

Overseas Market Information



**Market Survey Report on Automobile Parts Industry in USA**

**Country Profile**

Full Country Name : United States of America  
 Population : 298 million (February 2006 est.)  
 Capital City : Washington, District of Columbia  
 Ethnic Groups : White 81.1%, Black 12.9%, Asian 4.2%  
 Currency : Dollar : 1 US Dollar or 100 cents.  
 Government : Constitution-based Federal Republic  
 Climate : Mostly temperate, but semi-arid in the great plains west of the Mississippi River.

**Basic Economic Facts**

GDP : Purchasing power parity - US\$ 11.6 trillion (2006)  
 GDP per head : Purchasing power parity - US\$ 39,496 (2006)  
 Annual GDP Growth : 3.5% (2006)  
 Inflation : 4.0% (January 2006)  
 Unemployment : 4.7% (January 2006)  
 Major Industries : Highly diversified and technologically advanced industry; petroleum, steel, motor vehicles, aerospace, telecommunications, chemicals, electronics, food processing, consumer goods, lumber, mining.  
 Major Trading Partners : The US is a global trader with global markets. Its main trading partners are Canada, Mexico and China.  
 Exports : US\$ 1.3 trillion (2005)  
 Exports – commodities : Capital goods, automobiles, industrial supplies and raw materials, consumer goods, agricultural products.  
 Imports : US\$ 2.0 trillion (2005)  
 Imports – commodities : Crude oil and refined petroleum products, machinery, automobiles, consumer goods, industrial raw materials, food and beverages.  
 The Market : It has an integrated economy and every major industry is represented. With the exceptions of a few import quotas and some strategic industry ownership restrictions, there are no limitations on foreign firms seeking to do business in the US.

Trade in goods : The total US import market in 2005 was US\$ 1,996 billion, as against US\$ 1769 billion in 2004.  
 Balance of Trade : The trade deficit at the end of 2005 was US\$ 723 billion as against US\$ 617 billion in 2004.  
 Investment : FDI in the US reached US\$ 1,526 billion in 2004. Although the US restricts FDI in some sectors foreign investors are generally treated on par with domestic business. There are no restrictions on moving capital or profits.  
 Current Economic Situation : In the third quarter of 2005, GDP growth was 4.1% on the back of strong consumption and government spending. The forecast for 2006 growth is 3.4%. However, Hurricane Katrina has increased the risk of higher inflation. CPI inflation increased by 3.6% year-on-year in August 2005 due to higher energy prices.

**Brief Economic Review**

US GDP growth is projected to grow at 3.7% in 2006. World GDP growth is projected at 3.25 per cent in 2006. Thus we have seen strong, continuing US and world growth in spite of slow growth in Europe, modest growth in Japan, and crude oil prices which are projected to remain high into the foreseeable future. High oil and natural gas prices will add significantly to US farm fuel and fertilizer costs in 2006.

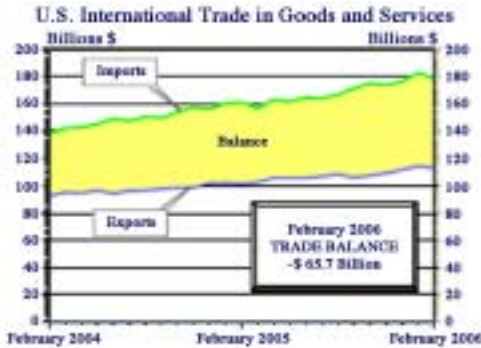
As the US economy expanded at a healthy 3.5 per cent pace in 2005, US agricultural imports more than kept pace. Total import value for fiscal year 2006 is projected at US\$ 63.5 billion, up US\$ 2 billion from US\$ 61.5 billion in the November 2005 forecast. The dollar's exchange rate has recovered closer to its 2004 levels after depreciating in early 2005, helping Americans' purchasing power remain relatively strong.

Current factors affecting current US economic conditions are - Rising petroleum costs have had a ripple affect on virtually every market segment. With no relief in sight, future market conditions are uncertain. Coupled with inflation rising to a nearly four year record high, the US economy is in a somewhat sluggish growth cycle. Industrial output was 4.5% at annual rate, and manufacturing indicators show expansion. Moreover, consumer confidence is at a four year high.

Long-term US interest rates continue to rise in 2006 from the near-record lows of 2004 and the first half of 2005, reflecting increased world credit demand and higher short-term US interest rates. The



Federal Reserve Board is expected to continue to raise short-term interest rates to prevent future run-ups in inflation. While consumer price index (CPI) faces inflation, largely due to higher energy and industrial commodity prices, was 3.6 per cent in 2005.



**Introduction to Local Markets**

The US auto parts industry is reeling from the effects of higher steel costs as a result of higher import tariffs imposed by the Bush administration. A bipartisan House of Representatives has introduced House Concurrent Resolution 23 that urges President Bush to request that the International Trade Commission (ITC) include an analysis of the impact of the Section 201 steel tariffs on steel consumers in the United States in its midterm review of the safeguard programme.

According to Christopher M. Bates, President and CEO of the Motor & Equipment Manufacturers Association (MEMA), the steel 201 programme hit the automotive products industry at a very bad time. Automotive suppliers said that the Bush administration’s protective tariffs on foreign steel have driven up their costs, forcing them to cut jobs and consider importing steel and other materials. The companies, who are some of the largest purchasers of US steel, said they may import more steel from countries that are exempt from the tariffs, such as Brazil, Argentina and Turkey. They may also import parts that use steel, they said.

General Motors announced that by 2008, it will source US\$ 1 billion worth of auto parts from India each year. This is more than eight times the US\$ 120 million the company currently spends on parts manufactured in that country. According to P. Balendran, Vice President of General Motors, India auto parts in India cost 25 per cent to 30 per cent less than in North America or Europe. They are also around 15 per cent cheaper than South Korea and Mexico, but the quality is on a par. GM now buys parts from about 110 Indian suppliers.

