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**CHANGES IN THE DISTRIBUTION STRUCTURE OF THE INDEPENDENT AUTOMOTIVE
AFTERMARKET: AN ANALYSIS OF
THEIR IMPACT ON ZF AND FORMULATION OF FUTURE STRATEGIES**

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IV. List of Abbreviations

AMBC	Aftermarket business center
B2B	Business-to-Customer
B2C	Business-to-Business
BU	Business unit
CC	Chassis components
CLEPA	European Association of Automotive Suppliers
DAT	Deutsche Automobil Treuhand GmbH
DIFM	Do-it-for-me
DIY	Do-it-yourself
HSN	Herstellerschlüsselnummer - Manufacturer key number
IAM	Independent aftermarket
OEM	Original equipment manufacturer
OES	Original equipment service
StZVO	Straßenverkehrs-Zulassungs-Ordnung - Road traffic permit act
TSN	Typschlüsselnummer - Type key number
TÜV	Technischer Überwachungsverein - Technical inspection association
VIN	Vehicle identification number
ZF	ZF Friedrichshafen AG