



Sales & Stock Control Database System for Marine Dealerships

An Intelligent System to Grow Your Business

Take control of your sales

- Know
 - the bottom line on a daily basis
 - who's making the profits
 - the dollars invested in stock
 - what's on order in dollar terms
 - floorplan liability at any time
- GST made simple in everyday trading
- Pre-empt cash flow problems
- Control the sales process including quotations
- Cross reference all stock movements

A tool giving small business a simple road to success

Marine Sales Database System

Overview

The following pages will give you a sample of the main areas of Marine Sales, yet the system has many more 'extras' than can be shown here or even during a demo.

Because the system has been designed by a marine dealer for marine dealers, all the normal processes that are required have been built in.

Try this scenario :

You are setting up a quote for an interested customer and the item is not in stock. Simply click on the item in the price list rather than from your stock list and add the item to the quote. Click on any options, click on any standard charges or standard clauses to very quickly make up the quote. Manually add/edit any wording if required. View the profit margin and adjust any single price or the total price to fine tune the sale. Print out a very neat looking quote to hand to the customer.

Remember that all 'attached costs' follow the stock item and will not be forgotten in the pricing. Any floorplan interest is calculated daily and follows the stock item. Options fitted to the stock item have already been defined when entering stock record and are automatically loaded onto the quote.

When the customer wants to go ahead with the deal, click the 'Make OTP' button to turn the quote into an Offer to Purchase. When the customer leaves a deposit, click the 'Receipts' button to store that amount against the OTP. When a trade in is involved, click the 'Make Stock Item' button to quickly bring the trade into stock. When the trade is over-valued, click the 'Apply OV' button and the system will automatically make the necessary adjustments to this sale and also the traded item.

For those items quoted from the price book, click the 'Make Stock Item' button to create a stock item record that can be flagged as 'In Build' or 'In Transit'. Click the 'Order Item' button to print out an order sheet that can be faxed to the supplier.

A set of sales reports will list sales and profits and may also be used for commissions.

A Bit More on Floorplan :

The system stores all floorplan details for any stock item. A single floorplan trust can have multiple items. Interest free periods are included if applicable. Marine Sales automatically calculates the floorplan interest daily so that floorplan costs are always up to date.

Come the end of the month, the dreaded monthly interest billing arrives. Simply open the 'Reconcille Floorplan' screen and compare their charges against what Marine Sales has calculated. If a discrepancy is found, click one button to display the floorplan record to enable you to resolve the issue. Floorplan also includes payments, payouts and any 'other' charges.

A set of Floorplan reports will list floorplan liability and monthly charges etc.

We could keep going ...

We haven't even mentioned 'Rigs' yet, but enough talk, we all need some action. ...

We do generous deals to get you going ... talk to us today.

Get onboard Marine Sales ...

It's here now and it's working ...

Marine Sales Database System



Main Menu

**Marine Sales - the most comprehensive and flexible sales tool on the market.
Specifically designed for the marine industry in conjunction with one of
Australia's leading dealers.**

Essential Controls for your business

- ◆ Offer to Purchase (OTP) & Quote Management
- ◆ Stock Control
- ◆ Price Lists in one place
- ◆ Floorplan Control
- ◆ Comprehensive Reporting

Marine Sales - just what you need to run your business

Marine Sales Database System

The Offer to Purchase (OTP) screen.

OTP Header ...

OTP # 51896
Required Fields
Show All
Location Default

OTP Date 25/9/02 Sales Person Glenn Location Sydney
Customer Uhe Peter Status Open Date Sold
Address Lot 1153 Koolinda Way Exmouth WA 6707 Date Closed
Phone(s) 99493264 Fax 99493203
DOB 1/8/61 DL #/Expiry 3052753 Photo ID ?
Insurance Club Marine Finance YMAF for \$10,303.2
Comments
Delivery Date

OTP Rems ...

