

ORIGINAL ENGINE MANAGEMENT

OEM ON THE MOVE

Thank you!

As 2018 winds down, all of us at **OEM** want to take a moment and offer a simple "Thank you" for your support and for your business, and most importantly, your friendships over this past year. All too often in our daily work this simple phrase can be overlooked. Although we strive to speak it often, it somehow cannot fully express our gratitude for your partnership and support of our brand. There is constant change and new challenges that face us together and individually every day. We are grateful to have a wonderful team at **OEM** and customers who are great partners in the business of selling engine management. Our wishes for you are that everyone has a chance to pause, relax and reflect on the positives of the past year. Our hope is that you get to reunite with family and friends and to know you have our warmest wishes for a joyous holiday season. All too soon 2019 will be upon us and the annual cycle of shows, sales calls, promotions will begin again. Change and new challenges will continue on as our business and industry evolves. We look forward to continue our partnership in the New Year. Together we hope to meet these challenges with you so all of us can grow our business and profitability in the next year, and beyond!

Do you know me?



Our best holiday wishes to you!

The New Face(s) of OEM in 2019!

2019 will bring about a significant change in how **OEM** represents our product offering in the North American market. Effective January 1st, the award winning Standard Motor Products sales force will be responsible for selling and servicing the **OEM** brand. While we are excited about this new opportunity, we must take a moment to thank those that got us this far. Since the introduction of the **OEM** brand in the 80's we grew and developed the business via our independent sales representatives. Through their hard work the company grew to become a significant force in the engine management category. The hardest part of this transition will be parting ways with the many talented and dedicated representatives we consider our friends. After our acquisition by SMP Corp in 2011, the question has always lingered as to when there might be a change. Since the acquisition we have made many "behind the scenes" updates to software and systems, and the market has been evolving and changing as well. Considering all the factors, the time has come to make this transition and bring the **OEM** brand "in house", with the other SMP brands. What does this mean to you the customer? It will mean a change to a sales team that is 100% dedicated to the SMP family of brands. It will provide a single point of contact for all these brands and the ability to be more consultative across the entire SMP offering. The broadest and best offering in engine management and temperature control continues to offer comprehensive market options for your business!

THE LAST WORD:

Bookmark these important sights for the latest product and application information:

www.oemautoparts.com

www.showmethetheparts.com/oem

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! December 2018

Please call us directly at **1-800-253-7864** for more information or if you need assistance • www.oemautoparts.com