## OPPAA DEALER FAST FACTS

## Parts Profitability

- OEM 33\%
- Non-OEM 45\%

Part Sales by Customer Type

- Consumer: 63\%
- Commercial: 34\%

OPE Parts Market Size (in billions)

|  |  | 2.2 |  |  | 2.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2.0 |  |  |
| 1.6 | 1.8 |  | 1.8 |  |
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Percent of Dealers by Annual Revenue


OPE Dealer Saturation

Do You Sell Non
Gas-Powered Handheld?

- $69 \%$ of dealer say yes
- $10 \%$ of handheld sales
are non gas-powered


## Selling Online

- 91\% are not selling
- 80\% of those that do use their own website

2022 Non-OEM Market Share (by Sales Source)


Non-OEM
Repair \& Service Department


Non-OEM Over The Counter/DIY

| Avg. Dealer Parts Spend | 2019 |
| :---: | :---: |
|  |  |



Dealer Count by Region