Type	Stock Item # (* View Item)	Item Description	Sell (inc GST)	Pkg	Make Item
Boat		New Quintrex 420 Fishseeker #125254	\$4,080.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Motor		New Yamaha 30DMHL ser#1000086	\$3,530.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Trailer		New Trailit Trailers TA360 #6TFTRAILIT2C10601 #1TEA 741	\$1,770.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Option		Bimini canopy	\$750.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Option		Quintrex Decks Side Extruded 420	\$370.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Option		2 x Rod holders	\$30.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Option		2 x Padded swivel seats & clamp brackets	\$300.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Option		Under 5.0m boat registration including numbers	\$115.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Misc		Club Marine Insurance comprehensive \$11,000. No water skiers	\$358.20	<input type="checkbox"/>	<input type="checkbox"/>
*				<input type="checkbox"/>	<input type="checkbox"/>

Total Item \$11,303.20

Trade Item Description	Trade Value	Stock Item #

Make Trade Item

Item Total	Value
Item Total	\$11,303.20
Less Trade	\$0.00
TOTAL	\$11,303.20
Less Receipts	\$500.00
Balance	\$10,803.20

Record: 166 of 1561 (Filtered)

- ◆ Complete pricing and profit margin control.
- ◆ Easy point and click to add Stock or Price List items.
- ◆ Record all monies received and print Receipts.
- ◆ Handle Trade-Ins and over-valuations with ease.
- ◆ Can 'Package' multiple items into a single price.

- ◆ Quickly make new Stock Items.
- ◆ Search customer previous purchases.
- ◆ Search on any field
- ◆ Restrict display by Status (eg current OTP's)

Marine Sales Database System

The Stock Item screen.

Stock Items (In Stock Sydney)

Item Details ...
Stock Item # **3031** In Rig # **31166**
Item Type **Boat** *Copy from Price List Item->*
Model/Desc **420 Fishseeker /extruded side decks**
Supplier **Quintrex** Code
New/Used **New**
Location **Sydney**
Serial # **125254** Rego # **BR479**
HIN/VIN #
Ownership **Under Floorplan**
Last Owner
Track Item **Received**
Date Received **15/11/02** Required Fields
Pre Sold? **Yes**
Includes Options/Accessories/Other ...
▶ Canopy 4.2m-4.75m sst frame with double zij
*
Add Price List Items->

Cost Details ...
Invoice Price **\$4,748.37**
GST % **10.0** **\$431.67**
Cost (ex GST) **\$4,316.70**
Floorplan Cost **\$269.60**
Attached Costs **\$857.51**
Total Cost **\$5,443.81**

Order/Invoice/Payment Details ...
Order #
Order Date **26/9/02**
Expected Delivery Date **15/11/02**
Invoice # **T008055**
Invoice Date **11/11/02**
Date Became Asset

Self Details ...
Total Cost **\$5,443.81**
MU % **14.5** **\$789.59**
Sell Price **\$6,233.40**
GST % **10.0** **\$623.34**
RRP (inc GST) **\$6,856.74**

Comments **ordered with canopy envelope**

Status **Pending Sold** Trust # **092328**

OTP	Date Sold	Sales Person	Customer
52063 *		Troy Evans	

Attached Costs (exc GST) ...

Details	\$ Cost	Date	Supplier	Inv #/WS #	Asset Date
▶ Boat rego	\$77.20	28/11/02	DPI	462847	28/11/02
Fit up, rod holders, seats	\$330.31	29/11/02	w	21980	29/11/02
bimini canopy	\$450.00	30/11/02	foreshore	983	30/11/02
* Total Attached Costs	\$857.51				

Add Price List Items->

Record: 101 of 245 (Filtered)

- ◆ Keep track of all Stock Item details including accessories.
- ◆ Record attached costs plus any Floorplan charges.
- ◆ Easily change markup in % or \$ terms or change RRP.
- ◆ Track stock in build, in transit or stock received.
- ◆ Quickly view the availability status of any item and any OTP details.
- ◆ Print hard copy for filing.
- ◆ Print Order form.
- ◆ Search on any field
- ◆ Restrict display by Status

Marine Sales Database System

The Price List screen.

