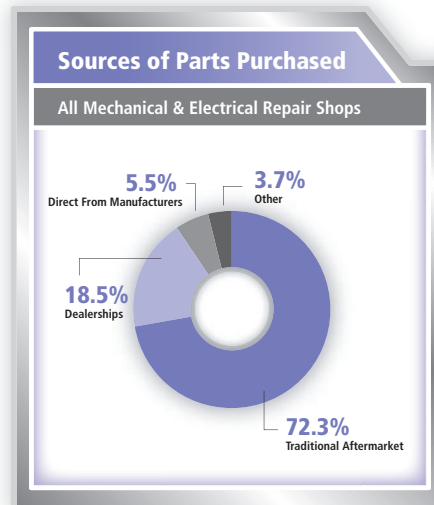


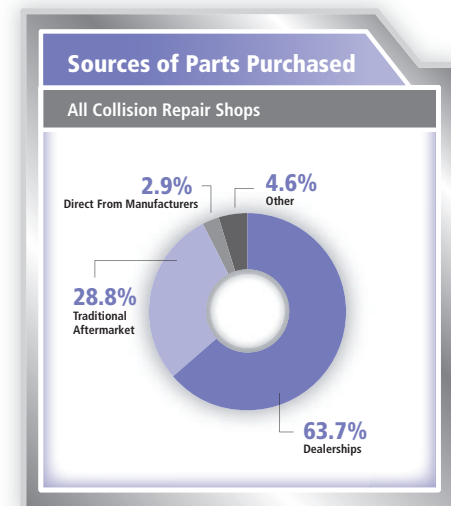
# AAIA Releases New Study on Repair Shop Parts Purchasing



The majority of mechanical and electrical repair shops purchase more (23.3 percent) or about the same amount (68.5 percent) of parts from dealerships now compared to last year. Less than one-tenth (8.2 percent) purchase fewer parts from dealerships now.

Similarly, approximately one-quarter of repair shops (24.5 percent) expect their parts purchases from dealerships to increase in the next year, while more than two-thirds (68.1 percent) expect to keep the same amount next year. Less than one-tenth (7.3 percent) plan to decrease their parts purchases from dealerships next year.

The most commonly purchased parts from dealerships during the past year were electrical system components, purchased by almost all shops (86.7 percent). The next most commonly purchased items were emissions components (74.8 percent) and fuel



system components (65.8 percent). These purchase rates support the claim that dealerships maintain a significant influence in their ability to provide certain parts to independent repair shops.

### Collision Repair Shops Choose Dealerships as Preferred Parts Provider

High prices did not deter collision repair shops from choosing dealers as their preferred parts provider during the past year. Although almost all shops (86.0 percent) indicated that dealerships' prices for replacement parts are always or usually more expensive than non-dealership sources, they still made more than three-fifths of their parts purchases from dealerships (63.7 percent). In comparison, respondents purchased fewer parts from traditional aftermarket sources (28.8 percent), direct from manufacturers (2.9 percent) and from other sources (4.6 percent). Collision repair shops indicated that their primary reasons for purchasing parts from dealerships were that they are the best source of OE parts (87.7 percent) and have the parts needed (80.1 percent). Respondents from mechanical and electrical repair shops showed similar reasoning for their parts purchases from dealerships.

*Repair Shop Parts Purchasing: Dealerships vs. Traditional Aftermarket* contains additional information on:

- Primary causes of the parts purchasing shift.
- Analysis of mechanical and electrical and collision repair shop parts purchases.
- Sources of parts purchases for import nameplate specialists.
- Average value of all repair shop parts purchases.
- Reasons for parts purchases from traditional aftermarket sources.
- Importance of factors in parts purchasing decisions.
- Comparison of dealership and traditional aftermarket prices.
- Reasons for increases in parts purchases from dealerships.
- Types of parts purchased from dealerships during the past year.

For more information about this and other AAIA market research publications, visit [www.aftermarket.org](http://www.aftermarket.org) or call 301-654-6664. ■

