

Imported Car Parts

Pine Meadow, CT

Warehouse Distributor

Robert Smith - Owner, General Buyer

- Deals only in Foreign Car Goods. Carries very few parts made in U.S. or Canada. Purchases from direct Importers. Choices are primarily price-driven, quality is generally fine (not a problem). Exporters include: Israel, India, European Common Market, South America
- He sees little seasonal variation, but does need a couple of month's lead time for "winter stuff".
- He notes that the U.S. is a Coast to Coast market with Coast to Coast Distributors.
- There is increasing emphasis on low inventory/quick restocking.
- Unlike 10-15 years ago, most goods are not aggressively marketed. Mostly chemical (the "glamour stuff") reps come to call.
- He feels he's in a pretty stable, even static, market niche of European cars.

McCallum Motor Supply Co.

Unionville, CT

Warehouse Distributor

Richard Templeton - Mgr. Purchasing, General Buyer

- Growth Categories: Brakes, Exhaust Systems (aftermarket exhausts of thinner metal than OE, therefore need more frequent replacement)
- Shrinking Category: Carburetors (becoming passé)
- He only carries products manufactured domestically (wants to simplify sourcing and reduce # of SKUs carried).
- Seasonality no longer significant. Example: Heater/Air Conditioner systems now integrated.
- Although they place all orders directly with manufacturers, they are called on by Rep firms. The good ones come regularly, checks that catalogs and price lists are up-to-date, Warranties are being processed and present info about new programs. The poorer Reps would gladly be exchanged for a 5% discount on orders.