

CRASH network

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*** MSOs' REVENUE NEARING ONE-THIRD OF INDUSTRY TOTAL:** Another way to gauge the growth of multi-shop operators (MSOs) in the industry ([CRASH 9/12/16](#)) is to look at their sales and store count, industry consultant Vince Romans of The Romans Group told attendees at the "MSO Symposium" during NACE. In terms of combined total revenues, the "Big 4" MSOs (ABRA, Caliber, Service King and Boyd Group/Gerber) have grown from \$500,000 million in 2006 to \$3.7 billion last year. When the franchise networks (such as CARSTAR and Fix Auto USA) and other MSOs with annual sales of \$10 million or more are also added into the mix, the MSO market as a whole has almost tripled its sales from \$3.8 billion in 2006 to \$10.2 billion last year, Romans estimated. That means that large MSOs captured about 30 percent of the industry's total revenue last year. That said, Romans noted that the Big 4's combined 1,400 shop locations is still a small percentage of the total number of shops, which he pegged at nearly 33,000. "There's still a lot of independents out there," he said. "In my opinion, there's still a lot of opportunity for the shops that are not part of this consolidation group, or even part of a multi-location operator group."

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