

# Under the Hood



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**ISSUE 15**

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## Key Factoids:


The average price of regular gas in the US on 01/17/12 was 3.391 / gal, and was 120.8 CAN c/L in Canada.

Unemployment rate in the US was 8.5% for December, 2011. Non-farm employment rose by 200,000 in December as well.

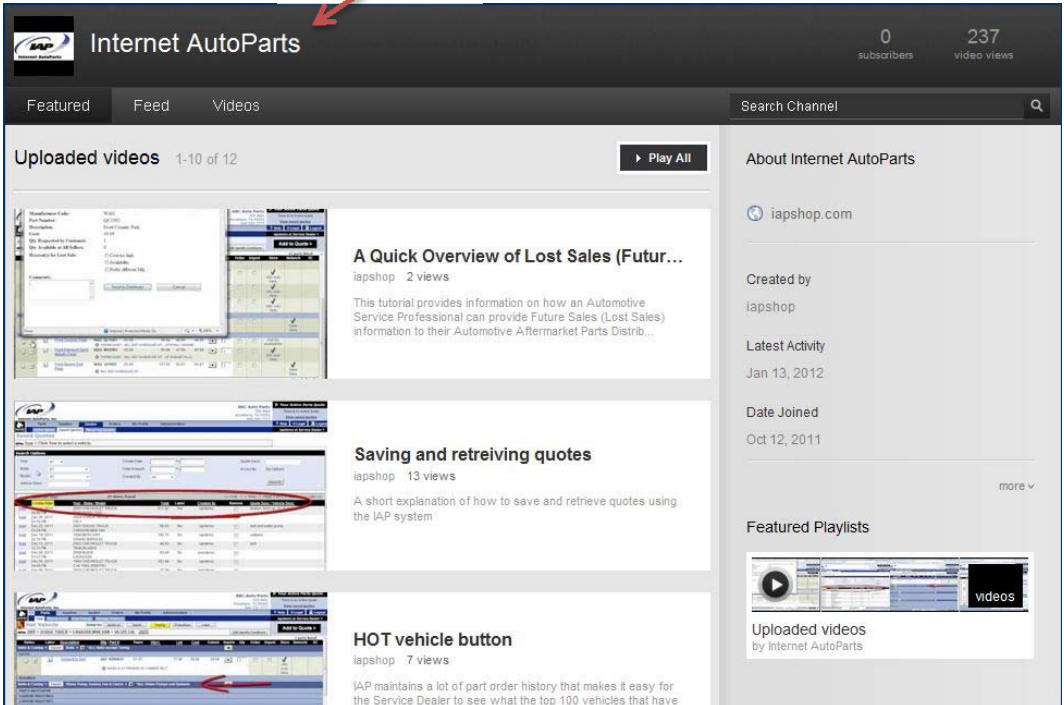
According to USA Today, the average age of a consumer US car or truck is 10.8 years old as of July, 2011, up from 10.6 years old in 2010.

GM, once again, can lay claim to the "World's Largest Automaker" for 2011, surpassing Volkswagen (#2) & Toyota (#3).

## IAP You Tube Video Channel

Internet AutoParts has been very busy since last October creating  Videos targeted at the Automotive Service Professional on how to better utilize the IAP eStore application. To get to the site, simply go to

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



Internet AutoParts

0 subscribers 237 video views

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Uploaded videos 1-10 of 12 [Play All](#)

**A Quick Overview of Lost Sales (Futur...**  
iapshop 2 views  
This tutorial provides information on how an Automotive Service Professional can provide Future Sales (Lost Sales) information to their Automotive Aftermarket Parts Distrib...

**Saving and retrieving quotes**  
iapshop 13 views  
A short explanation of how to save and retrieve quotes using the IAP system

**HOT vehicle button**  
iapshop 7 views  
IAP maintains a lot of part order history that makes it easy for the Service Dealer to see what the top 100 vehicles that have

About Internet AutoParts

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

Created by iapshop

Latest Activity Jan 13, 2012

Date Joined Oct 12, 2011

Featured Playlists

Uploaded videos by Internet AutoParts

Once on that site, scroll down and see a complete list of videos. There are more being created all the time, so be sure and visit from time to time. As of the date of this publication, the following table provides a complete list of all of the current videos:

You Tube Video Title	Description	Link
<b>An Overview of the IAP eStore – New Software Release</b>	A PowerPoint Overview of the new software compared to the “Classic” View	<a href="#">You tube video - Overview</a>
<b>Using the Filter and \$ Button</b>	A quick overview regarding the “Filter” and “\$” on the parts list pages	<a href="#">You Tube Video - Filter &amp; \$ Button</a>
<b>Using the Quick Pick List</b>	An introduction to the Quick Pick List in the new software release	<a href="#">Quick Pick List Video</a>
<b>Using the Hot Vehicle Button</b>	A discussion of the “HOT” button and how to best benefit from its use	<a href="#">Hot Vehicle Video</a>
<b>Changing Part Look Up Default</b>	A quick overview of how to change the part look up default	<a href="#">Change Part Look Up Default Video</a>
<b>Saving and retrieving quotes</b>	A short explanation on how to save and retrieve quotes	<a href="#">You tube video - saving and retrieving quotes</a>
<b>Using the Power Box</b>	A quick introduction on how to enter a vehicle using the Power Box	<a href="#">Power Box Video</a>
<b>Entering a Vehicle by Year, Make, Model</b>	Enter a new vehicle for parts look up using the Year, Make, Model, Engine	<a href="#">Entering a Vehicle Video</a>
<b>A quick how to – Entering Additional Vehicle Info</b>	IAP’s eStore system can keep up with additional information, learn how to enter	<a href="#">Entering Additional Vehicle Information Video</a>
<b>A Quick Overview of Lost Sales (Future Sales)</b>	A simple guide for the Automotive Service Professional to provide Lost Sales data to the parts distributor	<a href="#">Future (Lost) Sales Video</a>

## Technical Tip

**Q: Is it possible for different Service Dealers to see inventory from different locations for the same distributor?**

**A: Yes! The part distributor can setup a seller network for each Service Dealer. This is done in the AdminApp.**



IAP wants to make it easy to get the most out of the system. Take time to look at these, as most are really short, and make sure you furnish this information to your Automotive Service Professionals. You Tube is very easy to use and the videos can be changed to full screen if needed.

Finally, remember all of these newsletters are posted on the IAP website at [www.iapshop.com](http://www.iapshop.com).

### Suggestions

Please send any suggestions that you or your customers have regarding Newsletter topics or product ideas to: [suggestions@iapshop.com](mailto:suggestions@iapshop.com)

