

“...new federal standards that go into effect in 2007 require diesel-powered vehicles and gasoline-powered models to meet the same emission standards... On average, the new standards will result in a 77 percent reduction in nitrogen-oxide emissions and an 88 percent drop in particulate emissions.”

J.D. Power and Associates



4.5.2 Size of Vehicle Aftermarket

Once a vehicle is sold, the aftermarket kicks in with replacement and enhancement parts. In 2005, this aftermarket in the United States was worth \$267.6 billion, an increase of 5% from 2004. The Aftermarket Industry Association puts sales strongest in the medium and heavy-duty truck segment with growth of 6.2% from 2004 to 2005 and sales expected to reach \$73.9 billion for 2006. The larger automotive light vehicle segment had a total market of \$197 billion for 2005.¹

New analysis from Frost & Sullivan of the North American class 6–8 truck and components aftermarket found earned revenues of \$2.4 Billion in 2005, with estimates to reach \$2.7 Billion by 2012.

4.5.3 Emissions Control

Diesel engine exhaust is a major source of air pollution. To help solve the many problems that air pollution creates — which includes global warming and direct and indirect health risks — exhaust emissions must be substantially reduced. This isn't just for new vehicles and engines — vast numbers of existing cars, trucks, trains, barge and ship engines, generators, bulldozers, combines all of the engines that drive the economy of the world will have to be replaced or retooled or retrofitted to meet the new emissions standards. In North America, phased-in emissions standards for new trucks with diesel engines and the mandated introduction of ultra-low sulphur fuel will cut emissions by up to a further 90% in the next few years on top of the reductions already achieved. Trinity Energy will retrofit all old models so that they comply with new regulations.

This level of change is good news for companies that can help make this change happen. Even a minute fraction of any one of dozens of markets means virtually unlimited opportunities. Trinity Energy is in the leading edge of this growing market.

4.6 Target Markets

There are about 26 million commercial vehicles in North America alone. That is 26 million internal combustion engines. That is 26 million business investments that are

¹ Aftermarket Industry Association News Releases March 16, 2006 and June 15, 2006
www.aftermarket.org/Information/Press_Releases/nr031606a.asp
www.aftermarket.org/Information/Press_Releases/nr061506.asp (accessed June 24, 2006)