



URBAN SCIENCE®

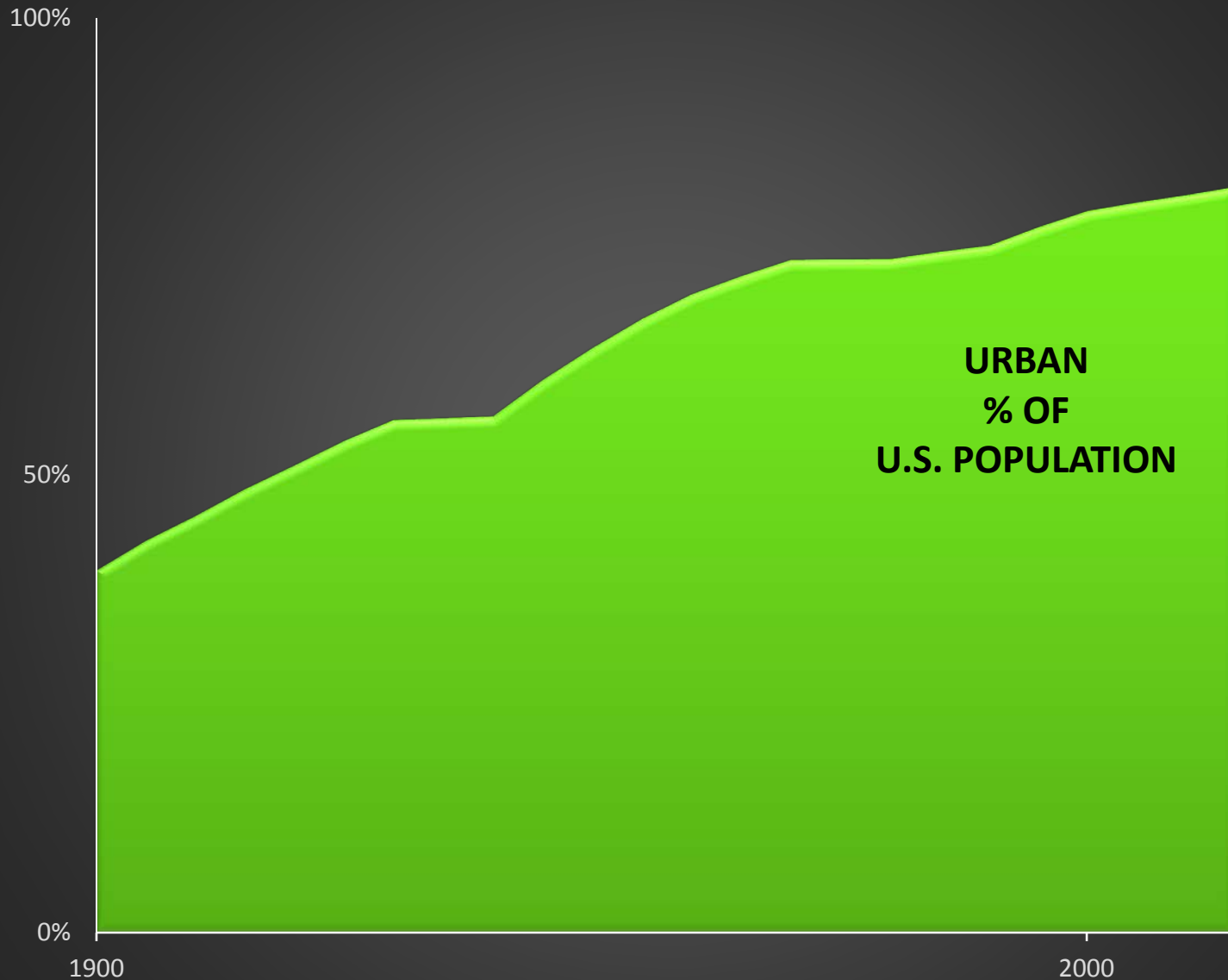
## AUTO DISTRIBUTION: CURRENT ISSUES & FUTURE TRENDS

