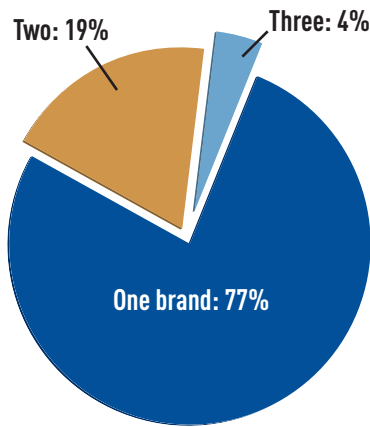


Purchasing

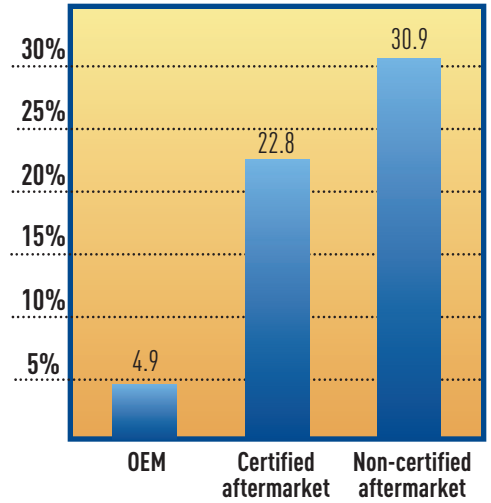
Percentage Of Buying Dollars Spent On:

Paint	21.9%
Crash parts	36.9%
Refinish materials	14.7%
Tools	8.2%
Capital equipment	8.9%
Mechanical parts	9.5%

How Many Estimating Software/Estimating Systems Do You Currently Use?



Percentage Of Replacement Crash Parts Returned To Vendor



If You Purchase A/M Crash Parts, Why?

65%	Feel pressured by insurance companies
51%	To save car from being totaled
38%	Customer request
37%	Better profit margin
26%	All that's available

How Much Do You Pay In Monthly Estimating Subscription Fees?

Average: **\$618**
Median: **\$500**

Equipment Owned

54	percentage that own a computerized measuring system
24	percentage that own a squeeze type resistance spot welder
25	percentage that own a mechanical laser system
62	percentage that own a downdraft spraybooth
31	percentage that own a crossdraft spraybooth
67	percentage that own a vehicle lift
56	percentage that own a prep station
48	percentage that own a dedicated bench
50	percentage that own a universal bench
60	percentage that own a scan tool

Percentage Of Shops That Purchase A/M Crash Parts, 1990-2013

