



### **VEHICLE PARTS & ACCESSORIES**

CREATING A LISTING WITH THE PART COMPATIBILITY LIST

#### Last updated

#### 22 August 2012

- Chapter updated
- Screenshots added

#### 30 August 2011

• Revision of the guidelines for creating a listing with the part compatibility list

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# **01.** INTRODUCTION

We're happy to announce that since the autumn of 2011, thousands of sellers have been able to take advantage of a free listing feature that makes it easier for buyers to find their listings. And buyers have responded accordingly: from November 2011 to May 2012, we've seen a 27% increase in buyer engagement\* on listings that have vehicle compatibility versus those that don't have this information.

In many of the eBay.co.uk <u>Vehicle Parts & Accessories (P&A) subcategories</u>, sellers can add vehicle compatibility to new and active listings, including Good 'Til Cancelled listings.

Download our comprehensive Master Vehicle List

We hope this tutorial will give you all the information you need to adopt the Master Vehicle List.

\*Buyer engagement is defined to be a composite of activities including bidding, buying, making an offer, watching an item and asking a question. The 27% figure is an average from November 2011 – May 2012 on eBay.co.uk.

## **02.** THE NEW SHOPPING EXPERIENCE

We're always striving to improve the shopping experience on eBay. Within Vehicle Parts & Accessories, we plan to make it easier for buyers to find their parts quickly and provide them with assurances upfront that a part will fit their vehicle.

As you can see in the screenshot below, we're making good progress. On the left hand side of the page, buyers can now filter for specific vehicle models. In the search results page, we include a subtitle under each listing to alert a buyer that the part fits a certain vehicle.



Let's take a closer look at a buyer's journey using these new features.

When a buyer searches for a specific part and enters their vehicle in the search field, they are shown only parts that match their specified vehicle (see above).

If they don't enter a specific vehicle, the buyer can still see whether a part will fit by clicking through to the listing and scrolling down to the appropriate section. In the area highlighted by the red box below, shoppers can validate that this part fits their vehicle.



This is the first of many changes we're making to make shopping for Vehicle Parts & Accessories even easier. We'll be promoting these changes to shoppers, so it's important that sellers set up their listings to take advantage of these new and improved features.

To give you a sense of what is on the horizon, we will be launching My Vehicles and the My Vehicles Product finder in Q3/Q4 2012. These new features will give buyers the option to either search by or store their vehicle profile (e.g. Make, Model, Year, etc.) using drop down lists. Please see below for screenshots of these new features.



T Show only

### **03.** CREATING A LISTING MANUALLY WITH THE PART COMPATIBILITY LIST

#### You can add vehicle compatibility in many categories.

From the Sell Your Item page, you will be prompted to enter the compatible vehicles for your listing.

#### Here's how to manually add compatibility information to your item:

In the listing form, you can compile a list of compatible vehicles using the drop-down menus at the top of the screen above. You can assign up to 1000 vehicles per listing.

#### Important:

- 01. You must specify at least the make, model and variant. However, we recommend that you use all the fields (incl. bodystyle, type, year or engine) and give as much information as possible. This makes it more likely that the item will actually be compatible with a specific vehicle and will help avoid unnecessary customer queries and returns.
- 02. You can add any restrictions for each compatible vehicle in the **Notes** field (e.g. 'only for vehicles with automatic transmission').
- 03. If you only enter the make, model and variant, eBay will automatically add all the associated types, etc, any note information you may have provided will be applied automatically to all types.

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- 04. If your part fits only specific years and not "All Years" of the chosen Type you can choose these years by holding the Ctrl Button and clicking the years it fits.
- 05. You'll see a counter showing how many more vehicles you can still add to a listing. See box below for more details on how the counter works.
- 06. If you make a mistake when entering compatible vehicles, you can remove a vehicle or even the whole list.

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#### Counting method:

Sellers can add up to 1,000 vehicles to a part compatibility list. If a vehicle is added with all the criteria (such as make, model, variant, bodystyle, type, year (all) and engine), it's broken down line by line to the individual years. This is because the year range (period in which this vehicle type is produced) of a vehicle is counted separately for each year.

**Example:** VW; Passat; B5,3B3 [2000-2005] Saloon; Saloon; 1.9 TDI; 2000|2001|2002|2003|2004|2005; 1896ccm 101HP 74KW (Diesel)

The production period 2000-2005 is divided into the years 2000, 2001, 2002, 2003, 2004 and 2005. So the entry counts as six vehicles and not as one.

Vehicles are counted in the same way if a seller only enters the mandatory information of make, model and variant.

### **04.** TIPS AND HELP WITH THE NEW FEATURE

#### WHAT DO I NEED TO REMEMBER WHEN CREATING A LISTING?

- 01. Use eBay Listing Analytics to manage your inventory:
  - End the listing or allow it to come to an end
  - Edit the compatibility information and the new parts item specifics to the completed listing
  - Re-list the item once you have made your changes

**How this benefits you:** Editing a completed listing allows you to keep the item's sales history, which helps your position in search results. You can enhance your listing by adding an optimised title, choosing the right category and most importantly by specifying the vehicle compatibility.

02. Manual listing using the part compatibility list and item features

**Note:** You can still include compatible vehicle information in your item title, but we don't recommend it as this information isn't picked up when buyers use our new My Vehicle functionalities or are searching for their vehicles in the same granularity by using the general search.

#### IMPACT ON DUPLICATE LISTINGS POLICY

Since May 2011, sellers are no longer allowed to create duplicate listings for identical items. However, there are a few exceptions within the Vehicle Parts & Accessories category:

#### • Listing manually with the part compatibility list

Up to 15 identical listings are permitted, but only if there is insufficient space to specify all the makes and models in one listing and the individual listings differ in the makes and models that they include.

**For example:** You want to sell cylinder-head bolts that are suitable for 10 different vehicle makes and their various models and, according to the eBay definition, this would apply to 2,500 vehicles.

Option 1: You create 3 listings - 2 with compatibility information for 1,000 different vehicles (max. limit, see section 04) and 1 with compatibility information for 500 vehicles.

Option 2: You create 10 listings - 1 for each make of vehicle, each containing compatibility information for an average of 250 different vehicles.

# No usage of the part compatibility list, compatibility information only in the item title (not recommended)

• A maximum of 15 identical auctions, plus 15 identical Buy it now listings.

#### Act now

We encourage all sellers in the Vehicle Parts & Accessories category to revise their listings now to work with the improved search features so as not to lose sales in the future.

eBay is investing heavily in improving the shopping experience within the Vehicle Parts and Accessories category. Implementing the <u>My Vehicles</u> functionalities are just the first of many changes we're making to simplify things for buyers.

We expect that these improvements will attract more buyers and make it easier for them to find what they're looking for, so it's critical that you're ready to take advantage of the changes and increase your chances of a sale.

#### More about:

- Creating a listing using the part compatibility list
- <u>Creating several identical listings</u>
- How to analyse your listings using eBay Listing Analytics

# Appendix – Vehicle Parts and Accessories categories where Master Vehicle List compatibility is supported

UK Fitment enabled categories	
Black categories wired on	Numbe
Car Parts /all	1/220
Evoluting	14239
Number Distos & Surrounds	52620
Sorvice Kite	17400
	174087
Car Tuning & Styling / all	14761
Excluding	
Decals, Graphics & Adhesives	36677
Window Shades & Tints	72232
Other Interior Styling	40199
Interior Lighting	72236
Car Wheels, Tyres & Trims / all	14770
Excluding	
Tyres	9891
Valve Caps	52639
Car Accessories	9884
Only in	
roof racks	33651
tow bars	33653