

**DISTRIBUTION OF PRIVATE VEHICLE OWNERS' PURCHASES
OF DIRECT ACTING SHOCK ABSORBERS BY TYPE
OF RETAIL OUTLET PATRONIZED**

Type of Retail Outlet	% of Total Purchases Calendar Year				Percentage Point Increase (Decrease) Over 1967
	1967	1968	1969	1970	
<i>Traditional Type Outlets</i>					
Service Station	22.4	23.1	22.3	19.5	(2.9)
Car & Truck Dealer	10.2	11.2	10.8	9.1	(1.1)
Repair Garage & Specialty Shop	16.4	12.1	11.0	9.3	(7.1)
Auto Supply Store	15.3	16.0	16.3	15.7	.4
Tire Store	7.4	7.0	6.3	7.8	.4
Total Outlets	71.7	69.4	66.7	61.4	(10.3)
<i>Other Outlets</i>					
Sears & Ward's	21.8	21.8	24.2	27.4	5.6
Discount & Dept. Store	4.6	6.5	6.6	8.1	3.5
Automotive Chain Store	1.8	2.1	2.2	1.9	.1
All Other	.1	.2	.3	1.2	1.1
Total Other Type Outlets	28.3	30.6	33.3	38.6	10.3
TOTAL ALL OUTLETS	100.0	100.0	100.0	100.0	—

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