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Medium- & Heavy-Duty Truck Aftermarket

US Industry Study with Forecasts for **2013 & 2018**

Study #2481 | April 2009 | $4600 | 308 pages

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Medium- & Heavy-Duty Truck Aftermarket

Industry Study with Forecasts for ***2013 & 2018***

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Medium- & Heavy-Duty Truck Aftermarket

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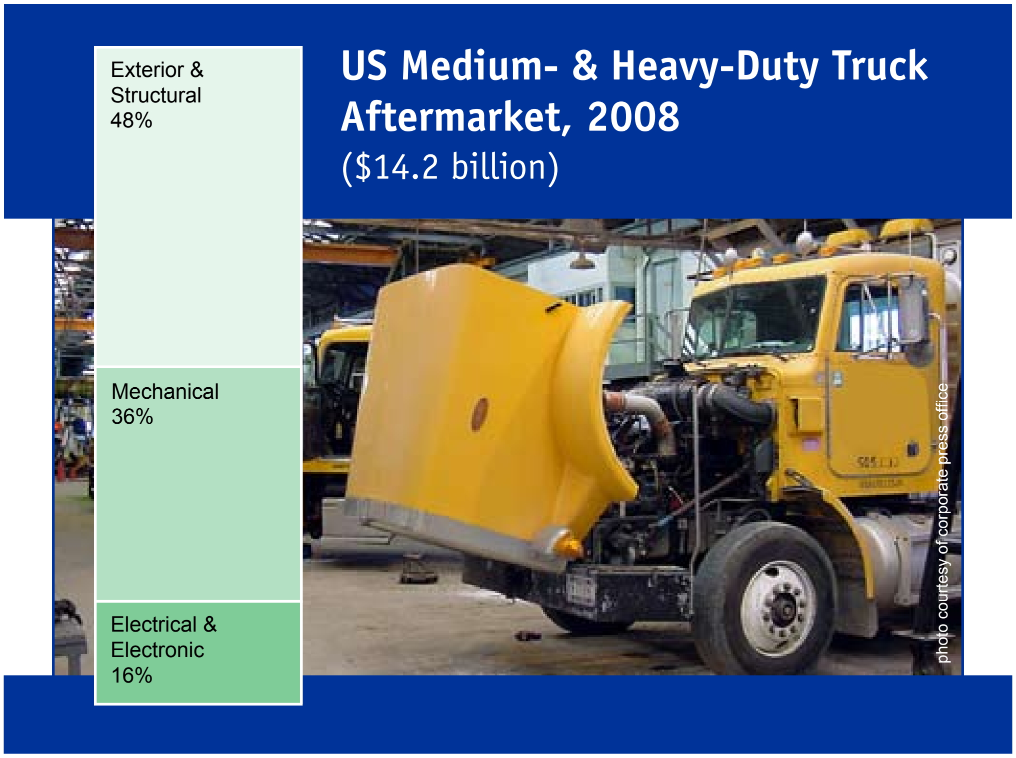
Demand drivers include the rising complexity of trucks that require more expensive parts, retrofits to meet stricter emissions and safety standards, and a growing and aging US truck fleet.

US demand to rise 3.8% annually through 2013

The US aftermarket for medium- and heavy-duty truck parts and components will increase 3.8 percent annually to $17.1 billion in 2013. The rising complexity of medium- and heavy-duty trucks tends to support aftermarket demand, since these vehicles often require more expensive parts for repairs and maintenance. Rising emissions control and safety standards are also expected to support demand increases, as older trucks are retrofitted to meet the new standards. In addition, aftermarket demand will be supported by the aging of the US truck fleet, the rising number of trucks in use, and the expected increase in average miles driven per truck as the country recovers from the economic downturn that began in late 2007.



Electrical/electronics segment to grow fastest

The largest product category in the medium- and heavy-duty aftermarket will continue to be exterior and structural components, which primarily consists of tires (both new and retreaded). Tires are by far the most important aftermarket product, accounting for more than 40 percent of the total medium- and heavy-duty truck aftermarket in 2008. Unlike tires, many of the other products in this segment (e.g., windows, mirrors, bumpers, truck roof and side fairings and trailer doors) are long lasting and are often replaced only following an accident. The mechanical products segment, which includes engine hard parts and chassis, drivetrain and suspension parts and components, is also extremely important. However, except for wear parts such as brake pads and filters, growth will be limited by the long service lives for many of these components. The smaller electrical and electronic components segment is expected to see the most rapid demand increases through 2013, supported by the ongoing rise in electronic content of the typical truck combined with stronger emissions control regulations. These regulations will provide opportunities for manufacturers of sensors and controls used to monitor and limit truck emissions, as well as for providers of auxiliary power units.

