



ON THE MOVE

Up and Coming Numbers!

As mentioned last month, it is once again time for our semiannual "Up and Coming" numbers report. We at  review sales twice a year to see which numbers have demonstrated strong growth over the previous year. Many of these trends are just an OE part reaching the end of its original life cycle or it may be a poor original design in a given application. Sometimes it could just be that  has a particularly great price point (Coils dominate this report!). All the listed numbers fit 2000 and later model years and had strong sales in the previous year. All are in the top 90% of movement and had a year over year increase of at least 10%. Regardless of the reason(s), these are numbers that you should review now to insure you have them in stock (at the very least). Even if they are already in your inventory, you should review them to be sure you have them at the proper level of distribution – warehouse, hub/feeder store or all stores depending on your own sales history, and in the proper quantities. Insuring that you are in tune with the market trends is crucial today to be able to keep pace with the competition. The old adage that "anyone can have it tomorrow" is so very true today. Soon it may be "anyone can have it today". Be sure you are the supplier that can deliver it today or better yet, right now!

Do you know me?



Blower Motor Resistor Season!

At first blush, one might wonder why we seem to replace more blower motor resistors in the winter months. Let's face it, the blower motor runs just as hard in the summer months with the air conditioning. Newer cars with "climate control", as opposed to the "old days" of heaters (once an option!) and optional air conditioning as two manual systems, run the blower motor year round. The short answer is "heat". The new blower motor resistors changed from old heavy resistance units to electronic controllers when we went to computer control of the climate systems. Electronic devices do not like excess heat. In the summer the cooled air can help provide extra cooling to a blower motor resistor that may be failing or working too hard, in the winter, we are just adding more heat to the mix. When I refer to "working too hard", I mean when a blower motor itself is beginning to fail. Often times in newer vehicles (GM in particular), the blower motor will continue to function "normally" as far as the car owner is concerned – no noise, good airflow. Despite appearances, the motor may be drawing much more amperage than the blower motor resistor was designed to handle. The result – more heat and often the pigtail will also melt/fail (again a common GM occurrence). If you have a failure, throw a low amp probe on the blower motor power wire and check the draw against spec. Also check the cabin air filter (if equipped). A restricted filter can cause low airflow and exacerbate the problem. Be sure to diagnose and do the complete repair!

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Some days you just can't win! Be safe out there, winter will end soon? Sometime? And if you live where it's warm – be thankful, the struggle is real up north.