

# **United States Automotive Wiper Systems Market Report 2018**

https://marketpublishers.com/r/UDD1903A452QEN.html

Date: March 2018

Pages: 114

Price: US\$ 3,800.00 (Single User License)

ID: UDD1903A452QEN

### **Abstracts**

In this report, the United States Automotive Wiper Systems market is valued at USD XX million in 2017 and is expected to reach USD XX million by the end of 2025, growing at a CAGR of XX% between 2017 and 2025.

Geographically, this report splits the United States market into seven regions:

Southwest
The Middle Atlantic

The South

New England

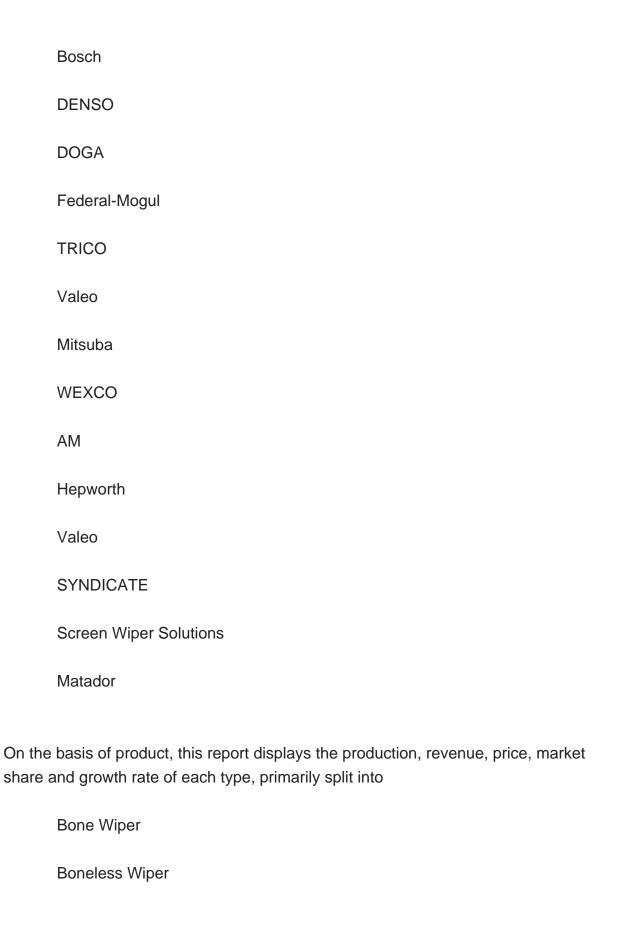
The West

The Midwest

with sales (volume), revenue (value), market share and growth rate of Automotive Wiper Systems in these regions, from 2013 to 2025 (forecast).

United States Automotive Wiper Systems market competition by top manufacturers/players, with Automotive Wiper Systems sales volume, price, revenue (Million USD) and market share for each manufacturer/player; the top players including





On the basis on the end users/applications, this report focuses on the status and outlook for major applications/end users, sales volume, market share and growth rate



for	each	app	lication,	including
-----	------	-----	-----------	-----------

OEM

Aftermarket

If you have any special requirements, please let us know and we will offer you the report as you want.



### **Contents**

United States Automotive Wiper Systems Market Report 2018

#### 1 AUTOMOTIVE WIPER SYSTEMS OVERVIEW

- 1.1 Product Overview and Scope of Automotive Wiper Systems
- 1.2 Classification of Automotive Wiper Systems by Product Category
- 1.2.1 United States Automotive Wiper Systems Market Size (Sales Volume) Comparison by Type (2013-2025)
- 1.2.2 United States Automotive Wiper Systems Market Size (Sales Volume) Market Share by Type (Product Category) in 2017
  - 1.2.3 Bone Wiper
- 1.2.4 Boneless Wiper
- 1.3 United States Automotive Wiper Systems Market by Application/End Users
- 1.3.1 United States Automotive Wiper Systems Market Size (Consumption) and Market Share Comparison by Application (2013-2025)
  - 1.3.2 OEM
  - 1.3.3 Aftermarket
- 1.4 United States Automotive Wiper Systems Market by Region
- 1.4.1 United States Automotive Wiper Systems Market Size (Value) Comparison by Region (2013-2025)
  - 1.4.2 The West Automotive Wiper Systems Status and Prospect (2013-2025)
  - 1.4.3 Southwest Automotive Wiper Systems Status and Prospect (2013-2025)
  - 1.4.4 The Middle Atlantic Automotive Wiper Systems Status and Prospect (2013-2025)
  - 1.4.5 New England Automotive Wiper Systems Status and Prospect (2013-2025)
  - 1.4.6 The South Automotive Wiper Systems Status and Prospect (2013-2025)
  - 1.4.7 The Midwest Automotive Wiper Systems Status and Prospect (2013-2025)
- 1.5 United States Market Size (Value and Volume) of Automotive Wiper Systems (2013-2025)
  - 1.5.1 United States Automotive Wiper Systems Sales and Growth Rate (2013-2025)
- 1.5.2 United States Automotive Wiper Systems Revenue and Growth Rate (2013-2025)

