

# ON THE MOVE

## Staying “lean and mean”!

OK, so maybe not so “mean”, but we are working on “lean” or “right sized”. Over the past several years we have seen quite a few numbers fall off in popularity. In many cases these numbers still have demand in a very specific market, just not in the automotive aftermarket. In some cases, we jumped in a bit early on an application and the demand just isn’t there yet. Our focus for the OEM brand has always been the “top 80%” of demand, so it was time for some house cleaning. Many of you have seen the announced list of discontinued numbers. While it may appear extensive, it only constitutes about 5% of our total demand. Having these numbers moving “out of the way”, it makes room for us to continue adding NEW numbers. We have always been a lean operation and clearing this space in our warehouse of these “slow movers” allows us to continue to operate in our (relatively) small footprint and not incur the expense of acquiring more warehouse space. Just like you, the customer, we want to turn our inventory to allow us to be “the best value in engine management”! Stand by for NEW product coming soon that is even more focused on true growing market demand. We want to be just like you – having the right inventory available at the right time!

## Do you know me?



Based on our tech tip, this should be an easy guess. But everyone loves a good deal that can make their life a little easier right?

## Quick Tip of the Month!

I was working a customer show this week and had a question come up about an issue I previously wrote about, but often gets overlooked. The issue was a “no start” condition on an early ‘90’s (OBD I) vehicle. The vehicle in question just wouldn’t start if the temperature was below around 40 degrees (F). On warmer days, or if you put the vehicle in a warm building, it started right up. The shop had replaced “everything” except the module (pickup, cap, rotor, wires, etc.) and said the vehicle cranked over fast and strong. I told him it could be a module that had an issue that was temperature sensitive. I asked if they had checked the voltage during cranking? He looked at me a bit funny and said “but it cranks just fine”. I went into a brief discussion of “amps” vs. “volts” and explained while the battery may have good cranking amperage, the voltage may be low. Often if this occurs, ignition systems will fail to “wake up” and provide a spark or injector signal. He thought a minute and said the problem did start after replacing a battery that had been damaged. This can be one of the most frustrating “intermittent” problems that can wander into your life. Cool morning – no start. By the time a shop sees it later in the day (warmer) it starts just fine. While this was an OBD I system, OBD II vehicles are also susceptible and can be even more maddening as it can impact other modules in the network as well. Before you start tossing parts at an intermittent problem, check the basics, good battery health (amps & volts), good grounds and preventative maintenance up to date!

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## Do You Know Me?

Multiple online sources now have digital volt meters that plug into your car’s “power port” (or what us old people refer to as a cigarette lighter) for less than \$5. While a digital voltmeter is your friend, this is a cheap “fast check” of voltage while cranking.