The automotive aftermarket industry is made up of replacement parts, specialty products (accessories, performance and racing products), equipment, and services. Due to a well-established and mature automotive parts and accessories industry in India, excellent opportunities exist for Indian automotive suppliers in America in these areas. Companies with products and services that are innovative and price competitive have the greatest potential in the market. Indian suppliers have performed well in the accessories and equipment markets, but have been less successful in the hard parts, replacement parts and services areas.

The performance, racing, and accessories segments have shown the greatest growth in the American automotive aftermarket sector and are forecast to remain strong in the future. Products for the compact performance car market show the strongest growth in the USA. There is a strong trend toward greater cooperation between the automotive aftermarket industry and the original equipment manufacturers (OEMs) to incorporate more aftermarket products into their original equipment products.

Americans love their cars. There are over 200 million passenger cars and trucks in operation in the USA and Canada, with more than 20 million vehicles in California alone. There are nearly 200 million licensed drivers in North America and the average age for the cars and trucks in use is about 8.5 years. The North American automotive aftermarket consists of more than 2500 suppliers. It is the largest in the world, generating revenue of US\$ 270 billion per year. It is comprised of four major segments :

1. replacement parts
2. services and maintenance
3. equipment
4. specialty equipment (racing and performance accessories)

Movements to shorten and simplify the distribution chain are opening up more opportunities for e-commerce, direct sales, and importation by distributors. Additionally OEMs are getting out of the parts manufacturing business and are tasking tier one and tier two companies to provide sub-assemblies and modules. This opens the market for supply to the OEM of subsequent replacement parts through the USA tier one, tier two and even tier three supplier chains.

**Industry standards :** There are a number of industry standards required by automotive aftermarket companies depending on the specific product and its purpose. These can include standards from :

- The American National Standards Institute (ANSI)
- Society of Automotive Engineers (SAE)
- Underwriters Laboratories (UL)
- Department of Transportation (DOT)
- Environmental Protection Agency (EPA)
- Federal Communications Commission (FCC)
- The Consumer Product Safety Commission (CPSC)
- Occupational Safety and Health Administration (OSHA)

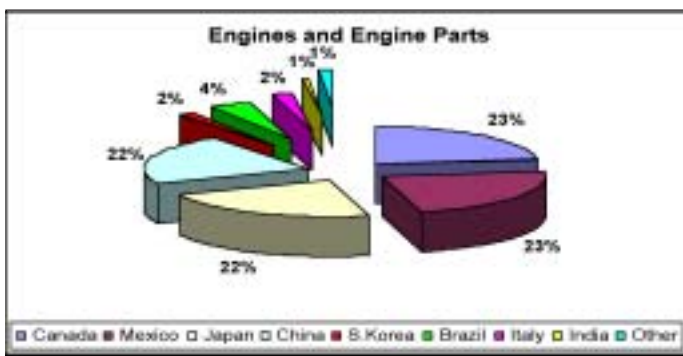
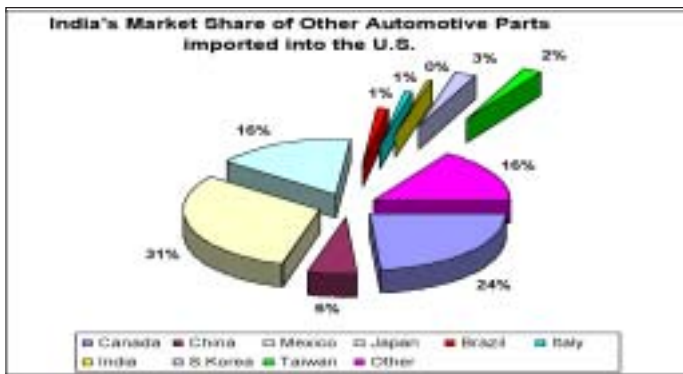
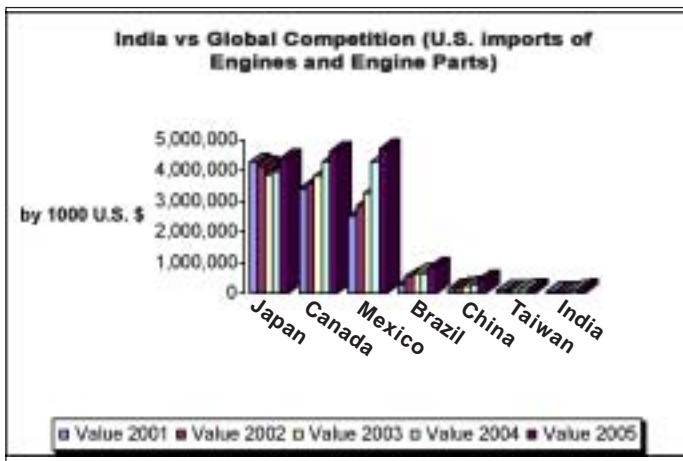
**Local Manufacturers**

According to a study, sourcing in the auto component industry will generate US\$ 700 billions to low cost countries by 2015. Additionally, auto component sourcing from low cost countries may increase from the present level of US\$ 65 billion to about US\$ 375 billion in the same year. India, who already supplies components to leading automobile companies in the world, could be a major beneficiary of increased sourcing, as it could scale up its component outsourcing business. At present, India is on its way as the global hub for international auto majors for exporting Completely Built Units (CBUs), as well as for outsourcing components. India is the manufacturing hub for particular car models of Hyundai, Ford, Skoda, Suzuki and Mahindra. The country is also the component destination for Toyota, GM, and Daimler Chrysler. In addition, India is also the 125 cc motorcycle centre for Mitsubishi and Yamaha.



BMW is considering building a manufacturing site in India and may finalize plans of entering the Indian market this year. According to Helmut Panke, BMW chairman of the management board, India offered good prospects for the company and BMW was holding concrete talks on different options. Just last February 2004, Panke said that it could be years before BMW moved production to India. However, Panke's recent comments reveal that BMW is speeding up production plans in India. The car giant may form a partnership with a local company as it did in Russia, China and Thailand.