JAMES A. ANDERSON

PRESIDENT, URBAN SCIENCE

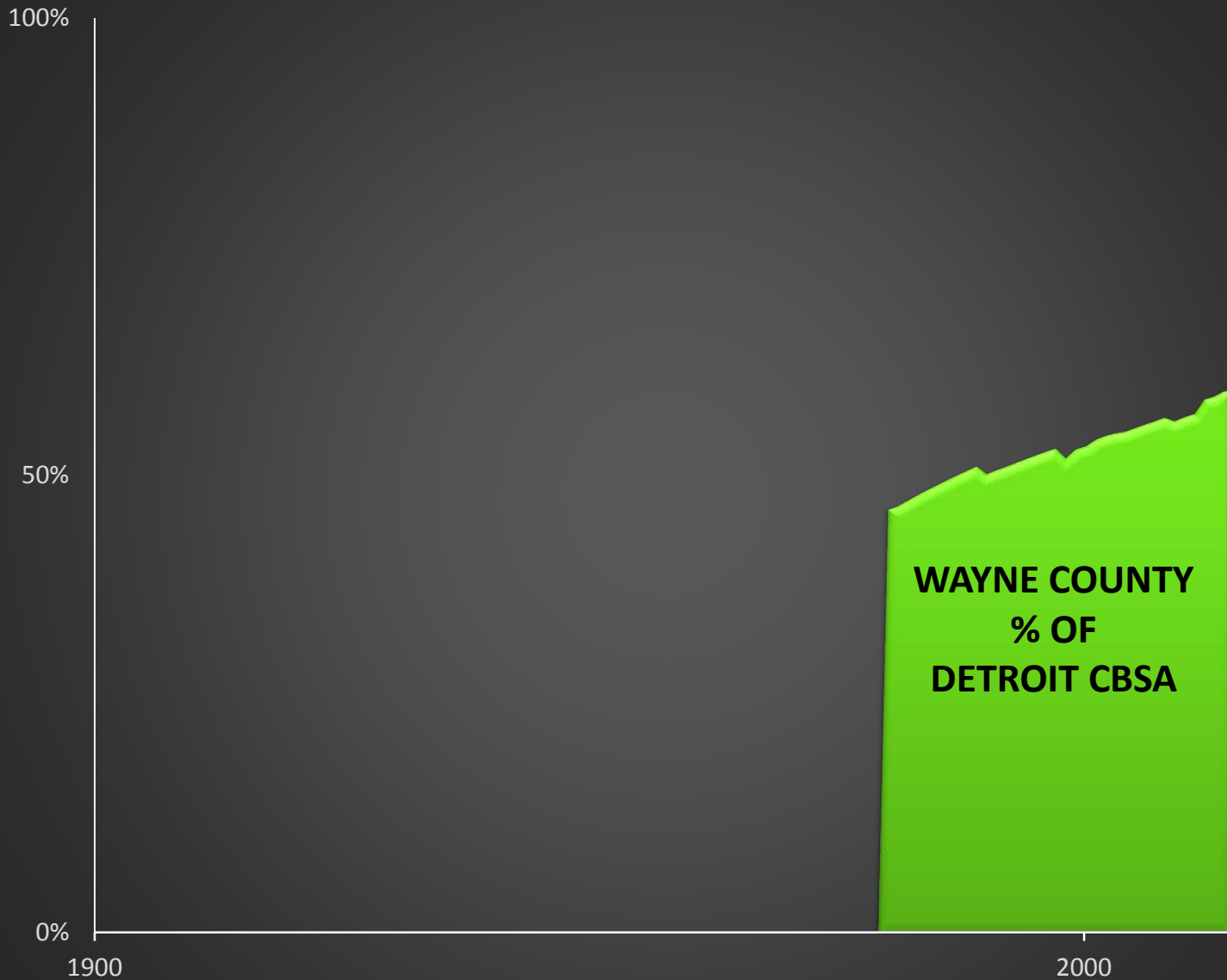
# The U.S. automotive market is dynamic

# POPULATION SHIFTING FROM RURAL TO URBAN



Data by: U.S. Census Bureau

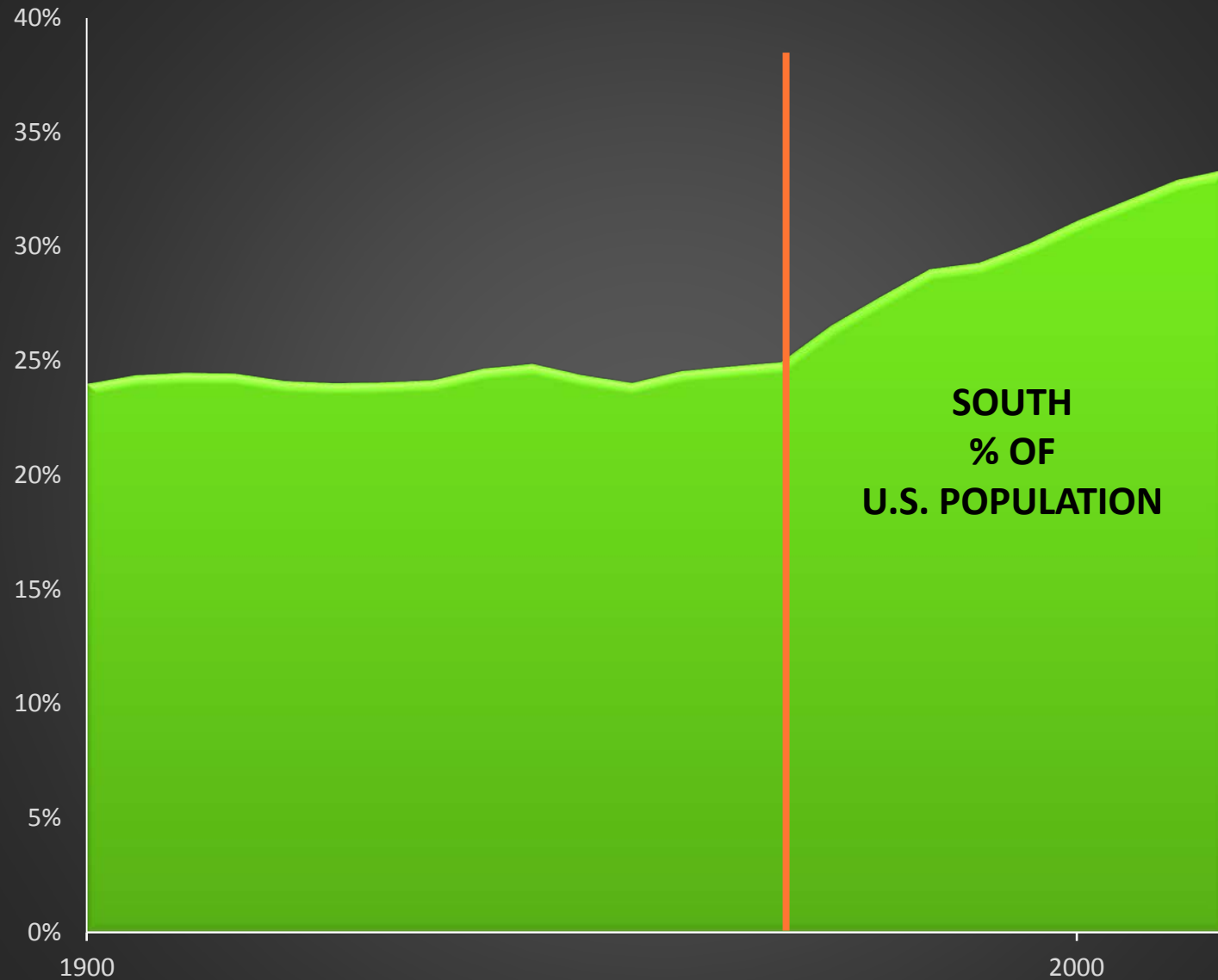