Outsourced performers to remain dominant

Outsourced service providers will continue to dominate the aftermarket for medium- and heavy-duty truck parts, led by tire dealers who are the critical sales channel for the large tire segment. In addition, the increasing complexity of diagnosis and repair procedures on modern medium- and heavy-duty trucks is causing some outsourced service providers to gain market share, since they typically have ready access to the latest diagnostic and repair technical data and special tools. Furthermore, a shortage of qualified technicians is making it harder for smaller operations to attract and retain capable personnel.

Medium- & Heavy-Duty Truck Aftermarket

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Sample Text, Table & Chart

TABLE V-1

MECHANICAL PRODUCT AFTERMARKET (million dollars)

Item	1998	2003	2008	2013	2018
Trucks in Use (million units)					
$ mechanical products/vehicle					
Mechanical Product Aftermarket					
Engines & Engine Parts					
Transmissions & Clutch Assemblies					
Steering & Suspension					
Brake Parts & Assemblies					
Drivetrain Components					
Filters					
Fuel System Components					
Exhaust & Emissions Components					
Cooling System Components					
% mechanical					
MD/HD Truck Aftermarket					

SAMPLE TABLE

AFTERMARKET BY PERFORMER

Tire Dealers

Aftermarket demand for medium- and heavy-duty tru... by tire dealers will increase ... r $... 2013, the fastest growth rate ... be supported by the solid in... turn be supported by the risi... the average miles driven pe... pressure monitoring and inf... aftermarket, which will also su... rapid increases will be the declining prices for many types which will restrain value growth. In addition, the fact that truck tire dealers tend to specialize in tires and related com as wheels, will limit cross-selling of other aftermarket pro organizations.

SAMPLE TEXT

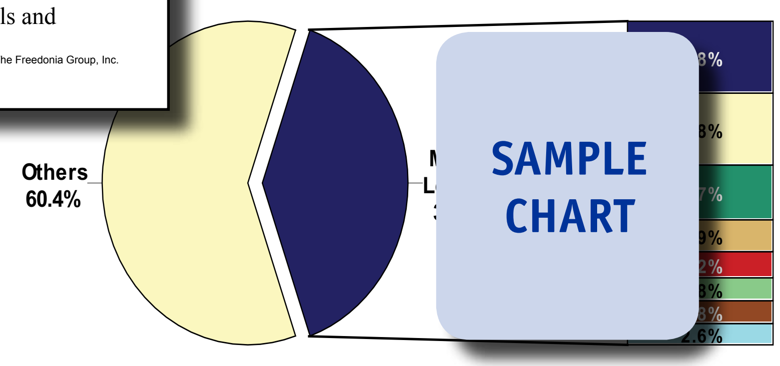
Tire dealers are the largest segment in the outsourced service category, largely due to the dominance of tires -- both new and retreaded products -- which accounted for more than 40 percent of the total medium- and heavy-duty truck aftermarket in 2008. In the trucking industry, tire dealers are the critical sales channel for tires, since these firms can provide both new and retreaded tires, and offer a number of tire-related services such as tire balancing, rim and wheel reconditioning, and alignments. The tire products are often not installed by truckers themselves due to the significant amounts of time, expense and necessary equipment involved. In addition, because of the miles traveled and weight of truck tires, the potential safety and liability risks from improperly installed tires is too great for many truckers or truck fleets to bear.

Unlike in the light vehicle segment, where many tire dealers offer a range of automobile products and services, truck tire dealers are often relatively specialized. In fact, some of the leading truck tire dealer networks focus almost exclusively on truck tires, retreads, wheels and

168

CHART VIII-1

...UM- & HEAVY-DUTY TRUCK AFTERMARKET SHARE BY COMPANY, 2008 ($14.2 billion)



Medium- & Heavy-Duty Truck Aftermarket

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Sample Profile, Table & Forecast

TABLE V-2

ENGINE & ENGINE PART AFTERMARKET
(million dollars)

Item	1998	2003	2008	2013	2018
Trucks in Use (million units)	[illegible]	[illegible]	[illegible]	[illegible]	7.3
$ electrical products/vehicle	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]62
Electrical Product Aftermarket	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]80
Charging & Starting Equipment	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]50
Batteries	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]70
Auxiliary Power Units	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]35
Lighting Equipment	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]10
Other Electrical Products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]15
% electrical	[illegible]	[illegible]	[illegible]	[illegible]	[illegible].5
Electrical & Electronic Products	1217	[illegible]	[illegible]	[illegible]	3420

