

## Car Aftermarket - UK - November 2015

Report Price: £1750.00 | \$2834.04 | €2223.04

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"The parts replacement market has seen sluggish growth in recent years despite the fact that certain sectors such as tyres have seen prices boosted by rising raw material costs. A combination of factors ranging from increased reliability to the effects of lower prices and down-trading have come together to depress revenue growth in particular."

– Neil Mason, Head of Retail Research

This report looks at the following areas:

- How to boost revenues
- Overcoming the threat from low-priced competition
- Communicating with the motorist

Car aftermarket parts are defined as products that need to be replaced in order that, mechanically, the car may function better or, indeed, at all. In this respect, they differ from car accessories, which may include comfort, security and/or appearance as the prime motivators to purchase.

For the purpose of this report only a number of major aftermarket parts are reviewed. These are defined as those parts that are typically able to be serviced at automotive fast-fit centres in addition to dealers and garages. Replacement tyres are also included in this definition. The full line-up of parts reviewed is as follows:

- shock absorbers and related parts
- oil filters and related parts
- tyres
- exhausts and related parts
- batteries
- brakes and related parts
- lightbulbs and related parts.

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## DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market

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The facts  
The implications

## The Market – What You Need to Know

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### Car Ownership

Most car owners bought their vehicle used

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Multiple parts purchasing is focused on specific groups

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