

PRODUCT ANALYSIS

- Accessories - Appearance
- Accessories - Handling
- Accessories - Performance
- Air Conditioning Parts
- Alternators
- Antifreeze
- Ball and Roller Bearings
- Batteries
- Belts and Hoses
- Brake ABS Parts
- Brake Calipers - Loaded
- Brake Calipers - Unloaded
- Brake Drums
- Brake Hardware
- Brake Hydraulic Parts - Other
- Brake Rotors
- Brake Master Cylinders
- Brake Pads
- Brake Shoes
- Camshafts
- Caps - Gas, Oil and Radiator
- Carburetors
- Chassis Parts
- Chemicals - Appearance
- Chemicals - Maintenance/Service
- Clutches and Transmission Parts
- Constant Velocity Driveshafts
- Constant Velocity Joints
- Emission Control Parts
- Engine Bearings
- Engine Control Modules
- Equipment
- Exhaust System Parts
- Filters - Oil, Air, Cabin and Fuel
- Front Wheel Drive Parts
- Fuel Injection Parts
- Fuel Pumps
- Gas and Oil Additives
- Gaskets
- Heating Parts
- Hitches and Towing Products
- Ignition Parts
- Ignition Wire Sets
- Instruments and Gauges
- Lights and Lamps
- Mass Airflow Sensors
- Motor and Transmission Mounts
- Motor Oil
- Oil Pumps
- Oil Seals
- Oxygen Sensors
- Pistons
- Piston Rings
- Power Steering Hoses and Pumps
- Rack and Pinion Steering Units
- Radiators
- Relays
- Security and Detection Products
- Sensors - Other
- Shock Absorbers
- Spark Plugs
- Starters
- Struts
- Thermostats
- Timing Components
- Tools
- Trailer Electrical Connectors
- Transmission Filters and Kits
- Universal Joints
- Valves - Engine
- Water Pumps
- Wiper Blades, Arms, and Motors
- Wire and Cable
- Accessories - Other
- Chemicals - Other
- Electrical Products - Other
- Engine Parts - Other
- Fuel System Products - Other
- Steering and Suspension Parts - Other
- All Other Products

AFTERMARKET

FastForward

2010 2011 2012

Product # 75016
\$2,290 members
\$3,290 non-members



Aftermarket FastForward 2012: Looking Into the Future



The aftermarket will undergo more change in the next 15 years than it experienced during the past 85 years.

In response to the accelerating pace of aftermarket change and evolution, AAIA and Lang Marketing will deliver three new comprehensive market reports which provide information never before available to aftermarket participants in all market segments.

The first of these three reports, *Aftermarket FastForward 2012*, will be published in January 2008, with the remaining reports, *Foreign Vehicle Aftermarket 2011* and *Distribution Evolution 2011* available in August and November 2008, respectively.

This groundbreaking report is your window on the 2012 car and light truck aftermarket, with special emphasis on market changes occurring between now and then, and what they mean.

Aftermarket FastForward 2012 analysis will encompass:

- Aftermarket size and segments
- Distribution channel analysis

- Service market and do-it-yourself markets
- Warehouse and jobber analysis
- Domestic and foreign vehicle aftermarkets
- Retail auto parts store analysis
- Light truck and passenger car aftermarkets
- Volume and growth of 80 key products
- Vehicle age, population and mileage
- Conclusions and trend analysis

Aftermarket Size Analysis.

Aftermarket size is presented for 2006 through 2012. Aftermarket volume is differentiated between products, purchased service and major vehicle segments.

Service and Do-It-Yourself Market Analysis.

Size of the Service (Do-It-For-Me) and Do-It-Yourself markets is provided through 2012. Regional volume of these market segments along with regional market growth is also presented.

The following seven major service outlets are analyzed:

- Service stations and garages
- Foreign specialists
- Vehicle dealers
- Auto parts stores with bays
- Repair specialists
- Discount stores/mass merchandisers with bays
- Tire stores
- All other outlets

The 2012 do-it-yourself market is analyzed in terms of cars and light trucks, regional volume, regional sales growth, and share of car and light truck market growth generated by the do-it-yourself market.

Do-it-yourself product growth is provided for five major types of do-it-yourself outlets:

- Retail auto parts stores
- Vehicle dealers
- Discount stores/mass merchandisers
- Drugstores/supermarkets

80 Products Analyzed through 2012

- DIFM Service Market Sales
- DIY Market Sales

- Domestic Vehicle Volume
- Foreign Vehicle Volume

(See the next page for a complete list of products)

- Jobbers
- All other DIY outlets

Domestic and Foreign Vehicle Aftermarket Analysis.

Aftermarket products for foreign cars and light trucks (imports and transplants) will expand three times faster than domestic vehicle product use through 2012.

Passenger Car and Light Truck Aftermarket Volume.

Despite shifts in new car and light truck unit sales mix through 2012, light trucks will continue expanding their aftermarket product volume.

Distribution Channel Volume/Growth.

FastForward 2012 presents overall analysis of distribution channel performance in the car and light truck aftermarket, focusing on the five major distribution channels: traditional, specialized, OE (original equipment), integrated and import.

Key Traditional Channel Distributors: Warehouses and Jobbers.

Jobber population and regional analysis of changes in the number of jobber stores by area of the country are examined through 2012. Annual jobber sales growth is forecast through 2012 along with an index of jobber sales growth. Warehouse distributor population is provided through 2012.

Retail Auto Parts Stores.

The competitive positioning of retail auto parts stores is examined in the do-it-yourself and DIFM markets.

Volume and Growth of 80 Products Forecast Through 2012.

Individual analysis will be provided for each of 80 products according to sales volume through 2012, as well as percentage of each product's volume represented by the service and do-it-yourself markets and foreign versus domestic vehicle use.

Conclusions and Forecasts to 2012.

Here are examples of the more than 60 major conclusions and forecasts presented in this cutting-edge report:

- Products Leading Aftermarket Growth 2006-2012
- Major Vehicle Segments Generating Aftermarket Growth to 2012
- Changing Aftermarket Growth Roles of Cars and Light Trucks
- How the Service Market Will Reshape the 2012 Aftermarket
- Service and Do-It-Yourself Percentage for Each Product 2006-2012
- Key Changes in the Population of Seven Major Groups of Service Outlets
- Winners and Losers in the Battle Among Seven Major Types of Service Outlets
- Changes in Service Bay Share Among Leading Service Outlets
- Growing Service Bay Crisis: More Vehicles Per Service Bay 2012
- Do-It-Yourself Market Growth and Share
- Regional Differences in Do-It-Yourself Growth and Volume to 2012

- Retail Auto Parts Stores Dominate Do-It-Yourself Market
- Outlet Winners and Losers in the Do-It-Yourself Market
- Foreign Vehicle Aftermarket Growth 2006-2012
- Share of Aftermarket Growth Generated By Foreign Vehicles 2006-2012
- Domestic Vehicle Product Volume and Growth 2006-2012
- Light Truck Aftermarket Volume and Growth 2006-2012
- Changing Vehicle Average Age 2012
- Domestic vs. Foreign Car and Light Truck vs. Car Average Age Changes
- Changes in the Domestic and Foreign Mix of the Light Vehicle Population
- Annual Average Vehicle Product Use for Cars and Light Trucks
- Traditional Distribution Volume to 2012
- Specialized Distribution Growth and Volume to 2012
- OE Distribution Volume Changes to 2012
- Integrated Distribution Growth and Share to 2012
- Import Distribution to 2012
- Changing Jobber Population

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