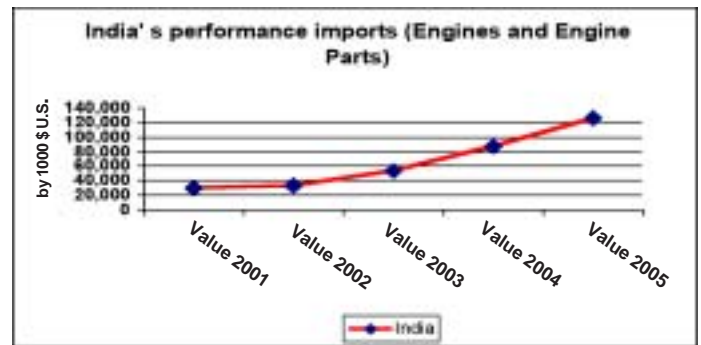
**Global Imports**



**Imports From India**

Many other auto companies, such as Ford Motor Co., Daimler Chrysler AG, Volvo AB, Volkswagen AB, and Mitsubishi Motors Corp., also buy parts from low-cost countries. It is predicted that exports of auto parts from India will grow to US\$ 2.7 billion by 2010 from more than US\$ 1 billion currently. This partly explains the troubles being suffered by US auto parts giants Delphi Corp. and Visteon Corp. Both companies have been hurt by production cuts at GM and Ford.

Toyota Motor Co. (TM) which makes Land Cruiser, Prado, Innova and Camry in India has just started exporting 150,000 transmissions to other Toyota plants in Southeast Asia. US auto giant General Motors said last week it expects to source US\$ 1 billion worth of auto parts a year from India by 2008, compared with US\$ 120 million this year. Domestic car sales have soared by 25% in the past year, to more than 1 million vehicles. Tata and Mahindra are exporting, while Hyundai Motor Co. is using India as a manufacturing and export base for its compacts to Europe. Indian forging and castings companies such as Bharat Forge Ltd. are exporting 40% of production to clients like DaimlerChrysler and Cummins Engine Co. Some Indian parts makers are seeing sales growth of as much as 30% a year, and India's exports are expected to reach US\$ 2.7 billion by 2010 from US\$ 1 billion today.



In fact, Delphi said it is trying to hammer out a restructuring arrangement with General Motors and the United Auto Workers in an attempt to stave off bankruptcy. Delphi and Visteon also blamed their financial woes on high labour costs put in place before the companies were spun off from their former parents GM and Ford. It is reported that Delphi is shelling out a total of US\$ 130,000 per hourly worker in annual wages and benefits. In the second quarter, Delphi spent more than US\$ 100 million to pay hourly workers who were idle but still entitled to some compensation.

"We can no longer wait to address this issue," said Delphi's acting chief financial officer John Sheehan. "Our business outside of the US is going very well, and non-GM business is growing. This high US legacy cost structure is overtaking the good side of our company." Low production cost is major advantage of India. Automobile parts made in India can cost as much as 30% less than equivalent ones made in the US and Europe and are about 15% cheaper than those from South Korea and Mexico, according to General Motors.

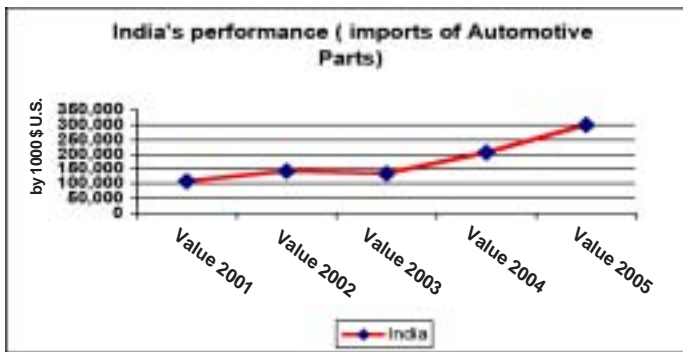


Indian automotive aftermarket manufacturers can take advantage of the multitude of niche opportunities that exist in the lucrative American automotive aftermarket if they have :

1. An innovative product
2. Competitive pricing
3. Aggressive marketing
4. Adequate production capabilities

Indian automotive aftermarket companies can also leverage their ability in producing 'short-runs' – production runs of a limited number of a product which might be considered unprofitable to a larger, less-efficient China firm.

Continued consolidation and increasing global competition are forecast for the automotive parts industry. For smaller second and third tier suppliers, the key is likely to be establishing strong relationships with primary suppliers.



### Market Entry Strategies

Typically your market entry strategy will require a solid business and marketing plan which includes a local presence plus warehousing, etc. It is advisable to visit the market prior to finalizing your plan. There are a variety of potential market entry strategies that can vary according to the product and service, incorporating such elements as :

- Regulatory
- Pricing
- Competition
- Positioning
- Strengths, weaknesses, opportunities, threats (SWOT)
- Promotion
- After-sales-service

Many automotive companies have developed websites for marketing their products online B2C and B2B. Additionally e-hubs or sourcing portals are being developed whereby entire groupings of automotive aftermarket companies can be found competing for medium to large orders.

### Distribution Channels

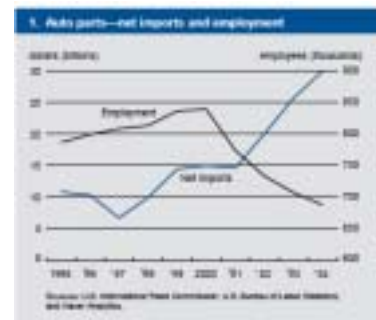
The distribution channels in the North American automotive aftermarket industry can vary according to product and segment. These channels can include :

- Utilizing the services of a manufacturer's agent or representative
- A local distributor

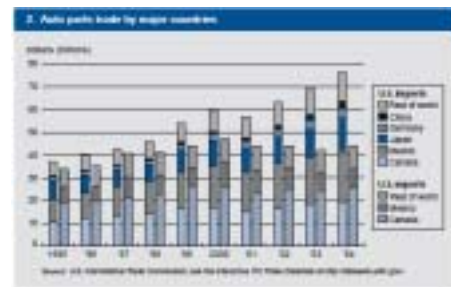
- Direct sales
- Joint venture
- Manufacturing under licence
- Franchising
- Online sales

### Major Competitors

While US auto parts suppliers employ over three times as many people as the vehicle assembly sector, auto parts employment continues to trend downward as import levels continue to swell.

