


# ON THE MOVE

## 11 New Numbers!

As mentioned last month, with our new price list, we are announcing 11 new numbers. All 11 are "A", "B" and "C" POP items, so all should be considered for immediate addition to your offering at least at the warehouse level to start. Also included in the sheet are cross references to Standard and WVE numbers.

## New Prices & Tariffs!

Tariffs were a topic of some discussion this year at the shows. Many customers mentioned the difficulty in "keeping up" with the many new price sheets and how different vendors approached this topic. We at  have tried to be as transparent as possible regarding the tariff issue. Our new price list specifically indicates the part numbers impacted by the new tariffs, and only those numbers took increases resulting from said tariffs. We heard many stories of how others were addressing this issue including "across the board" percentages of increase that varied widely. There are reasons for the variation based on product mix, but our thought was to keep it simple and to let you know the specific impact. We absorbed some of the cost, and look forward to an opportunity to roll back these numbers if and when this program is rescinded.

## Quick Tip of the Month!

Our "Do you know me?" photo got me thinking about all the old British car & part jokes over the years. Why do Englishmen drink warm beer? They have Lucas refrigerators! The Lucas headlight switch has three positions, dim, flicker and off! Joseph Lucas – Prince of Darkness! While most good humor is an exaggeration of a truth, these issues with British (and most other cars of the '50's through today) all can trace much of their "truth" back to a common cause – bad grounds! Oh, don't get me wrong, fabric covered wire in harnesses, part quality, questionable mounting and routing of components and wires all contribute to electrical gremlins – and still do today! While we have dramatically improved in many areas, and components are more durable despite being incredibly sophisticated, the basic principles of electricity remain the same. We must have power (amps & volts), a switch to turn it on or off, a path for it to travel (wires), a device or load for it to operate and finally a path to ground to complete the circuit. As mentioned, our wire construction is much better today, but sometimes our connectors and routing are lacking. Our devices or "loads" are much more sophisticated and generally more reliable. The issue that still haunts us all too often is the grounding of the circuit. During repairs a stray ground wire is left loose. Corrosion is still a major concern, even with the improved metallurgy used in today's cars. Don't overlook the lowly ground circuit in your diagnosis – despite all our advances, it still impacts many repairs!



## Do you know me?

Oh, we've all been there....  
**No installation instructions  
 have been found and no  
 clarification if it can be  
 used to replace the smoke  
 from electronic devices.**

## THE LAST WORD:

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 Craig Butt - [cbutt@forecastparts.com](mailto:cbutt@forecastparts.com)

## Do you know me?

Yes, once the "magic smoke" escapes from wiring and/or electronic devices, they usually cease to operate. Now a product we can use to repair some or all of these??????