

Hard Parts

- As median age of cars gets longer, vehicles will need basic drive train (hard parts) components.
- Trend towards Professional Installation

| | (1992) | |
|------------------------|------------|--|
| | <u>DIY</u> | <u>Professionally Serviced/Installed</u> |
| 1. Air Filters | 53% | 47% |
| 2. Belts | 52 | 48 |
| 3. Oil Filters | 53 | 47 |
| 4. Electrical | 45 | 55 |
| 5. Hoses | 52 | 48 |
| 6. Ignition | 45 | 55 |
| 7. Mufflers | 44 | 56 |
| 8. System Parts Shocks | 50 | 50 |
| 9. Brake Parts Cooling | 52 | 48 |
| 10. Brakes | 48 | 52 |
| 11. Suspension | 52 | 48 |
| 12. Ride Control | 44 | 56 |
| 13. Pipes | 48 | 52 |
| 14. Struts | 32 | 68 |
| 15. Fuel Injection | 30 | 70 |

- Most profitable Hard Parts:
 1. Ignition
 2. Remanufactured Parts
 3. Brakes
 4. Front End
 5. Oil Filters