# 2 UNITED STATES AUTOMOTIVE WIPER SYSTEMS MARKET COMPETITION BY PLAYERS/SUPPLIERS

2.1 United States Automotive Wiper Systems Sales and Market Share of Key Players/Suppliers (2013-2018)



- 2.2 United States Automotive Wiper Systems Revenue and Share by Players/Suppliers (2013-2018)
- 2.3 United States Automotive Wiper Systems Average Price by Players/Suppliers (2013-2018)
- 2.4 United States Automotive Wiper Systems Market Competitive Situation and Trends
- 2.4.1 United States Automotive Wiper Systems Market Concentration Rate
- 2.4.2 United States Automotive Wiper Systems Market Share of Top 3 and Top 5 Players/Suppliers
- 2.4.3 Mergers & Acquisitions, Expansion in United States Market
- 2.5 United States Players/Suppliers Automotive Wiper Systems Manufacturing Base Distribution, Sales Area, Product Type

# 3 UNITED STATES AUTOMOTIVE WIPER SYSTEMS SALES (VOLUME) AND REVENUE (VALUE) BY REGION (2013-2018)

- 3.1 United States Automotive Wiper Systems Sales and Market Share by Region (2013-2018)
- 3.2 United States Automotive Wiper Systems Revenue and Market Share by Region (2013-2018)
- 3.3 United States Automotive Wiper Systems Price by Region (2013-2018)

# 4 UNITED STATES AUTOMOTIVE WIPER SYSTEMS SALES (VOLUME) AND REVENUE (VALUE) BY TYPE (PRODUCT CATEGORY) (2013-2018)

- 4.1 United States Automotive Wiper Systems Sales and Market Share by Type (Product Category) (2013-2018)
- 4.2 United States Automotive Wiper Systems Revenue and Market Share by Type (2013-2018)
- 4.3 United States Automotive Wiper Systems Price by Type (2013-2018)
- 4.4 United States Automotive Wiper Systems Sales Growth Rate by Type (2013-2018)

# 5 UNITED STATES AUTOMOTIVE WIPER SYSTEMS SALES (VOLUME) BY APPLICATION (2013-2018)

- 5.1 United States Automotive Wiper Systems Sales and Market Share by Application (2013-2018)
- 5.2 United States Automotive Wiper Systems Sales Growth Rate by Application (2013-2018)
- 5.3 Market Drivers and Opportunities



# 6 UNITED STATES AUTOMOTIVE WIPER SYSTEMS PLAYERS/SUPPLIERS PROFILES AND SALES DATA

- 6.1 Bosch
  - 6.1.1 Company Basic Information, Manufacturing Base and Competitors
  - 6.1.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.1.2.1 Product A
    - 6.1.2.2 Product B
- 6.1.3 Bosch Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
- 6.1.4 Main Business/Business Overview
- 6.2 DENSO
  - 6.2.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.2.2.1 Product A
    - 6.2.2.2 Product B
- 6.2.3 DENSO Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
  - 6.2.4 Main Business/Business Overview
- 6.3 DOGA
  - 6.3.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.3.2.1 Product A
    - 6.3.2.2 Product B
- 6.3.3 DOGA Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
  - 6.3.4 Main Business/Business Overview
- 6.4 Federal-Mogul
  - 6.4.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.4.2.1 Product A
    - 6.4.2.2 Product B
- 6.4.3 Federal-Mogul Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
  - 6.4.4 Main Business/Business Overview
- 6.5 TRICO
  - 6.5.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.5.2.1 Product A
    - 6.5.2.2 Product B
- 6.5.3 TRICO Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)



