

# Under the Hood



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## Key Factoids:

The average price of regular gas in the US on 11/14/11 is \$3.388 and in Canada is 121 / cL.

The Toyota Corolla was first sold in 1966 and has had 10 major design changes in that time leading it to become the most produced car in history.

Steve Jobs once said: Being the richest man in the cemetery doesn't matter to me. Going to bed at night saying we've done something wonderful, that's what matters to me.

Crude oil production in the US rose to 5.89 million barrels a day in the week ending 11/11/11.

## “HOT” Vehicles

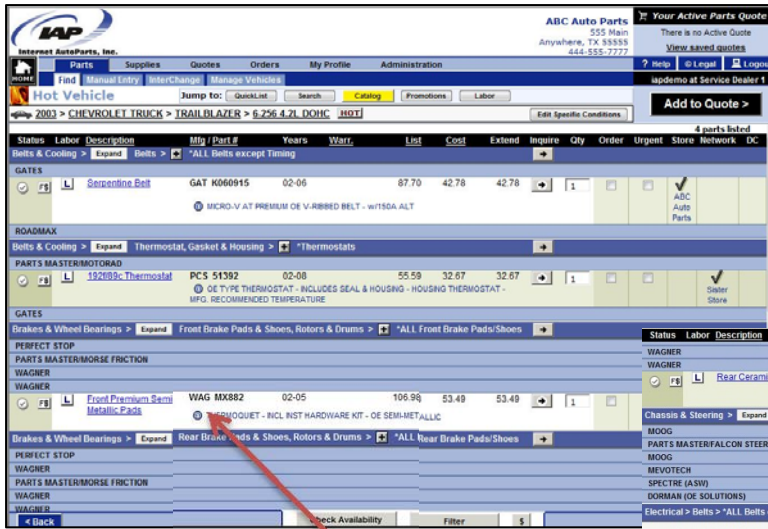
Internet AutoParts recently announced (11/17/11) a new software release. There is a lot of new functionality in this release including a new user interface (UI) for the IAP eStore users. One of the unique features is the identification of the Top 100 vehicles that have had parts ordered during the previous 18 months, which are identified as “HOT” in the application:

The screenshot shows the IAP website interface. At the top, there's a navigation bar with links like 'Parts', 'Supplies', 'Quotes', 'Orders', 'My Profile', and 'Administration'. Below that is a search bar and a list of vehicle models. A table lists the top 100 vehicles, with the first row highlighted as 'HOT'. A red arrow points from the text above to the 'HOT' label in the table.

Date	Year	Make	Model	Owner
10-14	2003	CHEVROLET TRUCK	TRAILBLAZER	
10-13	2006	FORD TRUCK	EXPLORER	Smith
10-11	1996	CHEVROLET	CAVALIER	
10-07	2005	BUICK	LACROSSE	
10-06	2001	FORD TRUCK	F150 PICKUP	
10-05	1996	INTERNATIONAL TRUCK	4800	
10-05	1998	LINCOLN	TOWN CAR	
10-05	1975	LINCOLN	MARK SERIES	
10-05	1996	SAAB	9000	
10-05	2006	FORD TRUCK	EXPEDITION	
10-05	2004	FORD TRUCK	EXPLORER	
10-04	1987	CHEVROLET	BERETTA	
09-19	2004	CADILLAC	DEVILLE	
09-19	1995	FORD	ASPIRE	
09-16	1999	DODGE TRUCK	DAKOTA	Sally
09-15	2003	CHEVROLET TRUCK	SILVERADO 1500 PU	
09-15	2002	CHEVROLET TRUCK	SILVERADO 1500 PU	
09-15	2002	CHEVROLET	IMPALA	
09-15	2000	FORD	TAURUS	
09-14	2007	CHEVROLET	COBALT	
09-14	1997	CHRYSLER	TOWN & COUNTRY VAN	
09-12	1999	FORD	TAURUS	
09-12	2004	FORD TRUCK	EXPLORER	Armus
09-12	2004	FORD TRUCK	EXPLORER	
09-02	2003	SATURN TRUCK	VUE	

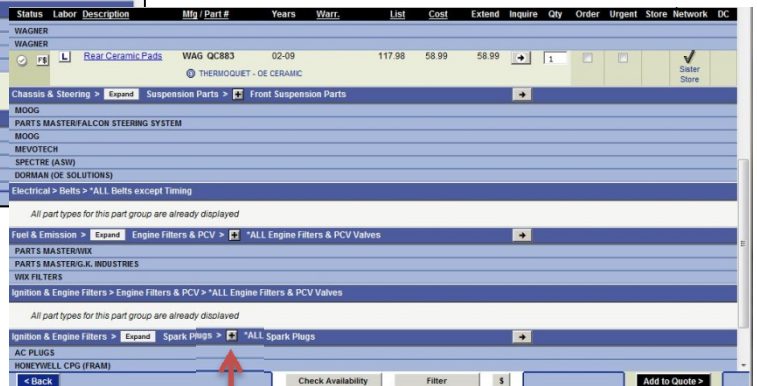


Not only does IAP identify the top 100 vehicles, IAP also identifies the top 5-7 part types for parts ordered for that vehicle. In the following example, assume the Automotive Service Professional has selected the 2003 Chevy Trailblazer. If the “HOT” Button next to that vehicle in the recent vehicle list is clicked, the following displays are presented to the Service Dealer:



For this Chevy Trailblazer, the system brings up the most ordered part types in the last 18 months: Belts, Thermostats, Front Brake Pads, Rear Brake Pads, Filters, & Spark Plugs. This allows the Service Dealer with an opportunity to discuss other possible repairs with their customer, e.g. Thermostats.

In addition to showing the part types, the system also displays the top part numbers that have been sold by all distributors for this part type. There may or may not be a



part number shown for a specific distributor. However, the “+” button next to the part type description will expand that group to show all of the part numbers for a specific distributors to make it easier for the Service Dealer to pick the correct part for that application.

The “HOT” Feature can be used in a variety of ways by the Automotive Service Professional:

- Review the top part types for the vehicle and inspect those as required
- For “un-inspectable” parts, discuss with the consumer the need to replace or not
- Provide the consumer with additional information that is not typically available to them

For more information about the “HOT” vehicle feature, please visit the IAP You Tube Video entitled: “An Overview of the IAP eStore”.

## IAP's You Tube Channel

IAP is pleased to announce that it has a new You Tube Channel:

[www.youtube.com/iapshop](http://www.youtube.com/iapshop)

Check it out! These short videos serve as a way to provide training and support to the Automotive Service Professional as well as the Distribution Sales Team.



Feedback and suggestions are always welcome. Send email to: [suggestions@iapshop.com](mailto:suggestions@iapshop.com)

