




ON THE MOVE

A little more change!

This year could certainly be the epitome of change for a long time to come. We at **OEM** continue to strive to keep up with changing trends and adapt in a way that provides for the most effective solutions to our customers' needs. To that end, we are going to change our primary means of providing printed communication to you. While "On the Move" is not going away entirely, we will be using it only for "special editions" in the future. As we continue to streamline and align our systems with the rest of SMP Corp., we will begin utilizing the Bulletin format that should already be familiar to most of you. Participating in this established system will allow us to be consistent with the other SMP brands in how we deliver our information. SMP's Bulletin process also allows for an established system of archiving documents for the sales team to easily access for future reference. Having a "regularly scheduled" newsletter will be something we will miss, but times change. We think utilizing the Bulletin system will be the timeliest means of providing you new information "as it happens" rather than waiting for a scheduled publication date. Today we are seeing how fast change can happen. We too are trying to change as rapidly as the times and help you stay as current as possible. We will continue to explore any and all opportunities to provide you with accurate and timely information that can impact your business. Change can be positive if you embrace it and find a positive way to apply it to your circumstance! Stay safe and watch for more news from us here at **OEM**!

Do you know me?



**Look for the OEM masthead
on an SMP Corp Bulletin
coming to you soon!**

Powerful New Inventory Management tools!

We have had the pleasure of working with many of you over the years to help manage your stock of **OEM**. We have always used all the data we had available to insure we made the best recommendations possible for your inventory. In today's market, data is power and being able to take that data and apply it is critical. As our integration within SMP continues to evolve, new data and inventory tools are now available. We can now take advantage of a much larger database of sales data along with more powerful software than we previously had at our disposal. In addition, as many of you stock Standard as your "full line" in engine management, we can now evaluate your OEM in conjunction with your Standard inventory to provide a more comprehensive review and recommendation for your business. Craig Butt is now also working with the Field Category Management group at SMP. He is continuing to work with many of the OEM customers via that group. With the revisions made to the OEM line over the past couple of years, and depending on how you choose to "go to market" with OEM and Standard, this new software and data access should be of great value to you! By utilizing this more comprehensive review via the expanded data access and analytical tools, we can now do more help to optimize your engine management offering. This is just one more way we plan to continue to be "The Best Value in Engine Management!"

THE LAST WORD:

Bookmark these important sights for the latest product and a plication information: www.oemautoparts.com;
www.showmetheparts.com/oem

Tell me what you would like to see in future newsletters
Craig Butt cbutt@forecastparts.com

Do you know me?

It has been our pleasure to reach out to you via "On the Move" over the past few years. Though it may not be as frequent moving forward – look for an occasional issue in the future!

On the Move! May / June 2020

Please call us directly at **1-800-253-7864** for more information or if you need assistance • www.oemautoparts.com