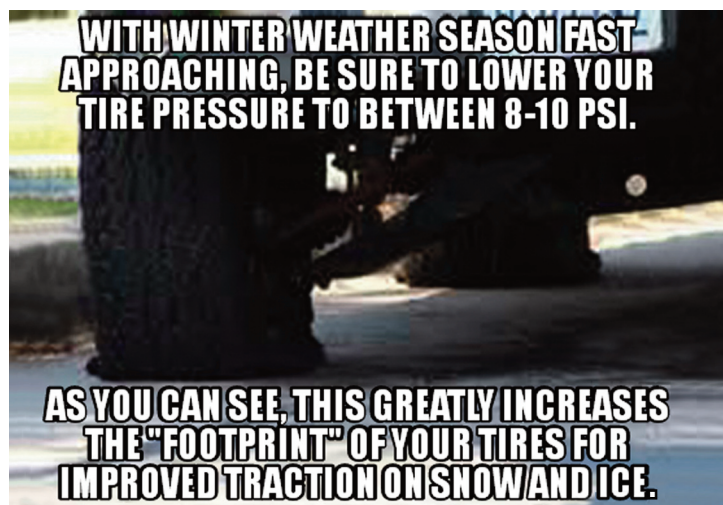


ON THE MOVE

Semi Annual Up & Coming Number report!

New numbers last month, and the semi-annual report on Up and Coming Numbers this month. We at **OEM** want to be sure you have the best of the best in stock for the spring season to get a great start on 2018. The included report features 34 part numbers that all fit primarily post 2000 applications, are in the top 70% of sales nationally AND had over a 20% increase in unit sales from the previous year. All of these numbers are already "A" and "B" pop codes, but now would be a good time to be sure you do have them in stock. If you do, you may also want to check your sales to see if these need to be distributed further down the supply chain. Do your sales indicate these need to move into a satellite or hub location from the warehouse? Are these already in a hub and maybe need to move down to the individual store level? In today's market anyone can have it tomorrow. Be sure you have the most popular parts in the right position to sell when the call comes in. If you want or need more specific recommendations for you market or an individual location, be sure to contact Craig Butt for inventory evaluations and VIO data custom tuned to your market(s).

Do you know me?



No, no and NO!

Quick Tip of the Month!

Some of our friends in the southern states have had a unique taste of the winter weather folks in the north are quite accustomed to seeing. The "northerners" are always a bit amused at the "shock and awe" displayed when it snows south of the Mason-Dixon Line. I'm sure the shoe will be on the other foot as they say when the northerners complain about the "heat" in the summer months, but I digress. A couple of winter tips (that apply to all) to help you through these last few weeks of winter weather.

- 1) Doors frozen shut? Don't yank on the door handle and break it, use your hip to push the door closed. This will often allow the rubber weather stripping to flex and crack the ice that is sealing it shut. A good wipe down with silicon spray or rubber protectant can help prevent a recurrence.
- 2) Locks frozen? Use a hairdryer to warm your key and the locks to free them up. Keep in mind newer keys often have chips/electronics and using a match or lighter to warm them MAY damage them and make for a costly replacement. Use dry graphite to lubricate the lock cylinders once thawed.

And of course once you do get in the car, be sure your windows are clear and you remove as much snow or ice as you can before you start out. Snow and ice flying off your car may cause an accident for others. Be careful out there – spring is coming soon!

THE LAST WORD:

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

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www.showmetheparts.com/oem

Tell me what you would like to see in future newsletters

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Do You Know Me?

Amazing what internet trolls will suggest – and some people will actually attempt!