

Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"Auto service, maintenance and repair are vital to the proper operation of any vehicle and prevent vehicle component failure and loss of money. Consumers today are looking for good customer service, but at the right price and at a facility that is conveniently located. Consumers want the job done right, but they do not want to overpay, and they want to be treated professionally."

- Andrew Zmijak, Research Analyst

This report looks at the following areas:

- Some consumers are less diligent about servicing or maintaining their vehicles
- Good customer service is a must
- · Attracting the DIY consumer

This Report will look at the issues affecting the auto service, maintenance and repair market, as well as the effects of future trends in the automotive industry and how it might impact how consumers have their vehicles serviced or repaired. In addition, the Report will examine what is influencing the current market, what is driving consumer behaviour regarding auto service, maintenance and repair, where consumers are taking their vehicles for service, as well as what type of work they are having performed. The Report also looks at marketing and advertising campaigns from this category.

For the purposes of this Report, the consumer data results are based on auto service, maintenance and repairs that have been performed: under warranty, through a maintenance care plan, covered by a service plan and cash or non-warranty work. Vehicles covered in the results include own and other family members' vehicles in the same household but exclude those used primarily for commercial/business purposes.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

+61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

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



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview

What you need to know

Definition

Executive Summary

The issues

Some consumers are less diligent about servicing or maintaining their vehicles

Figure 1: Vehicle maintenance schedule, March 2016

Good customer service is a must

Figure 2: Top five decision factors when choosing a specific repair or maintenance facility for your vehicle, March 2016

Attracting the DIY consumer

The opportunities

A large share of consumers care for their vehicles

Figure 3: Vehicle maintenance schedule, March 2016

Older consumers are influenced by their past experience and the reputation of a facility

Figure 4: Factors influencing decision to choose one facility over another, March 2016

Vehicle sales growth via Millennials bodes well for auto service

What it means

The Market - What You Need to Know

Canada's population is expected to age in the future

A growing population that is ethnically diverse

Millennials bode well for vehicle sales and auto service

Increasing household debt may put consumers off from purchasing cars

Market Factors

Canada's population is expected to age in the coming years

Figure 5: Population aged 65 years and over in Canada, historical and projected (% of total), 1971-2061

Figure 6: Projected trends in the age structure of the Canada population, 2014-19

A growing population that is ethnically diverse

Millennials should help drive growth of vehicle sales

Increasing household debt may deter consumers from new car purchase

Key Players - What You Need to Know

Highlighting seasonal and complimentary offers via marketing techniques

More cars on the road means more business for service facilities

DIY work on vehicles is becoming increasingly difficult

Automotive innovations and changing consumer preferences

Consumers don't always follow recommended maintenance schedule

Mobile automotive services could impact the future of the industry

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

APAC +61 (0) 2 8284 8100



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Marketing and Advertising

Spotlighting seasonal offers through advertising

Figure 7: Reliable Ford, Fergus, Ontario, loyalty mailing, November 2015

Figure 8: Speedy auto service, St. John's, Newfoundland, acquisition mailing, November 2015

Figure 9: Speedy auto service, Halifax, Nova Scotia, acquisition mailing, August 2015

Figure 10: Mr. Lube, acquisition mailing, March 2016

Complimentary offerings to win the crowd

Figure 11: Mr. Lube, acquisition mailing, September 2015

Figure 12: Mr. Lube, acquisition mailing, November 2015

Figure 13: Mr. Lube, acquisition mailing, August 2015

Service reminders via loyalty mailing to keep on track of maintenance

Figure 14: Active Green + Ross, loyalty mailing, February 2016

What's Working?

More cars on the road means more business for service facilities

DIY work on vehicles is becoming increasingly difficult

What's Struggling?

Automotive innovations and changing consumer preferences

Consumers don't always follow recommended maintenance schedule

What's Next?

Mobile automotive services could impact the future of the industry

The Consumer - What You Need to Know

The vast majority of consumers have at least one vehicle in their homes

Consumers follow manufacturer maintenance schedules

Dealerships are the most common facility chosen for oil changes

Past experience and reputation of a facility are essential for older consumers

Good customer service is vital

Ownership of Vehicles and Service/Maintenance Schedule

The vast majority of consumers have at least one vehicle in their homes

Figure 15: Number of vehicles in household, March 2016

Consumers follow manufacturer maintenance schedules

Figure 16: Vehicle maintenance schedule, March 2016

Young adults less meticulous about their vehicles' maintenance

One in 10 maintain their vehicles on their own

Facility of Choice for Maintenance/Repair

Dealerships are the most common facility chosen for oil changes

Figure 17: Facility of choice for oil change, March 2016

Older consumers lean towards dealerships for their transmission service

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | EMAIL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 18: Facility of choice for transmission service, March 2016

Nearly a third of consumers choose independent auto shops for tune-ups

Figure 19: Facility of choice for tune-ups, March 2016

Franchise auto shops attract male 18-24s for brake service

Figure 20: Facility of choice for brake service, March 2016

A fifth of men visit a tire retailer for their wheel and tire needs

Figure 21: Facility of choice for tire installation/wheel balancing/realignment, March 2016

Consumers are most likely to replace batteries/headlights themselves

Figure 22: Facility of choice for "other maintenance", March 2016

Factors in Choosing Repair or Maintenance Facility

Past experience and reputation of a facility are vital for older consumers

Figure 23: Influencing factors when choosing a specific repair facility for your vehicle, March 2016

Price and location propel consumer choice

Chinese Canadians are more influenced by others

Figure 24: Influencing factors when choosing a specific repair facility for your vehicle, Chinese Canadians vs overall population, March 2016

Good customer service is key

Figure 25: Decision factors when choosing a specific repair or maintenance facility for your vehicle, March 2016

Over-45s are more particular about where they take their cars

Figure 26: Decision factors when choosing a specific repair or maintenance facility for your vehicle, 18-44s vs over-45s, March 2016

Appendix – Data Sources and Abbreviations

Data sources

Consumer survey data

Consumer qualitative research

Abbreviations and terms

Abbreviations

Terms

APAC +61 (0) 2 8284 8100 | EMAIL: reports@mintel.com