

2007 PWA Pioneer Award

The Winner Is...

Ralph Accinno

In recognition for Ralph's outstanding contributions to the development of the Warehouse Distributor in the Specialty Equipment Industry.



As President of Racer's Equipment Warehouse, Ralph's experience goes back 30 years. He is involved in the everyday aspect of Racer's and as the sole surviving high performance warehouse in New England, Ralph knows first hand the many problems facing the industry. An area of

particular concern to him is the evolution of the distribution system from the manufacturer to the retail consumer. "It seems that both the retailer and the distributor continue to be the hardest hit during this evolution. I want us, the retailers / distributors, to continue to be a viable part of the system."

Market Research

Automotive Specialty-Equipment Growth Trend
1996 to 2006

Year	Retail Sales	Year-Over-Year Change
1996	\$17.65 billion	6.0%
1997	\$19.33 billion	8.4%
1998	\$21.20 billion	9.1%
1999	\$23.24 billion	9.4%
2000	\$24.86 billion	7.0%
2001	\$25.90 billion	3.8%
2002	\$26.84 billion	3.1%
2003	\$28.91 billion	7.7%
2004	\$31.45 billion	8.8%
2005	\$34.28 billion	9.2%
2006	\$36.72 billion	7.1%

Significance of the Data:

- American drivers continue to embrace customization.
- Purchased \$36.72 billion in specialty auto products in 2006.
- Number represents a 7% increase over 2005.
- Sales reached \$34.28 billion in 2005.
- Industry sales have grown an average of 7.4% per year in the past 10 years.
- Impressive number of new products developed year after year.

Source: Specialty Equipment Market Association



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