# POPULATION SHIFTING TO SUBURBS



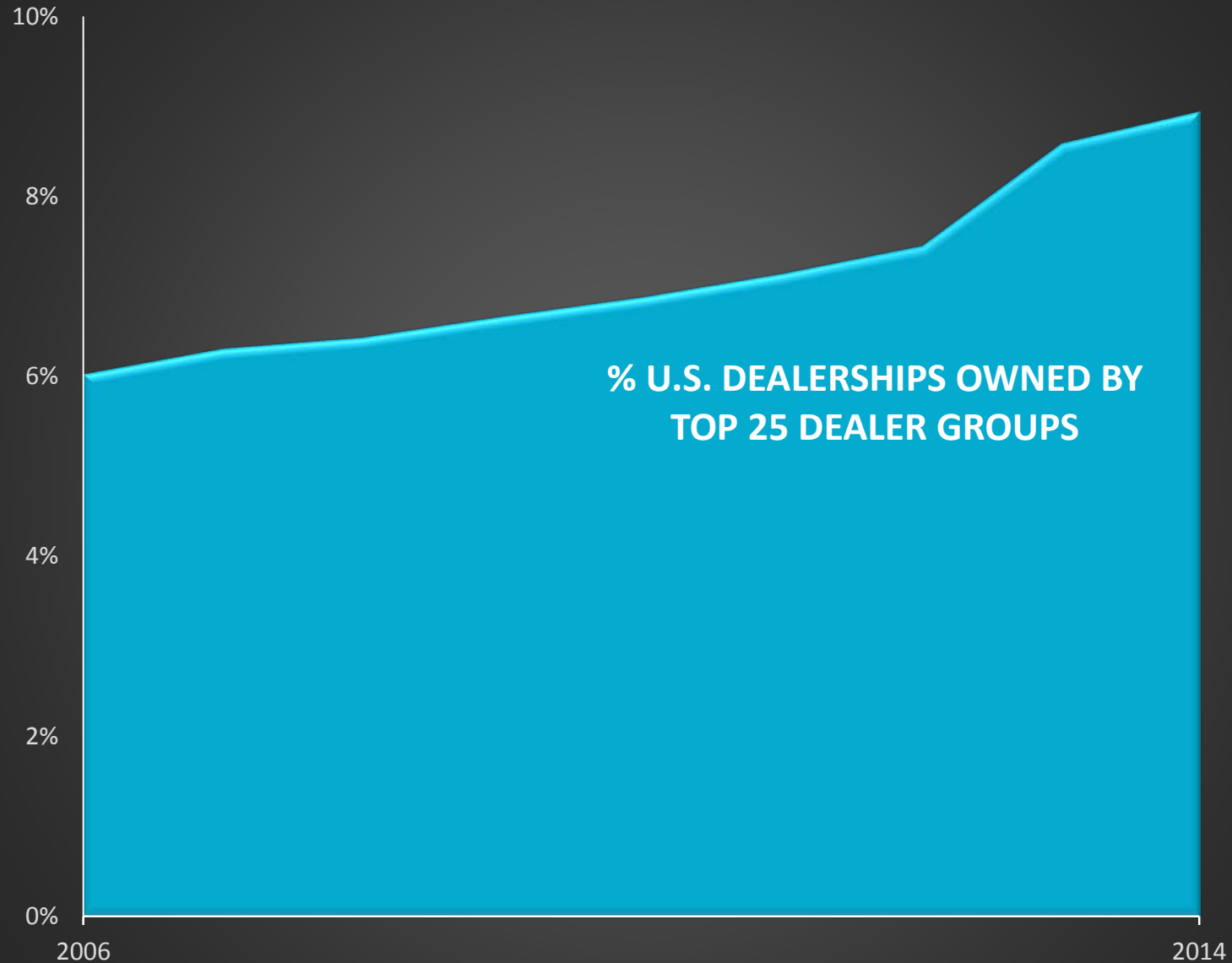
**WAYNE COUNTY  
% OF  
DETROIT CBSA**

Data by: U.S. Census Bureau and Bureau of Labor Statistics

# POPULATION SHIFTING TO SOUTH

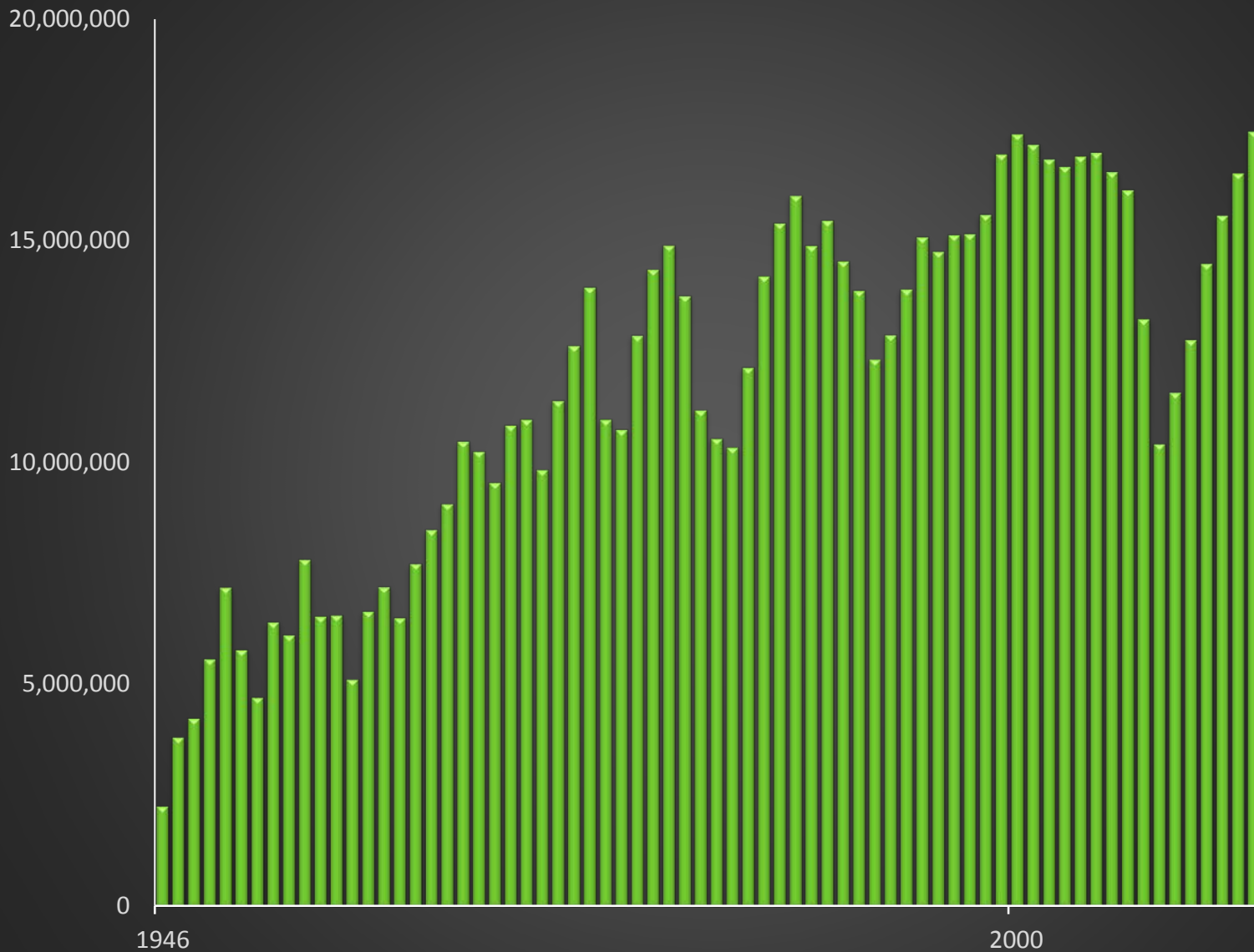