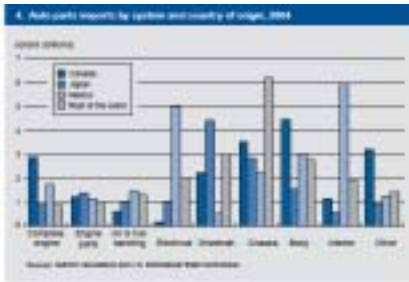


The market share of the Big Three US vehicle producers has fallen steadily from 73% in 1996 to under 52.2% in October of 2005. With continued strong growth in parts imports, US parts makers are facing calls by automakers to accelerate and pass on cost savings in parts production. The US imported US\$ 77 billion of motor vehicle parts in 2004. In 2002, these imports accounted for 27% of all shipments of vehicle components in the US. The nominal value of imported motor vehicle parts more than doubled during the past decade, from US\$ 37 billion in 1995 to US\$ 77 billion in 2004.



Imports exceeded US\$ 40 billion in 1997, US\$ 50 billion in 1999, and US\$ 60 billion in 2002. Exports increased from US\$ 34 billion in 1995 to a historical peak of US\$ 47 billion in 2000. Through most of the 1990s, exports of motor vehicle parts were roughly equivalent to imports. Both imports and exports of parts declined by US\$ 3 billion in 2001.

While some auto parts imports are price-sensitive generic parts, a large share of imports to US final assembly plants is made up of engines and transmissions produced by high skilled workers in developed countries like Canada and Japan. Engine-related components are most heavily represented in imports, by a wide margin. This category accounted for US\$ 23 billion of the US\$ 77 billion in imports in 2004.



Among the engine-related subsystems, two components at opposite ends of the skills spectrum together accounted for more than one-half of these imports (and one-sixth of all auto parts imports). At the highly skilled end, the single highest-value category was complete engines. Vehicles assembled in the United States contained US\$ 6 billion worth of imported engines in 2004, an increase from US\$ 2 billion a decade earlier. Imports from Canada were responsible for nearly half of the increase in the decade, and imports from Mexico, Japan, and Germany for most of the other half. US assembly plants installed about 500,000 engines manufactured in Canada and 250,000 from each of the following countries : Mexico, Japan, and Germany.

At the least-skilled end was electrical wiring; 80% of wiring imports originate in Mexico, which emerged as the leading producer of wiring harnesses in the 1970s. Relatively labour-intensive and easy to ship, wiring was the first major component to be imported in large numbers. Imports in chassis, at US\$ 15 billion the largest of the remaining systems, have made the greatest percentage gains since 1990.

The chassis has become the principal “battleground” system between domestic and imported sources. Engineering advances have transformed chassis modules from high-cost production items requiring skilled labour to low-cost “generic” items highly sensitive to labour cost savings. Among major chassis components, brakes and tyres had the highest levels of imports, US\$ 4 billion each in 2004. Steering, suspension, and wheels each contributed about US\$ 2 billion to the import total. Between 1995 and 2004, the level of imports quadrupled for wheels, tripled for steering and suspension components, and doubled for brakes and tyres.

Canada, Japan, and Mexico were the countries of origin for 72% of the parts imported into the United States in 2004, totaling US\$ 22 billion from Mexico, US\$ 19 billion from Canada, and US\$ 14 billion from Japan. The same three countries had accounted for 78% of total imports just a decade earlier. Mexico passed Canada as the leading source of imports for the first time in 1999. Canada, Japan, and Mexico have all been major exporters of engine components to the United States, but differ in the other systems they export. Canada has been the leading source of body and chassis components, as well as of assembled engines. Body and chassis components are bulky metal structures that have traditionally been built close to final assembly plants.

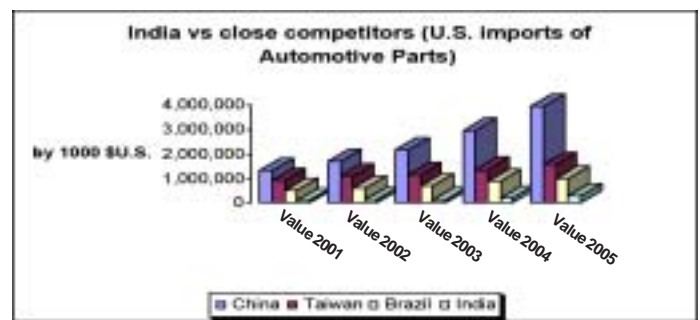
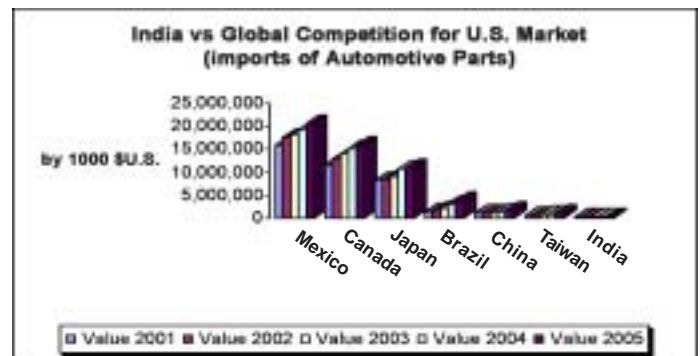
Japan has been the leading exporter of drive train components and a close second to Canada in chassis components. On the one hand, China’s role barely registered in the statistical tables : Only 5% of all US auto parts imports (2% of the total US market) in 2004 came from China. So China’s impressive annual growth rate of 58%

between 1995 and 2004 started from a very low base. Still, by June 2005 China had moved past Germany to become the fourth largest source of auto parts imports for the US.

