

OEM ON THE MOVE

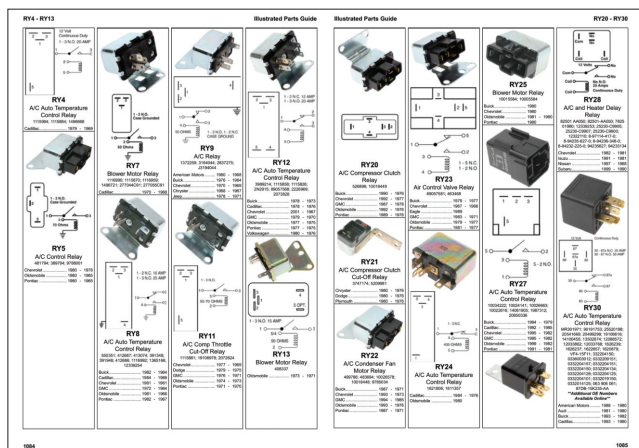
Happy New Year!

With the New Year already in full swing, **OEM** wants to offer you a bit of a preview of some “coming attractions”! Our February edition of On the Move will feature our semi-annual “Up and Coming” numbers report. We publish this list of numbers that have shown strong growth twice a year (second installment in July) to help you insure your existing stock is keeping up with the constant demand changes in our industry. Beyond existing stock updates, look for an additional 130+ new numbers due in the first half of 2019! We will be releasing more details on these as soon as we have the actual stock on hand to sell. No, we are not one of those who issue “new numbers” to parts that don’t really exist to sell to you! Our hope for the New Year is to see the tariffs that have caused so much extra work rolled back. As we mentioned back in November, companies in our industry took many approaches to address these (temporary) increases. To reiterate our position, we have only applied the tariffs to the specific numbers impacted, and have tried to absorb as much of the cost internally as possible with the hope they will be (relatively) short lived. We have indicated the specific numbers impacted in our price list and look forward to announcing price reductions as soon as the program ends!

A relay is a relay (sort of)!

I was out visiting a store when a customer came in looking for a 6V relay for a tractor application. He had purchased a “similar” one elsewhere that didn’t work. The counterman was struggling with finding something to work. Fortunately, we were able to access some SMP resources and find the right part (in stock!). Been in this situation? This month I am sending along a relay “cheat sheet” that defines the numbers found near each contact. A few things to review and keep in mind. A relay is a device that allows a low amp “signal” to control a high amp device. Relays don’t care too much about voltage (i.e. 6V vs. 12V). With the ever increasing number of devices controlled by modules, relays are used more and more. A low amp PCM signal can turn on a “high amp” device such as a fuel pump, A/C compressor, HID lights and so on. As we stock more and more relays, we also have the opportunity to set ourselves apart from other stores when we can identify that odd application (a tractor for instance!). Pin configuration is the first step – it has to plug into the socket. Next one must look at the number on each pin to be sure the internal configuration is correct (see the attached sheet). Some relays will show their internal schematic, if not we lean on our friends at Standard who have an excellent Illustrated Buyers Guide that includes pin diagrams and wiring schematics. You can identify your customer’s part and then check your stock. Of course many of these numbers readily cross to an **OEM** part as well at: www.showmethethparts.com/oem/

Do you know me?



A relay is a relay is a relay?

THE LAST WORD:

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Tell me what you would like to see in future newsletters

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Do you know me?

Regardless of how you celebrate the holidays, we hope for peace, hope and love be with you and your family this season and always. Thank you for your support and friendships.

On the Move! January 2019

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