

ON THE MOVE

Up and Coming Numbers!

As mentioned in last month's newsletter, we are featuring the midyear "Up and Coming" numbers report this month. Yes, it is hard to believe the year is half over already. There have been some signs of the market improving (slightly) the past couple of months. Now's a good time to review this short list of parts with growing demand. All of these fit post 2000 applications and were good movers in the previous 12 months (13-24 months ago) but have shown over 10% growth in the most recent 12M period. As always, we can't tell you the "why", but we can tell you the demand is strongly on the rise. As with many things this year, we have pared down the list to be more streamlined. We are striving to be more precise and concise in the information we give you. All of these should be safe to add to your warehouse inventory at the very least. Be sure you have the inventory in place to meet the demand of our ever changing market! If you're not seeing some pickup in sales, perhaps a few of these numbers in your stock will help. Or, as always, a more comprehensive review of your stock is always an option. Contact Craig Butt cbutt@forecastparts.com for more information on what inventory analysis we can provide to you!

Do you know me?

State of the art in the '70's. With 8-12 connections to make to get started – but no software updates to buy, do you know the cost of this top of the line piece of equipment new?



Quick Tip of the Month!

Continuing our discussion on information this month, we turn from TSB's to DTC's (Diagnostic Trouble Codes). Since the second generation of on board diagnostics in 1996 (OBDII), we have had a lot more information available from our vehicles to help us in the diagnosis of vehicle problems. Keep in mind, OBDII was developed to tell us when our cars were running "dirty". The "Check Engine" light is illuminated when the vehicle calculates it is polluting at 1.5 times or more than it was designed to. While the car can compensate by making adjustments, when it calculates it can no longer run clean enough – the light comes on. Any number of sites will interpret the codes for free and basic code readers can be found online for under \$10. As is often the case, a little information can be dangerous. This basic information is a good STARTING point. Most shops have more than one tool that can read much more than a simple code – at a cost of \$1000 and up. Also, as mentioned above, a code is a starting point to diagnose a problem. A code for a lean O2 sensor does not necessarily indicate a bad O2 sensor – it means the O2 sensor is seeing more air than it should, it could be a broken vacuum hose. As always, one must understand the system, use the information provided and then test and diagnose the root cause of the problem. The DTC is not a "try this part first" code! Be sure your customers understand this important tool provides a starting point for a thorough and proper diagnosis of their issue!

THE LAST WORD:

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

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Tell me what you would like to see in future newsletters

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Do You Know Me?

In 1980 a Sun Infra-Red Engine performance tester was priced in the \$10K-\$12K range (analog type as shown) the "new" computer powered versions that followed initially were sold for \$49,995!