



Aftermarket Index

North America & Europe

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**MacKay
& Company**

A Comparative Tool to Measure Your Aftermarket Parts Sales Against the Industry

Since 1998, MacKay & Company has been managing an aftermarket index for component suppliers to the medium and heavy-duty truck, bus and trailer aftermarket in North America.

Companies that participate in the North America Aftermarket Index and provide monthly aftermarket sales by OES and Independent aftermarket channels for the United States, Canada and Mexico. Summarized data is sent back to the participating companies, while all individual company's data is kept strictly confidential. These companies have nearly \$3 billion in annual sales in North America.

Beginning in 2019, The European Aftermarket Index launched and provides monthly summarized aftermarket sales by OES and Independent Aftermarket channels for Europe, Russia and MENA.

The Aftermarket Index provides:

- Aftermarket Performance: Monthly, quarterly and YTD comparisons
- Historical Trends and Seasonality: Graphs showing 3-month and 12-month moving averages and seasonality
- Average Sales Per Day Analysis

How will Aftermarket Index benefit your company? Feedback from our current users will best answer that question.

"Having the possibility to compare your performance against a very similar group of companies within your same industry segment is priceless. It helps you determine the effectiveness of your sales and marketing strategies." — Juan Hernandez, SAF-Holland

"The Aftermarket Index is the only product we have that allows us to benchmark our performance against others in the aftermarket. The Aftermarket Index gives us a gauge with which to compare our results to other companies. There are very few other ways to assess our monthly and quarterly sales results vs the market." — Mike Regan, Tectran

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