns: 3.5 ('90 - 3.6, '89 - 3.4)
- DIY participation level: 19% (poll includes Car Owners)

- Avg. Annual Turns x Avg. Gross Margin:	1991	1.012
	1990	1.174
	1989	1.034