From China, the rapid increase was overwhelmingly in aftermarket parts (sold to retailers not manufacturers) rather than original equipment. For example, 29% of all imports from China during the first half of 2005 were to after market. China passed Canada as the leading source of wheels in 2002 and has expanded its share of the market since then. Producers of aftermarket parts face more pressure to minimize price than to maximize quality. There is a universal expectation that China will play a major role in all facets of the world’s motor vehicle industry, including original equipment parts production. In 2004, GM imported 124,000 2.4-liter V-6 engines from Shanghai to the United States for its Equinox sport utility vehicles. In 2005, Toyota imported 25,000 2.4-liter engines to Japan from a joint venture with Guangzhou Automobile Group called Guangqi Toyota Engine Co.

GM recently announced that it expects to increase its original equipment parts purchases from China twenty fold in six years, from US\$ 200 million in 2003 to US\$ 4 billion in 2009, while spending around US\$ 5 billion on sourcing for its China production. A number of US original equipment parts supplier companies have also begun setting up shop in China.

Auto parts production is highly integrated across North America : In 2004, 55% of US auto parts imports came from Mexico and Canada and over three-quarters of US auto parts exports were headed for these two countries. But cost pressures are reshaping the global footprint of auto parts sourcing. Since 2001, US auto parts exports have been flat, whereas imports have continued to grow at a fast clip.





## Trade Shows & Events

### Sema Show

Las Vegas, USA

Website : [www.semashow.com](http://www.semashow.com)

### AAPEX-Automotive Aftermarket Products Expo

Las Vegas, USA

Website : [www.aapexshow.com](http://www.aapexshow.com)

### Alabama International Auto Show

Birmingham, USA

Website : [www.carsbirmingham.com](http://www.carsbirmingham.com)

### Automotive Dynamics and Stability Conference & Exhibition

Detroit, USA

Website : [www.sae.org/calendar/ads/index.htm](http://www.sae.org/calendar/ads/index.htm)

### Car Care World Expo

Las, USA

Website : [www.carcarecentral.com](http://www.carcarecentral.com)

### Chicago Auto Show

Chicago, USA

Website : [www.chicagoautoshow.com](http://www.chicagoautoshow.com)

### Chicago RV, Camping & Van Show

Rosemont, USA

Website : [www.chicagorvshow.com](http://www.chicagorvshow.com)

### Dallas Auto Show

Dallas, USA

Website : [www.dallasautoshow.org](http://www.dallasautoshow.org)

### Sema International Autosalon

Fort Washington, USA

Website : [www.semaautosalon.com](http://www.semaautosalon.com)

### Jacksonville International Car & Truck Show

Jacksonville, USA

Website : [www.jaxautoshow.com](http://www.jaxautoshow.com)

### Motor Trend International Auto Show

Las Vegas, USA

Website : [www.motortrendautoshow.com/lasvegas/index.html](http://www.motortrendautoshow.com/lasvegas/index.html)

### North American International Auto Show

Detroit, USA

Website : [www.naias.com](http://www.naias.com)

### North American Truck Show

Boston, USA

Website : [www.naexpo.com/truckshow/index.html](http://www.naexpo.com/truckshow/index.html)

### Northeast Wisconsin Truck Expo

Green Bay, USA

Website : [www.pmiwi.com/shows/truckshow.php](http://www.pmiwi.com/shows/truckshow.php)

### New York International Auto Show

New York, USA

Website : [www.autoshowny.com](http://www.autoshowny.com)

### Philadelphia Auto Show

Philadelphia, USA

Website : [www.phillyautoshow.com](http://www.phillyautoshow.com)

### Pittsburgh International Auto Show

Pittsburgh, USA

Website : [www.pittsburghauto.org/PATA/main.cfm?section=auto](http://www.pittsburghauto.org/PATA/main.cfm?section=auto)

### SAE - International Congress and Exhibition for Automotive Industry

Detroit, USA

Website : [www.sae.org/congress](http://www.sae.org/congress)

### San Antonio Auto & Truck Show

San Antonio, USA

Website : [www.sautodealers.com](http://www.sautodealers.com)

### Seattle Auto Show

Seattle, USA

Website : [www.seattleautoshow.com](http://www.seattleautoshow.com)

### South Florida International Auto Show

Miami, USA

Website : [www.sfliautoshow.com/index.html](http://www.sfliautoshow.com/index.html)

### Spokane International Auto Show

Spokane, USA

Website : [www.spokaneautoshow.com](http://www.spokaneautoshow.com)

### Tacoma RV Show

Tacoma, USA

Website : [www.oloughlintradeshows.com](http://www.oloughlintradeshows.com)

### The Great American Trucking Show

Dallas, USA

Website : [www.gatsonline.com](http://www.gatsonline.com)

### The Greater Lehigh Valley Auto Show, USA

Website : [www.lehighvalleyautoshow.com](http://www.lehighvalleyautoshow.com)

### The Greater Milwaukee Auto Show

Milwaukee, USA

Website : [www.motortrendautoshow.com](http://www.motortrendautoshow.com)

### The Northeast Auto Show

Providence, USA

Website : [www.motortrendautoshow.com](http://www.motortrendautoshow.com)

### The Work Truck Show

Indianapolis, USA

Website : [www.ntea.com/im/wts\\_default.asp](http://www.ntea.com/im/wts_default.asp)

### Tri - State International Auto Show

Suffern, USA

Website : [www.rocklandexpo.com](http://www.rocklandexpo.com)

### Truck Camper Show & Rally

Ogallala, USA

Website : [www.truckcampershow.com](http://www.truckcampershow.com)

### Truck Show Las Vegas

Las Vegas, USA

Website : [www.truckshow.com](http://www.truckshow.com)

### Utah International Auto Expo

Sandy, USA

Website : [www.motortrendautoshow.com](http://www.motortrendautoshow.com)

### Valley RV & Camping Show

South Bend, USA

Website : [www.rvshows.org](http://www.rvshows.org)

### Virginia Motor Trend International Auto Show

Richmond, USA

Website : [www.motortrendautoshow.com](http://www.motortrendautoshow.com)

### Washington Auto Show

Washington, USA

Website : [www.washingtonautoshow.com](http://www.washingtonautoshow.com)

