

Glossary

In this report the expressions and abbreviations listed have the meanings given below: in other contexts they may have different meanings.

ABS	Anti-lock braking system.
Accessories	Car -related products other than parts including such items as cleaning materials, mats, in-car audio equipment and oils and fluids.
Aftermarket	The replacement parts market. See also independent aftermarket .
All makes	Car parts supplied by car suppliers which are suitable for use on a number of their models and in some cases certain other car manufacturers' models.
Autocentre	An independent outlet (generally part of a chain of such outlets) offering a fixed price 'menu' for various servicing operations.
Block exemption	The provisions of EC Regulation 123/85 which permit selective and exclusive distribution of new cars and parts.
Bonus schemes	A scheme whereby a car supplier gives a periodic percentage payment on parts purchases or sales to those of his franchised dealers achieving a certain level of parts purchases or sales against a previously agreed individual target for the relevant period. Some bonus schemes on cars also include an element related to satisfying certain targets for parts purchases or sales and service.
BSI	British Standards Institution.
Captive part	Car parts normally available only from a vehicle manufacturer or importer and his franchised distribution chain.
Car	See motor car .
Car parc	The total number of cars in a defined area, eg a state, at any one time.
Car supplier	A manufacturer or importer of new car parts supplying the United Kingdom market.
Car suppliers' parts	Those parts supplied to their franchised dealers by car suppliers .
Catalytic converter	An exhaust emission control device fitted to petrol-fuelled cars in which the engine exhaust gases are passed through a canister containing a catalyst material, with the aim of reducing the polluting elements.
Commercial vehicle	A motor vehicle other than a car .
Competitive part	A car suppliers' part for which there is an equivalent part available from another source.
Component manufacturer	A company which manufactures car components.

Dealer	See franchised dealer .
Dealer agreement	A contract between a supplier of new cars and parts and a dealer which governs the terms of supply and related matters. The expression extends to all the documents that bear on the relationships between the two parties, eg the sale or return agreement, and to policy statements.
Dealer group	A corporate group comprising two or more company dealers .
Dealership	The business covered by a dealer agreement .
DGFT	Director General of Fair Trading.
Diagnostic equipment	Equipment used to identify faults in EMS and other electronic equipment controlled by some kind of on-car computer.
DIY	Do it yourself.
DTI	Department of Trade and Industry.
DTp	Department of Transport.
ECU	Electronic control unit.
EC Regulation 123/85	See block exemption .
EMS	Engine management systems.
Exchange part	A part which has previously been used but which has been restored (including by incorporation of new wear-and-tear components) to a satisfactory condition for re-use.
Exclusive distribution	A regime under which a supplier agrees to supply new cars or parts exclusively to one dealer in a territory (but reserves the right to supply other dealers in that territory at a later date).
Extended warranty	See warranty .
Fast-fit	Independent service and repair outlets which generally specialise in particular operations including, for example, fitting tyres, exhausts, brakes, shock absorbers, windscreens, batteries and clutches. Some also offer a wider range of servicing.
Fast-moving parts	Parts which are sold in relatively higher volumes and are therefore held in stock for a shorter period than slow-moving parts.
Fleet	Defined by the Driver and Vehicle Licensing Agency and many car suppliers as 25 or more cars or 25 or more commercial vehicles registered as being used by a single company or an individual; some car suppliers have other definitions.
Franchise	The contractual right granted by a supplier to a dealer to sell the supplier's cars , parts and services in a defined territory ; also the business relating to that franchise.
Franchised dealer	An individual, partnership or company engaged in retailing new cars and car parts under a franchise .

In-car entertainment	Car radios, radio/cassette and compact disc players, with the associated speakers.
Independent aftermarket/distributor	The independent aftermarket is the market for the sale of independent suppliers' parts through independent distributors, including motor factors , for use by independent garages and other service and repair outlets and for sale by independent retailers for DIY repairs.
Inter-brand competition	Competition between suppliers or dealers in selling different marques of new car and the replacement parts for these cars .
Intra-brand competition	Competition between dealers in selling the same marque of new car and the replacement parts for these cars .
ISO	International Standards Organisation.
Major suppliers	The 17 suppliers of new cars in the United Kingdom each of which had more than 1 per cent of the United Kingdom new car market in 1990.
Make	The name of the manufacturer of a car .
Market, new car	The total number of new cars registered in a year in a defined area, usually a state.
Marque	The name of the brand of a car . For some manufacturers this is the same as the make , but others produce cars of more than one marque, eg Ford (Jaguar) and Rolls Royce (Bentley).
Motor car	Motor vehicles subject to Car Tax. (This excludes a few specialist vehicles.)
Motor car parts	Parts supplied for fitting to motor cars either as OE parts in car assembly or as RE replacement parts used in servicing and repair of cars .
Motor factors	Independent wholesalers of parts which sell to independent garages, other independent service and repair outlets and to parts retailers.
Must-fit	Under the `must-fit' exception to the Copyright, Designs and Patents Act 1988 a design that merely enables one article (such as a car part) to be functionally matched to another gets no design protection.
Must-match	Under the `must-match' exception to the above-mentioned 1988 Act a design that enables one article to aesthetically match to another also gets no design protection.
National sales company	An independent company, or a division or subsidiary or associate of a manufacturer, which distributes that manufacturer's cars and car parts to dealers in a national territory.
Number plate schemes	A number of United Kingdom car suppliers operate a scheme for the supply of number plates to their dealers . Under these schemes a car supplier's dealers may purchase number plates from a number plate supplier nominated by the car supplier .

OE	Original equipment.
Port	The socket mounted on a car , usually in or near the engine compartment, into which a diagnostic equipment lead plug can be inserted.
Protocol	The logic commands built into an EMS which determine what adjustments should be made, and in what order, to information received by the computer from the engine sensors.
RE	Replacement equipment.
RMIF	Retail Motor Industry Federation (formerly the Motor Agents' Association).
RPI	Retail Price Index.
RRP	Recommended retail price.
SED	Selective and exclusive distribution.
Selective distribution	A regime under which a supplier selects the dealers to which it will supply new cars and parts and prohibits them from reselling to persons other than end-users or other approved resellers.
Semi-captive part	Car parts which whilst essentially captive have some degree of competition from other suppliers. Despite this small element of competition the car supplier retains a high share of the market.
Stock order	Parts ordered by franchised dealers and delivered as part of the regular (daily, weekly, two-weekly or monthly) order.
Territory	The geographical area within which a dealer is selected to operate by a supplier.
Tied part	See captive part .
Tooling	Dies and castings which are required for the production of a specific car part.
Type approval	The (national) regulatory regime that governs the standards of the car manufacturing process and the integrity of the physical structure of a car and its components.
VOR	Vehicle off the road-an urgent parts order.
Warranty/extended warranty	A contractual undertaking, given at the time of sale by a supplier to the purchaser of a new car , that if certain faults develop in the car during a defined period they will be rectified free of charge subject to certain conditions. An extended warranty offers similar assurance over a further period, but is conveyed by the car supplier or an insurance company at a charge to the buyer of the car .