

About the Automotive Aftermarket

The motor vehicle aftermarket is a significant sector of the U.S. economy employing approximately 3.9 million people in 2009. This industry encompasses all products and services purchased for light and heavy duty vehicles after the original sale including replacement parts, accessories, lubricants, appearance products, service repairs as well as the tools and equipment necessary to make the repair. Overall aftermarket sales in 2009 were \$274 billion. Sales in the automotive aftermarket (cars and light trucks) totaled \$206.6 billion and sales in the heavy duty vehicle aftermarket totaled \$ 67.4 billion.

The **automotive segment** of the aftermarket includes the replacement parts, accessories, chemicals, tires and non-warranty service for passenger cars and light trucks (i.e., pickup trucks, vans, minivans and sport utility vehicles). Professional service, the do-it-for-me (DIFM) side of the industry, consists of the professional repair, maintenance and installation of automotive products at either independent aftermarket outlets or vehicle dealerships. The do-it-yourself (DIY) side of the industry is comprised of consumers who repair, maintain and accessorize their own vehicles.

The **medium and heavy duty segment** of the aftermarket includes the parts, accessories, non-warranty service repair and maintenance for commercial, industrial and agricultural vehicles, which fall within vehicle weight classes four through eight. Usage of these vehicles and their demand for replacement parts remain strongly linked to the health of the economy. As more raw material and finished goods are shipped across the country, the need for commercial truck transportation tends to increase.

The **paint, body and equipment (PBE) segment** of the aftermarket includes the products and services used to repair and refinish motor vehicles' bodies and glass. The end users of this segment's products are the repair shops that perform collision repairs. In 2009, service and repair sales in the PBE segment totaled \$38.4 billion. Paint and body repair shops made up more than three-fifths (63.8 percent) of the total sales at \$24.5 billion in 2009.

The **tool and equipment segment** of the aftermarket includes the tools and equipment used to repair and maintain motor vehicles. End users of this segment's products include DIY consumers and professional repair shops, with most service technicians purchasing their tools from mobile tool distributors and most repair shops purchasing their equipment from either mobile tool distributors or auto parts jobber stores.

Size of Motor Vehicle Aftermarket (2009)

| | |
|------------------|----------------|
| - Dollars | \$ 274 billion |
| - Number of Jobs | 3.9 million |

Major Aftermarket Sales (2009)

| | |
|------------------------------------|-------------------------|
| <i>Automotive</i> | |
| - Do-It-For-Me-Sales | \$ 143.9 billion |
| - Do-It-Yourself | 41.1 billion |
| - Tires | <u>21.6 billion</u> |
| | <i>\$ 206.6 billion</i> |
| Medium and Heavy Duty | <u>\$ 67.4 billion</u> |
| TOTAL AFTERMARKET | \$ 274 billion |
| Paint, Body, Equipment & Collision | \$ 38.4 billion* |
| Tool and Equipment | \$ 8.88 billion* |

* Subset of total aftermarket size

About AAIA

AAIA is a Bethesda, Md.-based association whose more than 23,000 members and affiliates manufacture, distribute and sell motor vehicle parts, accessories, service, tool, equipment, materials and supplies. Through its membership, AAIA represents more than 100,000 repair shops, parts stores and distribution outlets.