- 6.5.4 Main Business/Business Overview
- 6.6 Valeo
  - 6.6.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.6.2.1 Product A
    - 6.6.2.2 Product B
- 6.6.3 Valeo Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
  - 6.6.4 Main Business/Business Overview
- 6.7 Mitsuba
  - 6.7.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.7.2.1 Product A
    - 6.7.2.2 Product B
- 6.7.3 Mitsuba Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
- 6.7.4 Main Business/Business Overview
- 6.8 WEXCO
  - 6.8.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.8.2.1 Product A
    - 6.8.2.2 Product B
- 6.8.3 WEXCO Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
  - 6.8.4 Main Business/Business Overview
- 6.9 AM
  - 6.9.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.9.2.1 Product A
    - 6.9.2.2 Product B
- 6.9.3 AM Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
  - 6.9.4 Main Business/Business Overview
- 6.10 Hepworth
  - 6.10.2 Automotive Wiper Systems Product Category, Application and Specification
    - 6.10.2.1 Product A
    - 6.10.2.2 Product B
- 6.10.3 Hepworth Automotive Wiper Systems Sales, Revenue, Price and Gross Margin (2013-2018)
  - 6.10.4 Main Business/Business Overview
- 6.11 Valeo
- 6.12 SYNDICATE
- 6.13 Screen Wiper Solutions



### 6.14 Matador

### 7 AUTOMOTIVE WIPER SYSTEMS MANUFACTURING COST ANALYSIS

- 7.1 Automotive Wiper Systems Key Raw Materials Analysis
  - 7.1.1 Key Raw Materials
  - 7.1.2 Price Trend of Key Raw Materials
  - 7.1.3 Key Suppliers of Raw Materials
  - 7.1.4 Market Concentration Rate of Raw Materials
- 7.2 Proportion of Manufacturing Cost Structure
  - 7.2.1 Raw Materials
  - 7.2.2 Labor Cost
  - 7.2.3 Manufacturing Expenses
- 7.3 Manufacturing Process Analysis of Automotive Wiper Systems

# 8 INDUSTRIAL CHAIN, SOURCING STRATEGY AND DOWNSTREAM BUYERS

- 8.1 Automotive Wiper Systems Industrial Chain Analysis
- 8.2 Upstream Raw Materials Sourcing
- 8.3 Raw Materials Sources of Automotive Wiper Systems Major Manufacturers in 2017
- 8.4 Downstream Buyers

# 9 MARKETING STRATEGY ANALYSIS, DISTRIBUTORS/TRADERS

- 9.1 Marketing Channel
  - 9.1.1 Direct Marketing
  - 9.1.2 Indirect Marketing
  - 9.1.3 Marketing Channel Development Trend
- 9.2 Market Positioning
  - 9.2.1 Pricing Strategy
  - 9.2.2 Brand Strategy
  - 9.2.3 Target Client
- 9.3 Distributors/Traders List

### 10 MARKET EFFECT FACTORS ANALYSIS

- 10.1 Technology Progress/Risk
  - 10.1.1 Substitutes Threat
  - 10.1.2 Technology Progress in Related Industry



- 10.2 Consumer Needs/Customer Preference Change
- 10.3 Economic/Political Environmental Change

# 11 UNITED STATES AUTOMOTIVE WIPER SYSTEMS MARKET SIZE (VALUE AND VOLUME) FORECAST (2018-2025)

- 11.1 United States Automotive Wiper Systems Sales Volume, Revenue Forecast (2018-2025)
- 11.2 United States Automotive Wiper Systems Sales Volume Forecast by Type (2018-2025)
- 11.3 United States Automotive Wiper Systems Sales Volume Forecast by Application (2018-2025)
- 11.4 United States Automotive Wiper Systems Sales Volume Forecast by Region (2018-2025)

### 12 RESEARCH FINDINGS AND CONCLUSION

### 13 APPENDIX

- 13.1 Methodology/Research Approach
  - 13.1.1 Research Programs/Design
  - 13.1.2 Market Size Estimation
  - 13.1.3 Market Breakdown and Data Triangulation
- 13.2 Data Source
  - 13.2.1 Secondary Sources
  - 13.2.2 Primary Sources
- 13.3 Disclaimer

The report requires updating with new data and is sent in 2-3 business days after order is placed.



### **List Of Tables**

### LIST OF TABLES AND FIGURES

Figure Product Picture of Automotive Wiper Systems

Figure United States Automotive Wiper Systems Market Size (K Units) by Type (2013-2025)

Figure United States Automotive Wiper Systems Sales Volume Market Share by Type (Product Category) in 2017

Figure Bone Wiper Product Picture

Figure Boneless Wiper Product Picture

Figure United States Automotive Wiper Systems Market Size (K Units) by Application (2013-2025)

Figure United States Sales Market Share of Automotive Wiper Systems by Application in 2017

Figure OEM Examples

Table Key Downstream Customer in OEM

Figure Aftermarket Examples

Table Key Downstream Customer in Aftermarket

Figure United States Automotive Wiper Systems Market Size (Million USD) by Region (2013-2025)