SAMPLE TABLE

COMPANY PROFILES

Veyance Technologies Incorporated
703 South Cleveland Massillon Road
Fairlawn, OH 44333
330-664-7000
http://www.go[illegible]

Annual Sales: [illegible]
Employment: [illegible]

Key Products: [illegible]

SAMPLE PROFILE

Veyance [illegible] thermoplastic products manu[illegible] [illegible]hen EPD Incorporated, a company controlled by the Carlyle Partners IV LP affiliate of Carlyle Group LLC (Washington, DC), acquired Goodyear Tire & Rubber Company's Engineered Products segment for $1.5 billion.

Veyance competes in the heavy- and medium-duty aftermarket through the production of belts, hoses and air springs. Veyance belts include GOODYEAR HI-MILER and TORQUE TEAM truck belts, and truck refrigeration belts. Hoses from the Company include hydraulic, air brake, coolant heater and bypass, coolant radiator, fuel, power brake vacuum, silicone, transmission and turbocharger air types. For example, the DESERT HR 5 high-temperature, medium-pressure hydraulic hoses that include turbocharger oil, tilt cab cylinder and air brake, transmission coolant and filtration varieties. The Company's air springs, which are marketed under the SUPER-CUSHION brand name, are designed to operate in extreme hot and cold temperatures.

Manufacturing operations include 32 facilities in North and Latin America, the Asia/Pacific region, Europe and Africa. In the US, Veyance has plants in Marysville and Saint Marys, Ohio; Spring Hope,

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"Demand in the medium- and heavy-duty truck aftermarket for charging and starting equipment will increase 3.5 percent annually to $220 million in 2013. Growth will be driven by the rising number of trucks in use and by the increasing electrical loads placed on the electricity-generating systems in trucks. However, this will be offset by the increased durability of alternators, which have witnessed a slight decline in replacement frequency since the mid-1990s."
--Section VI, pg. 148

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Other Studies

World Diesel Engines

This study analyzes the global diesel engine industry. It presents historical demand data for 1997, 2002 and 2007 and forecasts for 2012 and 2017 by diesel engine application (e.g., motor vehicles, off-highway, stationary), world regional market (e.g., North America, Western Europe, Asia/Pacific) and major national market. The study also considers market environment factors, reviews emission control technology, details industry composition, evaluates company market share and profiles industry competitors.

#2470 .... 04/2009..................... $5700

Diesel Engines & Related Parts

US diesel engine product demand will rise 6.2% annually through 2013. Motor vehicle uses will outpace the non-motor vehicle segment as consumers choose diesel's better fuel economy and towing/hauling power. New emission control regulations will also drive gains via the upgrading or replacement of older, noncompliant engines. This study analyzes the $14.5 billion US diesel engine and parts industry, with forecasts for 2013 and 2018 by product, material and market. It also details market share and profiles industry players.

#2464 .... 02/2009..................... $4700

World Rubber & Tire

World rubber consumption will rise 4% yearly through 2011, driven by solid growth in motor vehicle production and a stronger world economy. Non-tire rubber will outpace and overtake tire rubber demand based on opportunities in the automotive, industrial, consumer and construction sectors. This study analyzes the world tire and rubber industry, with forecasts for 2011 and 2016 by type, market, world region and for 30 countries. It also evaluates company market share and profiles leading competitors.

#2282 .... 02/2008..................... $5500

Automotive Diagnostic Products

US automotive diagnostic product demand will grow 5.8% yearly through 2011, driven mainly by more electronic/electrical systems in cars, a shift toward technician-owned handheld devices and the rising influence of software over hardware. Equipment will remain dominant while software updates grow the fastest. This study analyzes the $975 million US automotive diagnostic product industry, with forecasts for 2011 and 2016 by type and service performer. It also evaluates market share and profiles industry players.

#2290 .... 01/2008..................... $4400

Automotive Aftermarket in China

The aftermarket for light vehicle components and parts in China will grow 17.9% annually through 2011. Gains will be driven by the dramatic increase in the light vehicle park and increasing aftermarket spending per vehicle. Mechanical products will remain the largest segment while electronics grow the fastest. This study analyzes the ¥33.7 billion automotive aftermarket in China, with forecasts for 2011 and 2016 by product and service performer. It also evaluates market share and profiles major players.

#2262 .... 12/2007..................... $4900

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