### West Palm Beach Spring RV Show

West Palm Beach, USA

Website : [www.frvta.org](http://www.frvta.org)

### West Virginia International Auto Show

Charleston, USA

Website : [www.motortrendautoshow.com](http://www.motortrendautoshow.com)



## Importers

### DINLI

Dallas, TX, 75229  
Tel. : 972-986-1889  
Fax : 972-986-1669

Automotive Imp Mfg  
Rancho Cordova, CA, 95742  
Tel. : 916-985-8505  
Fax : 916-985-0366

Valeo Auto Wipers  
Auburn Hills, MI, 48326  
Tel. : 248-340-3000  
Fax : 248-340-3106

Teksid  
Sylacauga, AL, 35150  
Tel. : 256-401-2600  
Fax : 256-401-2601

Ace Alloy Wheel  
Chino, CA, 91710  
Tel. : 909-628-6680  
Fax : 909-628-6687

BEHR  
Fort Worth, TX, 76106  
Tel. : 817-624-7267  
Fax : 817-625-4427

Carolinas Auto Supply House  
Charlotte, NC, 28206  
Tel. : 704-334-4646  
Fax : 704-334-4194

Collision Auto Parts Supply  
San Antonio, TX, 78237-3221  
Tel. : 210-534-4899  
Fax : 210-534-5695

Parts Fit Ind  
Addison, IL, 60101  
Tel. : 630-458-1060  
Fax : 630-458-1066

Universal Auto Body Supply  
Chicago, IL, 60650  
Tel. : 773-921-4444  
Fax : 773-921-3217

National Autobody Parts  
Grand Prairie, TX, 75051  
Tel. : 972-642-9584  
Fax : 972-642-9585

Top Speed Auto Accessories  
Addison, TX, 75001-4351  
Tel. : 972-233-0888  
Fax : 972-233-0800

Usui Intl  
Monroe, OH, 45050  
Tel. : 513-539-4591  
Fax : 513-539-4596

TRW  
Cleveland, OH, 44124-3719  
Tel. : 216-291-7000  
Fax : 216-291-7345

Supreme Wire Wheels  
Rancho Cucamonga, CA, 91730  
Tel. : 909-948-9899  
Fax : 909-948-9090

Airtex Products  
Fairfield, IL, 62837  
Tel. : 618-842-2111  
Fax : 618-842-4069

American Technology  
Elkhart, IN, 46514-8233  
Tel. : 574-262-1258  
Fax : 574-264-9138

Autoliv North America  
Indianapolis, IN, 46278-1321  
Tel. : 317-875-7579  
Fax : 317-875-8171

Automotive Supplies  
Fontana, CA, 92334-0518  
Tel. : 909-428-9072  
Fax : 909-428-2035

Celina Aluminum Precision Tech  
Celina, OH, 45822-9395  
Tel. : 419-586-2278  
Fax : 419-586-6474

Dana Corp  
Indianapolis, IN, 46268  
Tel. : 317-871-7450  
Fax : 317-871-7460

Dura Automotive  
Milan, TN, 38358-3175  
Tel. : 731-686-8900  
Fax : 731-686-3200

Eaton Corp  
Athens, GA, 30601-3500  
Tel. : 706-543-5250  
Fax : 706-583-4700

Faurecia Exhaust Systems  
Indianapolis, IN, 46530  
Tel. : 574-277-6984  
Fax : 574-277-7059

GKN Automotive Components  
Mebane, NC, 27302  
Tel. : 919-563-7000  
Fax : 919-304-7215

Lears  
Grand Rapids, MI, 49504  
Tel. : 616-252-3777  
Fax : 616-246-3780

Neaton Auto Products Mfg  
Rome, GA, 30165  
Tel. : 706-368-9901  
Fax : 706-368-9790

Smittybilt Automotive Group  
Corona, CA, 92879-2095  
Tel. : 951-272-3176  
Fax : 951-736-8027

Midland Automotive Products  
Midland City, AL, 36350  
Tel. : 334-983-1212  
Fax : 334-983-4789

Benteler Automotive  
Fort Wayne, IN, 46808  
Tel. : 260-432-5569  
Fax : 260-432-6556

Anchor Intl. Trading  
Geneva, IL, 60134  
Tel. : 630-262-5570  
Fax : 630-262-5574

Astro Automotive  
Franklin, MA, 2038  
Tel. : 508-528-2252  
Fax : 508-528-6650

Unitex Trading  
Webster, TX, 77598  
Tel. : 713-641-5360  
Fax : 713-649-8517

UNI NTF  
Arlington Heights, IL, 60005  
Tel. : 847-364-6226  
Fax : 847-364-6456

Eubanks Auto Electric  
DeKalb, TX, 75559  
Tel. : 903-667-2081  
Fax : 903-667-3935



Motor Car Parts & Accessories  
Torrance, CA, 90503  
Tel. : 310-212-7910  
Fax : 310-212-7581

Ogara Hess & Eisenhardt  
Fairfield, OH, 45014  
Tel. : 513-881-9800  
Fax : 513-874-2558

Motorex  
Gardena, CA, 90248-2128  
Tel. : 310-523-2233  
Fax : 310-523-2235

Prestige Wheel Accessories  
Huntington Beach  
CA, 92647  
Tel. : 714-841-6333  
Fax : 714-841-6413

Autopage  
Torrance, CA, 90501  
Tel. : 310-618-2002  
Fax : 310-533-0258

ABC Parts Intl  
Mineola, NY, 11501-3016  
Tel. : 516-248-4900  
Fax : 516-248-5079

Keystone Automotive Ind  
Phoenix, AZ, 85009  
Tel. : 602-272-5911  
Fax : 602-272-5117

Poy Auto Parts Supply  
Garfield, NJ, 7026  
Tel. : 973-772-4206  
Fax : 973-772-0515

Bumper Warehouse  
Saint Paul, MN, 55104  
Tel. : 651-644-3456  
Fax : 651-644-0775

Partschannel  
Tonawanda, NY, 14150  
Tel. : 716-873-9700  
Fax : 716-873-1172

USA Wholesale Connection  
Compton, CA, 90220-4804  
Tel. : 310-631-3108  
Fax : 310-631-0361

