

# Purchasing Profile

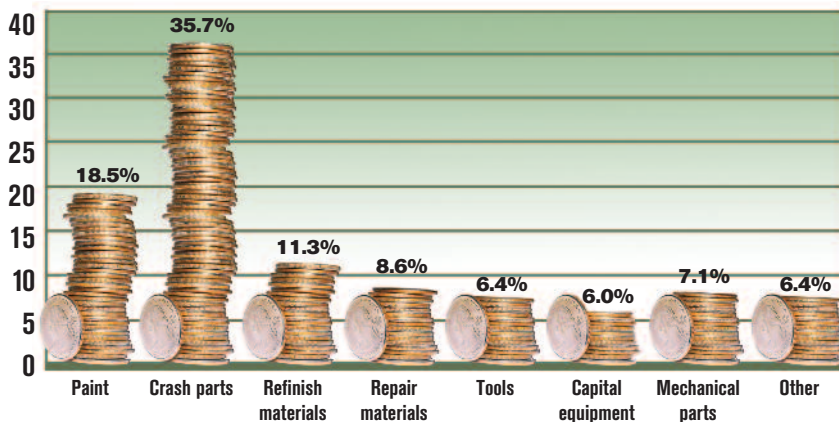
*What You're Buying, Why You're Buying and How Much You're Spending*

If You Purchase A/M Crash Parts,

## Why?

- 65%** Feel pressured by insurance companies
- 59%** To save car from being totaled
- 41%** Customer request
- 31%** Better profit margin
- 15%** All that's available
- 4%** Like them

## Percentage of Buying Dollars Spent On:



### Equipment Owned, By the Numbers

- 49** percentage that own a computerized measuring system.
- 27** percentage that own a mechanical laser system.
- 86** percentage that own a computerized estimating system.
- 57** percentage that own a downdraft spraybooth.
- 51** percentage that own a crossdraft spraybooth.
- 78** percentage that own a vehicle lift.
- 49** percentage that own a prep station.

### Percentage of Replacement Crash Parts Returned to Vendor

- 30%** Non-certified A/M crash parts
- 30%** Certified A/M crash parts
- 7%** OEM collision parts

## Percentage of Shops that Purchase A/M Crash Parts, 1990-2011