Figure The West Automotive Wiper Systems Revenue (Million USD) and Growth Rate (2013-2025)

Figure Southwest Automotive Wiper Systems Revenue (Million USD) and Growth Rate (2013-2025)

Figure The Middle Atlantic Automotive Wiper Systems Revenue (Million USD) and Growth Rate (2013-2025)

Figure New England Automotive Wiper Systems Revenue (Million USD) and Growth Rate (2013-2025)

Figure The South of US Automotive Wiper Systems Revenue (Million USD) and Growth Rate (2013-2025)

Figure The Midwest Automotive Wiper Systems Revenue (Million USD) and Growth Rate (2013-2025)

Figure United States Automotive Wiper Systems Sales (K Units) and Growth Rate (2013-2025)

Figure United States Automotive Wiper Systems Revenue (Million USD) and Growth Rate (2013-2025)

Figure United States Automotive Wiper Systems Market Major Players Product Sales Volume (K Units) (2013-2018)



Table United States Automotive Wiper Systems Sales (K Units) of Key Players/Suppliers (2013-2018)

Table United States Automotive Wiper Systems Sales Share by Players/Suppliers (2013-2018)

Figure 2017 United States Automotive Wiper Systems Sales Share by Players/Suppliers

Figure 2017 United States Automotive Wiper Systems Sales Share by Players/Suppliers

Figure United States Automotive Wiper Systems Market Major Players Product Revenue (Million USD) (2013-2018)

Table United States Automotive Wiper Systems Revenue (Million USD) by Players/Suppliers (2013-2018)

Table United States Automotive Wiper Systems Revenue Share by Players/Suppliers (2013-2018)

Figure 2017 United States Automotive Wiper Systems Revenue Share by Players/Suppliers

Figure 2017 United States Automotive Wiper Systems Revenue Share by Players/Suppliers

Table United States Market Automotive Wiper Systems Average Price (USD/Unit) of Key Players/Suppliers (2013-2018)

Figure United States Market Automotive Wiper Systems Average Price (USD/Unit) of Key Players/Suppliers in 2017

Figure United States Automotive Wiper Systems Market Share of Top 3 Players/Suppliers

Figure United States Automotive Wiper Systems Market Share of Top 5 Players/Suppliers

Table United States Players/Suppliers Automotive Wiper Systems Manufacturing Base Distribution and Sales Area

Table United States Players/Suppliers Automotive Wiper Systems Product Category
Table United States Automotive Wiper Systems Sales (K Units) by Region (2013-2018)
Table United States Automotive Wiper Systems Sales Share by Region (2013-2018)
Figure United States Automotive Wiper Systems Sales Share by Region (2013-2018)
Figure United States Automotive Wiper Systems Sales Market Share by Region in 2017
Table United States Automotive Wiper Systems Revenue (Million USD) and Market
Share by Region (2013-2018)

Table United States Automotive Wiper Systems Revenue Share by Region (2013-2018) Figure United States Automotive Wiper Systems Revenue Market Share by Region (2013-2018)

Figure United States Automotive Wiper Systems Revenue Market Share by Region in



### 2017

Table United States Automotive Wiper Systems Price (USD/Unit) by Region (2013-2018)

Table United States Automotive Wiper Systems Sales (K Units) by Type (2013-2018)

Table United States Automotive Wiper Systems Sales Share by Type (2013-2018)

Figure United States Automotive Wiper Systems Sales Share by Type (2013-2018)

Figure United States Automotive Wiper Systems Sales Market Share by Type in 2017

Table United States Automotive Wiper Systems Revenue (Million USD) and Market Share by Type (2013-2018)

Table United States Automotive Wiper Systems Revenue Share by Type (2013-2018)

Figure Revenue Market Share of Automotive Wiper Systems by Type (2013-2018)

Figure Revenue Market Share of Automotive Wiper Systems by Type in 2017

Table United States Automotive Wiper Systems Price (USD/Unit) by Types (2013-2018)

Figure United States Automotive Wiper Systems Sales Growth Rate by Type (2013-2018)

Table United States Automotive Wiper Systems Sales (K Units) by Application (2013-2018)

Table United States Automotive Wiper Systems Sales Market Share by Application (2013-2018)

Figure United States Automotive Wiper Systems Sales Market Share by Application (2013-2018)

Figure United States Automotive Wiper Systems Sales Market Share by Application in 2017

Table United States Automotive Wiper Systems Sales Growth Rate by Application (2013-2018)

Figure United States Automotive Wiper Systems Sales Growth Rate by Application (2013-2018)

