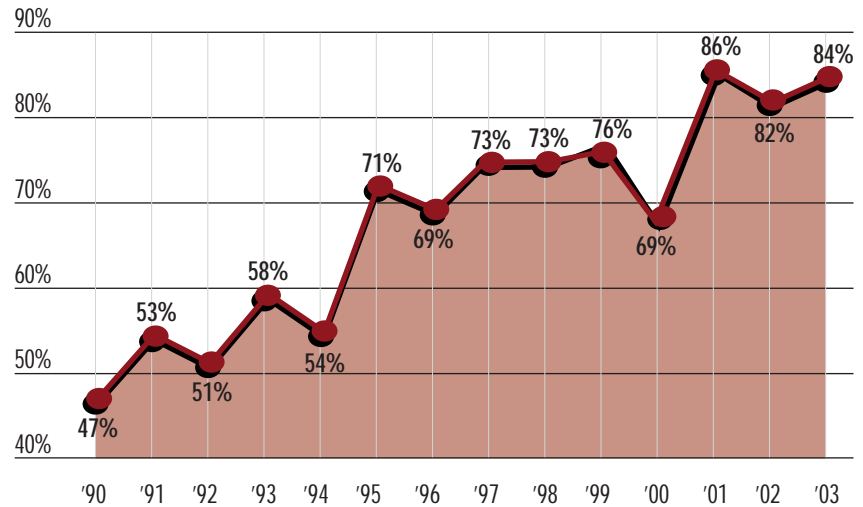


Profile

What you're buying, why you're buying and how much you're spending.

BY GEORGINA K. CARSON

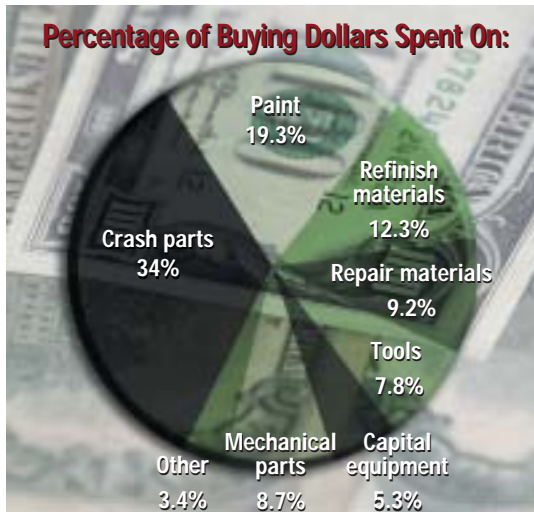
Percentage of Shops That Purchase A/M Crash Parts, 1990-2003



Eighty-seven percent of DRP shops compared to 84% of non-DRP shops buy A/M crash parts. And that's an increase over last year for both groups. For the 2002 BSB Industry Profile, only 83% of DRP shops and 77% of non-DRP shops reported that they bought A/M crash parts.

Purchasing

Percentage of Buying Dollars Spent On:



Equipment Owned, By the Numbers:

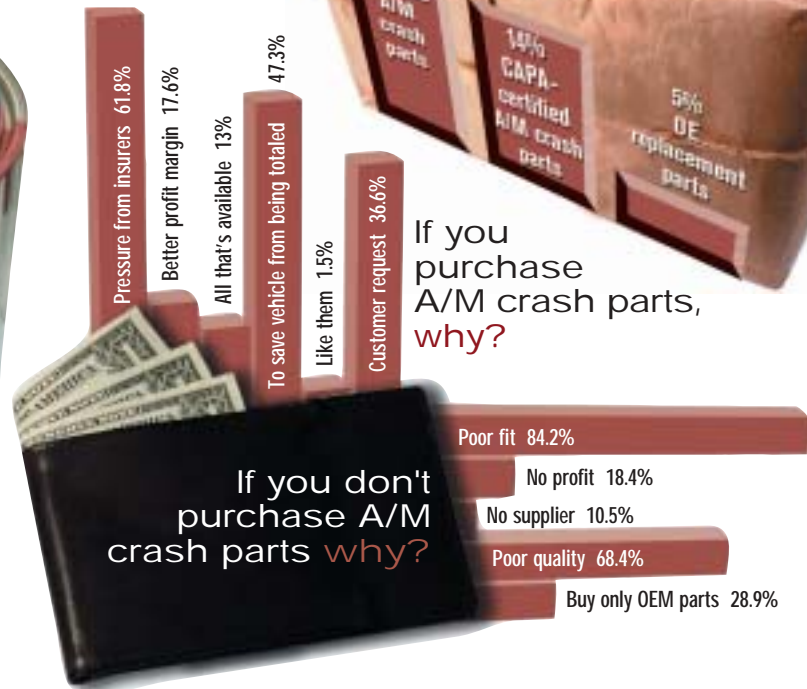
- 32: percentage who own a computerized measuring system.
- 19: percentage who own a mechanical laser system.
- 67: percentage who own a computerized estimating system.
- 46: percentage who own a downdraft spraybooth.
- 40: percentage who own a crossdraft spraybooth.
- 65: percentage who own a vehicle lift.
- 31: percentage who own a prep station.

Percentage of Replacement Crash Parts Returned to Vendor



Dollars spent on paint per month

Note: This is the median, which means that 50% of respondents report figures higher than the median and 50% report figures lower.



If you purchase A/M crash parts, why?

If you don't purchase A/M crash parts why?