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ICDP is an international research organisation specialised in automotive distribution and retailing. We have been undertaking collaborative research since 1994, funded by participants from across the car industry, on a not-for-profit basis. Our aim is to help the industry achieve systematic improvements in the value delivered to customers.

ICDP delivers to its programme members insights and concepts, the results of shared investigations and analysis on issues driving the development of the sector, debate on the issues and results in closed conferences and workshops, and ideas, advice and assistance from our team of specialists.

Alongside ICDP member events, our publications are the main outputs from our research, and aim to foster a deeper understanding of the operation of automotive distribution and retailing. This catalogue includes Research Reports, Management Briefings, Executive Briefings and Discussion Papers. The newest outputs are listed first under each heading.

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All the publications listed below, along with the other outputs from the current and previous programmes are available for programme members to download from the members-only section of www.icdp.net.

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- ◆ **What can automotive networks learn from grocery retailers?**
By **Ben Waller**
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- ◆ **New Car Margins, Bonuses, and Standards** (report includes market summaries for UK, France, Germany, Italy and Spain)
By **the ICDP Research Team**
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 By **Peter Bailey**
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 By **Peter Bailey and John Whiteman**
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 By [John Whiteman](#) and [Andrew Tongue](#)
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- ◆ What do customers want from after-sales?
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By **Geoff Williams** December 2007
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- ◆ **China: El Dorado or Trojan Horse?**
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