# DEALERSHIPS ARE CONSOLIDATING



Data by: Automotive News and Urban Science

# U.S. AUTOMOTIVE SALES FLUCTUATING



Data by: Automotive News

# BRANDS EXITING U.S. MARKET

Plymouth

Pontiac American Motors

Mercury Packard Hummer

DeLorean Nash Geo

Detroit Electric Imperial

Suzuki Duesenberg

THINK

American Electric Edsel  
Fisker

Eagle American Steam

Oldsmobile

Saturn Fargo Hudson

DeSoto Checker

Studebaker

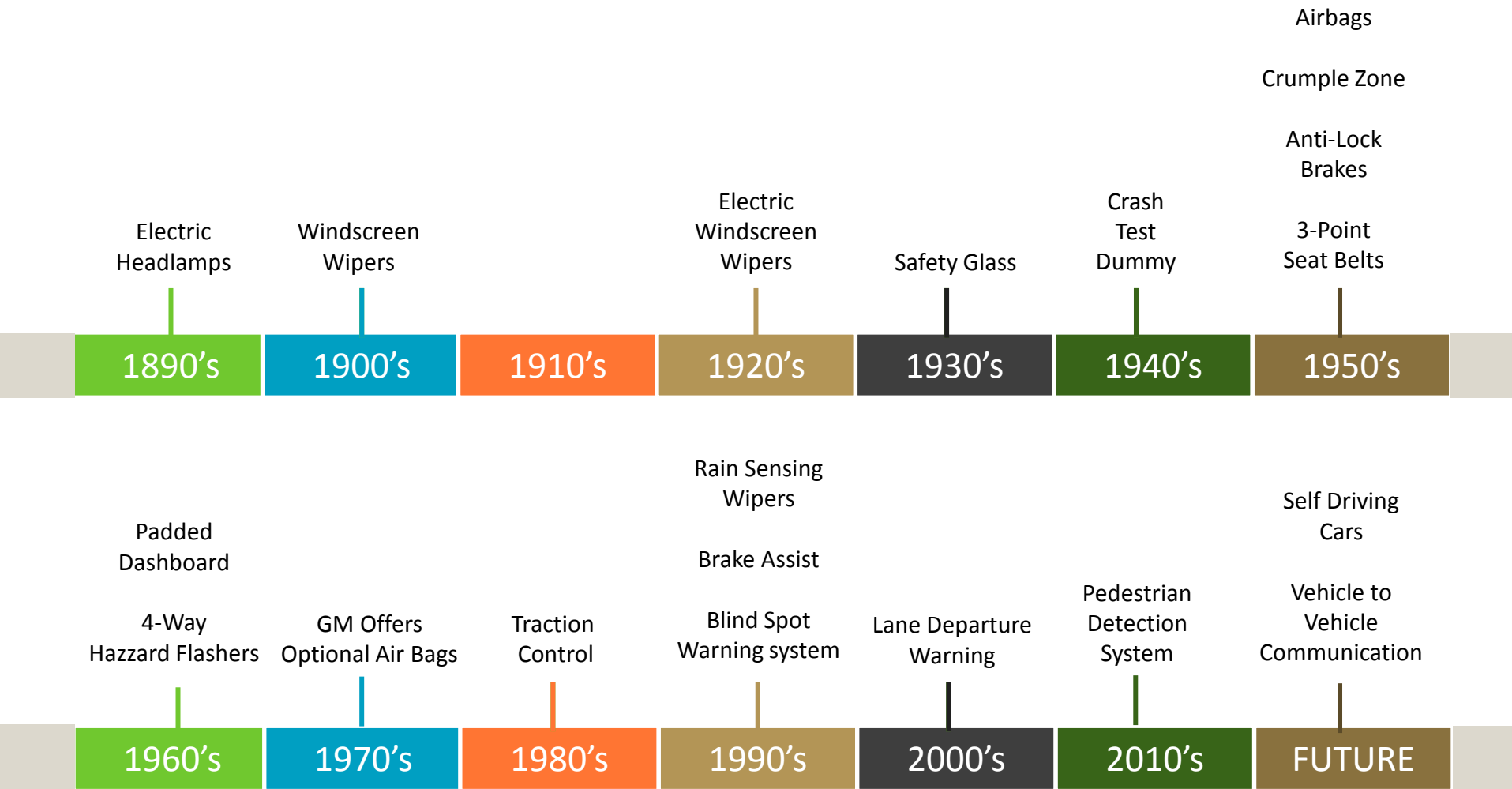




# BRANDS ENTERING U.S. MARKET



# CAR SAFETY INNOVATION EXAMPLES\*



\*Year of invention, not necessarily deployment

# THE COMPLEXITY OF MAKING A DEAL





URBAN SCIENCE®

## AUTO DISTRIBUTION: CURRENT ISSUES & FUTURE TRENDS

JAMES A. ANDERSON

PRESIDENT, URBAN SCIENCE