Dubois Marketing  
Allendale, MI, 49401-8834  
Tel. : 616-895-6650  
Fax : 616-895-6652

Viam Mfg.  
Santa Fe Springs  
CA, 90670-6101  
Tel. : 562-695-0651  
Fax : 562-695-1043

AC Autotechnic Advance Concepts  
Azusa, CA, 91702  
Tel. : 626-812-8388  
Fax : 626-812-8367

American Ind Mfg Service  
Murrieta, CA, 92562  
Tel. : 951-698-3379  
Fax : 951-698-1379

Arvin Meritor  
Franklin, IN, 46131  
Tel. : 317-736-7111  
Fax : 317-346-2999

Automart Intl  
Hillside, IL, 60162-2001  
Tel. : 708-449-7278  
Fax : 708-449-7378

Bos Automotive Products  
Morristown, TN, 37814  
Tel. : 423-585-0123  
Fax : 423-585-0199

Cooper Standard Automotive  
Novi, MI, 48376-8034  
Tel. : 248-596-5900  
Fax : 248-596-6515

Delphi Packard  
El Paso, TX, 79906  
Tel. : 915-783-4200  
Fax : 915-783-4279

Eakas Corp  
Peru, IL, 61354  
Tel. : 815-223-8811  
Fax : 815-223-8898

Engineered Sintered Components  
Troutman, NC, 28166-9655  
Tel. : 704-528-0074  
Fax : 704-528-7529

Federal Mogul  
Chicago, IL, 60638-1442  
Tel. : 708-563-0202  
Fax : 708-563-0328

Imported Auto Parts  
Avenel, NJ, 07001-2295  
Tel. : 732-815-0100  
Fax : 732-815-0440

Manley Performance Products  
Lakewood  
NJ, 08701-4531  
Tel. : 732-905-3366  
Fax : 732-905-3010

NTN Driveshaft  
Columbus, IN, 47201  
Tel. : 812-342-7000  
Fax : 812-342-1155

Tenneco Automotive  
Ligonier, IN, 46767-2421  
Tel. : 260-894-9400  
Fax : 260-894-9494

D A Intl  
Galion, OH, 44833  
Tel. : 419-462-1700  
Fax : 419-462-1688

Berkeley Forge Tool  
Berkeley, CA, 94710  
Tel. : 510-526-5034  
Fax : 510-525-9014

American Intl Line  
Bensenville, IL  
60106-1123  
Tel. : 630-860-9396  
Fax : 630-860-9398

Intercontinental Auto Parts  
Mahwah, NJ, 7430  
Tel. : 201-529-1988  
Fax : 201-529-0069

Pacific Valves  
Long Beach, CA, 90807  
Tel. : 562-426-2531  
Fax : 562-595-9717

James King & Co  
Sherwood, OR, 97140-8338  
Tel. : 503-925-0408  
Fax : 503-925-8708





### Customs Tariff of the United States (2006)

Tariffs can vary according to product and service from zero to 50 per cent or more. All packaging and labeling must conform to all USA standards and there are Customs requirements for all imported goods. Binding rulings can be obtained by contacting the Binding Ruling Clerk, US Customs. For more information contact [www.usitc.gov/tata/hts/bychapter/index.htm](http://www.usitc.gov/tata/hts/bychapter/index.htm)

Heading	Article Description	Rates of Duty	
		1	2
		General	Special
8708	Parts and accessories of the motor vehicles of headings 8701 to 8705:		
8708.10	Bumpers and parts thereof :		
8708.10.30	Bumpers .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Stampings .....		25%
	Other .....		
8708.10.60	Parts of bumpers	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Stampings .....		
	Other .....		
	Other parts and accessories of bodies (including cabs) :		
8708.21.00	Safety seat belts	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.29	Other :		
8708.29.10	Inflators and modules for airbags	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.29.15	Door assemblies .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Body stampings :		
8708.29.21	For tractors suitable for agricultural use	Free	Free
8708.29.25	Other .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.29.50	Other .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Stampings .....		
	Truck caps		
	Other .....		
	Brakes and servo-brakes and parts thereof :		
8708.31	Mounted brake linings :		
8708.31.10	For tractors suitable for agricultural use	Free	Free
8708.31.50	For other vehicles .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)



Heading	Article Description	Rates of Duty	
		1	2
		General	Special
8708.39	Other :		
8708.39.10	For tractors suitable for agricultural use	Free	Free
8708.39.50	For other vehicles	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Brake drums .....		
	Brake rotors (discs) .....		
	Other .....		
8708.40	Gear boxes :		
8708.40.10	For the vehicles of subheading 8701.20 or heading 8702 or 8704	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.40.20	For the vehicles of heading 8703	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.40.30	For tractors suitable for agricultural use	Free	Free
8708.40.50	For other vehicles .....	2.5%	Free (A*, AU, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.50	Drive axles with differential, whether or not provided with other transmission components :		
	For tractors (except road tractors) :		
8708.50.10	For tractors suitable for agricultural use .....	Free	Free
8708.50.30	For other tractors .....	Free	27.5%
8708.50.50	For vehicles of heading 8703 .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.50.80	For other vehicles .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.60	Non-driving axles and parts thereof :		
	For tractors (except road tractors) :		
8708.60.10	For tractors suitable for agricultural use .....	Free	Free
8708.60.30	For other tractors .....	Free	27.5%
8708.60.50	For vehicles of heading 8703 .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.60.80	For other vehicles .....	2.5%	Free (A*, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Spindles .....		
	Other .....		
8708.70	Road wheels and parts and accessories thereof :		
	For tractors (except road tractors) :		
	For tractors suitable for agricultural use :		
8708.70.05	Road wheels .....	Free	Free
8708.70.15	Parts and accessories .....	Free	Free
	For other tractors :		
8708.70.25	Road wheels .....	Free	27.5%
8708.70.35	Parts and accessories .....	Free	27.5%
	For other vehicles :		
8708.70.45	Road wheels .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, SG)