Table Bosch Basic Information List

Table Bosch Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)

Figure Bosch Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure Bosch Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure Bosch Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

**Table DENSO Basic Information List** 

Table DENSO Automotive Wiper Systems Sales (K Units), Revenue (Million USD),

Price (USD/Unit) and Gross Margin (2013-2018)

Figure DENSO Automotive Wiper Systems Sales Growth Rate (2013-2018)



Figure DENSO Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure DENSO Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table DOGA Basic Information List

Table DOGA Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)

Figure DOGA Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure DOGA Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure DOGA Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table Federal-Mogul Basic Information List

Table Federal-Mogul Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)

Figure Federal-Mogul Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure Federal-Mogul Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure Federal-Mogul Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table TRICO Basic Information List

Table TRICO Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)

Figure TRICO Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure TRICO Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure TRICO Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table Valeo Basic Information List

Table Valeo Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)

Figure Valeo Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure Valeo Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure Valeo Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table Mitsuba Basic Information List

Table Mitsuba Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)



Figure Mitsuba Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure Mitsuba Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure Mitsuba Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table WEXCO Basic Information List

Table WEXCO Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)

Figure WEXCO Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure WEXCO Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure WEXCO Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table AM Basic Information List

Table AM Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)

Figure AM Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure AM Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure AM Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table Hepworth Basic Information List

Table Hepworth Automotive Wiper Systems Sales (K Units), Revenue (Million USD), Price (USD/Unit) and Gross Margin (2013-2018)

Figure Hepworth Automotive Wiper Systems Sales Growth Rate (2013-2018)

Figure Hepworth Automotive Wiper Systems Sales Market Share in United States (2013-2018)

Figure Hepworth Automotive Wiper Systems Revenue Market Share in United States (2013-2018)

Table Valeo Basic Information List

Table SYNDICATE Basic Information List

Table Screen Wiper Solutions Basic Information List

Table Matador Basic Information List

Table Production Base and Market Concentration Rate of Raw Material

Figure Price Trend of Key Raw Materials

Table Key Suppliers of Raw Materials

Figure Manufacturing Cost Structure of Automotive Wiper Systems

Figure Manufacturing Process Analysis of Automotive Wiper Systems

Figure Automotive Wiper Systems Industrial Chain Analysis



Table Raw Materials Sources of Automotive Wiper Systems Major Players/Suppliers in 2017

Table Major Buyers of Automotive Wiper Systems

Table Distributors/Traders List

Figure United States Automotive Wiper Systems Sales Volume (K Units) and Growth Rate Forecast (2018-2025)

Figure United States Automotive Wiper Systems Revenue (Million USD) and Growth Rate Forecast (2018-2025)

Figure United States Automotive Wiper Systems Price (USD/Unit) Trend Forecast (2018-2025)

Table United States Automotive Wiper Systems Sales Volume (K Units) Forecast by Type (2018-2025)

Figure United States Automotive Wiper Systems Sales Volume (K Units) Forecast by Type (2018-2025)

Figure United States Automotive Wiper Systems Sales Volume (K Units) Forecast by Type in 2025

Table United States Automotive Wiper Systems Sales Volume (K Units) Forecast by Application (2018-2025)

Figure United States Automotive Wiper Systems Sales Volume (K Units) Forecast by Application (2018-2025)

Figure United States Automotive Wiper Systems Sales Volume (K Units) Forecast by Application in 2025

Table United States Automotive Wiper Systems Sales Volume (K Units) Forecast by Region (2018-2025)

Table United States Automotive Wiper Systems Sales Volume Share Forecast by Region (2018-2025)

Figure United States Automotive Wiper Systems Sales Volume Share Forecast by Region (2018-2025)

Figure United States Automotive Wiper Systems Sales Volume Share Forecast by Region in 2025

Table Research Programs/Design for This Report

Figure Bottom-up and Top-down Approaches for This Report

Figure Data Triangulation

Table Key Data Information from Secondary Sources

Table Key Data Information from Primary Sources



### I would like to order

Product name: United States Automotive Wiper Systems Market Report 2018

Product link: https://marketpublishers.com/r/UDD1903A452QEN.html

Price: US\$ 3,800.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer

Service:

info@marketpublishers.com

# **Payment**

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <a href="https://marketpublishers.com/r/UDD1903A452QEN.html">https://marketpublishers.com/r/UDD1903A452QEN.html</a>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:	
Last name:	
Email:	
Company:	
Address:	
City:	
Zip code:	
Country:	
Tel:	
Fax:	
Your message:	
	**All fields are required
	Custumer signature

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970

& Conditions at https://marketpublishers.com/docs/terms.html

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms