
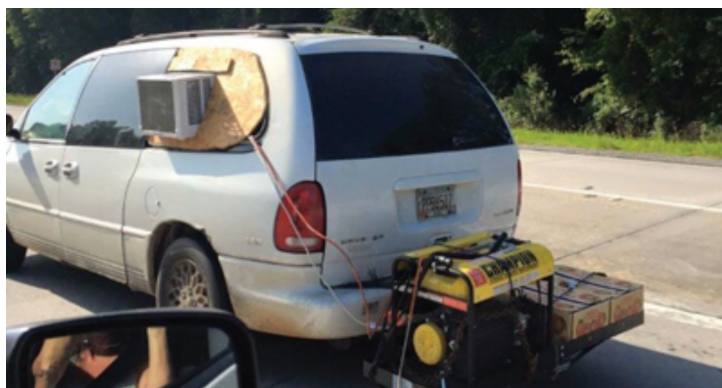


# ON THE MOVE

## Up & Coming Numbers

Once again we are pleased to present you with the semiannual “Up and Coming” numbers report. To refresh your memory (or if this is your first time seeing it), these are the numbers in our offering that have shown a significant increase in sales – in this case 25% or more where the previous years’ sales were greater than 300 pieces to start. This group of 38 numbers only includes those that cover post 2000 model year applications and all are in the top 70% of our demand. We review the data and publish this list twice each year to allow you to check it against your inventory and sales to insure you don’t get “caught short” on these applications with rapidly increasing popularity.  doesn’t claim to know the “why” behind the increase, but if such a significant increase is happening, there is good reason to insure you have these on hand and stocked at the correct levels to capture your share of the sales. This also dovetails in with our goal to provide you with smaller, more manageable reports to help you maximize sales while minimizing your time investment to review them. Please take a few minutes to check your stock and sales against the list to be sure you don’t have any gaps in your coverage.

## Do you know me?



**It’s hot out there folks – stay cool. One of many improvised A/C fixes you can find on the internet!**

## Quick Tip of the Month!

Last month in the “Do you Know Me” section we showed a diagram of a “RCCI” Reactivity Controlled Compression Ignition engine. The unique feature is this experimental design uses both gasoline AND diesel fuels. “Why?” you ask – efficiency. One of the most efficient engines on the road today is about 40% efficient. This “efficiency” is a measure of how much of the fuel is converted into useable energy. Modern Formula 1 engines are about 50% efficient while this new design has achieved 60% in testing. The engine has two injectors, one for gasoline, and one for diesel. Both fuels are injected during the compression stroke and partially mix. As compression increases, an additional injection of diesel fuel causes ignition. This small amount of diesel burns and the flame front travels through the layer of mixed gasoline and diesel and finally into a layer of gasoline in the cylinder. By changing the timing of the injections and the ratios of each fuel there are multiple “tuning” options to achieve power and efficiency. Of course this is still very experimental and you can only imagine the potential issues of having two fuels in vehicle – and expecting the consumer to be sure they put the proper fuel into the proper tank! If you want to see more details, there are numerous online references to this project. A more in depth explanation can be seen in this You Tube video: <https://www.youtube.com/watch?v=pCr6bjQMrgU>

## THE LAST WORD:

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## Do You Know Me?

Amazing what folks can and will do to stay cool on hot summer days. The innovation can be pretty impressive in a strange sort of way!!!