Heading	Article Description	Rates of Duty	
		1	2
		General	Special
	For vehicles of subheading 8701.20 or heading 8702, 8704 or 8705 .....		
	Other :		
	Of aluminium .....		
	Other .....		
8708.70.60	Parts and accessories .....	2.5%	Free (A*, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	25%		
	Wheel rims for vehicles of subheading 8701.20 or heading 8702, 8703, 8704, or 8705 .....		
	Wheel covers and hubcaps for vehicles of subheading 8701.20 or heading 8702, 8703, 8704 or 8705 .....		
	Other .....		
8708.80	Suspension shock absorbers :		
	For tractors suitable for agricultural use :		
8708.80.15	McPherson struts .....	Free	Free
8708.80.25	Other .....	Free	Free
	For other vehicles :		
8708.80.30	McPherson struts .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	25%		
8708.80.45	Other .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	25%		
	Other parts and accessories :		
8708.91	Radiators :		
8708.91.10	For tractors suitable for agricultural use .....	Free	Free
8708.91.50	For other vehicles .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	25%		
8708.92	Mufflers and exhaust pipes :		
8708.92.10	For tractors suitable for agricultural use .....	Free	Free
8708.92.50	For other vehicles .....	2.5%	Free (A+, AU, B, CA, CL, D, E, IL, J, JO, MX, P, SG) 2.2% (MA)
	25%		
8708.93	Clutches and parts thereof :		
	For tractors suitable for agricultural use :		
8708.93.15	Clutches .....	Free	Free
8708.93.30	Other .....	Free	Free
	For other vehicles :		
8708.93.60	Clutches .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	25%		
8708.93.75	Other .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	25%		
8708.94	Steering wheels, steering columns and steering boxes :		
8708.94.10	For tractors suitable for agricultural use .....	Free	Free
8708.94.50	For other vehicles .....	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, SG)
	25%		



## General Contacts

Indian Embassy in USA  
2107 Massachusetts Avenue, NW  
Washington, DC 20008  
Tel. : (202) 939-7000  
Fax : (202) 265-4351  
Website : [www.indianembassy.org](http://www.indianembassy.org)

Consulate general of India  
3 East, 64th Street  
New York, NY 10021  
Tel. : 212-774-0600  
Fax : 212-861-3788  
Website : [www.indiacgny.org](http://www.indiacgny.org)

Consulate General of India  
540 Arguello Boulevard  
San Francisco, CA 94118  
Tel. : (415) 668 0662  
Fax : (415) 668 2073  
Website : [www.cgisf.org](http://www.cgisf.org)

Consulate General of India  
455 North City front Plaza Drive  
Chicago, IL 60611  
Tel. : 312-595-0405  
Fax : 312-595-0416  
Website : [www.chicago.indianconsulate.com](http://www.chicago.indianconsulate.com)

Consulate General of India  
1990 Post Oak Blvd  
Houston, TX 77056  
Tel. : 713-626-2148/9  
Fax : 713-626-2450  
Website : [www.cgihouston.org](http://www.cgihouston.org)

U.S. Embassy  
Shantipath, Chanakyapuri  
New Delhi – 110021  
Tel. : 011-2419-8000  
Fax : +91-11-2419-0017  
Website : [www.newdelhi.usembassy.gov](http://www.newdelhi.usembassy.gov)

Consulate General of US  
5/1, Ho Chi Minh Sarani  
Calcutta – 700071  
Tel. : 033-2282-3611  
Website : [www.calcutta.usconsulate.gov](http://www.calcutta.usconsulate.gov)

Consulate General of US  
No. 220, Anna Salai  
Chennai – 600006  
Tel. : 044-2811-2000  
Website : [www.chennai.usconsulate.gov](http://www.chennai.usconsulate.gov)

Consulate General of US  
Lincoln House  
78, Bhulabhai Desai Road  
Mumbai – 400026  
Tel. : 022-2363-3611  
Website : [www.mumbai.usconsulate.gov](http://www.mumbai.usconsulate.gov)

Official Harmonized Customs Tariff Schedule  
US International Trade Commission  
500 E Street, SW  
Washington, DC 20436  
Tel. : 202-205-2000  
Website : [www.usitc.gov/tata/hts/bychapter/index.htm](http://www.usitc.gov/tata/hts/bychapter/index.htm)

## Useful websites

Automotive Industries  
Website : [www.ai-online.com](http://www.ai-online.com)

Smothers Parts International  
Website : [www.carpert.com](http://www.carpert.com)

AutoAll.com  
Website : [www.autoall.com](http://www.autoall.com)

CARQUEST auto parts  
Website : [www.carquest.com](http://www.carquest.com)

NAPAonline.com  
Website : [www.napaonline.com](http://www.napaonline.com)

## Associations

American National Standards Institute  
Website : [www.ansi.org](http://www.ansi.org)

Automotive Aftermarket Industry Association  
Website : [www.aftermarket.org](http://www.aftermarket.org)

National Highway Traffic Safety Administration  
Website : [www.nhtsa.dot.gov](http://www.nhtsa.dot.gov)

US patent and trademark office  
Website : [www.uspto.gov](http://www.uspto.gov)

Automotive International Association (AIA)  
Website : [www.aiaglobal.org](http://www.aiaglobal.org)

Automotive Parts Rebuilders Association (APRA)  
Website : [www.apra.org](http://www.apra.org)

Automotive Service Association (ASA)  
Website : [www.asashop.org](http://www.asashop.org)

Automotive Warehouse Distributors Association  
Website : [www.awda.org](http://www.awda.org)

Motor and Equipment Manufacturers Association  
Website : [www.mema.org](http://www.mema.org)

National Automobile Dealers Association  
Website : [www.nada.org](http://www.nada.org)

Society of Automotive Engineers (SAE)  
Website : [www.sae.org](http://www.sae.org)

Specialty Equipment Market Association (SEMA)  
Website : [www.sema.org](http://www.sema.org)

Association of International Automobile Manufacturers  
Website : <http://www.aiam.org>

(Source : EEPC Chicago Office)