Click on the tree to position the list ... Use this screen to maintain your Price List Items that can be added to Quotes, OTP's, Standard Packages and/or Orders. Microsoft Excel can be used to great benefit in maintaining this list (see User Tips below). Required Fields

Supplier	Category	Supplier Code	Order	Item Description	Type	Cost (exc GST)	Sell (inc GST)
Quicksilver	Sports		7	QS 380 HD Sports Max 25hp	Boat	\$1,920.95	\$2,330.00
Quicksilver	Sports		8	QS 340 HD Sports Max 25hp	Boat	\$2,172.70	\$2,630.00
Signature	460BR		1	460BR	Boat	\$9,456.00	\$12,690.00
Signature	460BR		2	Freight to Perth	Option	\$1,150.00	\$1,550.00
Signature	460BR		3	Bow rail - low profile	Option	\$248.00	\$340.00
Signature	460BR		4	Bow tonneau	Option	\$258.00	\$350.00
Signature	460BR		5	Bait prep board	Option	\$546.00	\$740.00
Signature	460BR		6	Carpet - full cockpit	Option	\$444.00	\$600.00
Signature	460BR		7	- clip in cockpit	Option	\$196.00	\$270.00
Signature	460BR		8	Clarion AM/FM CD Player with 2 speakers	Option	\$757.00	\$1,020.00
Signature	460BR		9	Cleats - pop up (pair)	Option	\$230.00	\$310.00
Signature	460BR		10	Compass - dash mount (Ritchie)	Option	\$75.00	\$110.00
Signature	460BR		11	Dash handle	Option	\$49.00	\$70.00
Signature	460BR		12	Foam filled floor	Option	\$675.00	\$910.00
Signature	460BR		13	Fuel gauge (dash)	Option	\$57.00	\$80.00

Record: 547 of 2144

List Utilities ...
Copy from Excel Re-Sort List
Delete Records by Supplier/Category
Replace Supplier/Category Name

User Tips ...
Click on the 'Copy' button for directions on how to copy rows from an Excel spreadsheet (or other program).
You may need to use the 'Delete' button to first delete any existing records to be replaced.
Supplier and/or Category names in this list may be changed by using the 'Replace' button.
Supplier and/or Categories may be selected from the pull-down list or new ones typed in (new entries will be added to the pull-down list).
Click 'Re-Sort' to reorder the list after new records have been added etc.

- ◆ All supplier price lists in one readily accessible place.
- ◆ Unlimited supplier price lists and subcategory groups.
- ◆ Easy to update prices (eg copy/paste from Excel).
- ◆ Price list supports Quotes/OTP's.

Marine Sales Database System

The Floorplan screen.

Floorplan Header ...

Trust Receipt: 073504 Provider: GE Commercial Required Fields: Show: Current Location: Default

Supplier Code: Date of Trust: 7/9/00 Rebate Exp Date: Location: Sydney

Start Rate %: 11.50 Date Interest Start: 6/12/00 Maturity Date: 1/1/01

Comments: All Items Paid Out? No

Floorplan Details ... All floorplan amounts are exc GST

Item Number: 624 Item Name: 560 Classic WTD (S) Item Cost: \$11,392.20 Item GST: \$1,139.22

Payments & Payouts ...

Date Paid	Amount	Type	Comments
14/12/01	\$1,139.22	Curtailment	
21/2/02	\$1,025.29	Curtailment	
10/4/02	\$922.77	Curtailment	
Total	\$6,488.22		

Item Paid Out? No

Interest ...

Interest From Date	Interest To Date	Opening Balance	% PA	Days	Interest Amount	Comments
1/6/03	12/6/03	\$4,903.98	11.80	12	\$19.02	
1/5/03	31/5/03	\$4,903.98	11.80	31	\$49.15	
1/4/03	30/4/03	\$4,903.98	11.80	30	\$47.56	
1/3/03	31/3/03	\$4,903.98	11.80	31	\$49.15	
Total					\$2,559.55	

Other Costs ...

Date Paid	Description	Amount	Type	Comments
6/12/00	Up front finance charge @0.5	\$56.96	Finance Charge	pd 21/12/00
12/8/02	EXTENSION	\$25.00	Finance Charge	PD 12/8/02
Total		\$131.96		

Total Floorplan Cost: \$2,691.51

Record: 1 of 1

Record: 1 of 145 (Filtered)

- ◆ Automatic daily interest calculation.
- ◆ Record interest, payments, payouts and other costs.
- ◆ Multiple items on one Trust Receipt.
- ◆ Reconcile interest charges against monthly billing.

- ◆ Automatic update of Stock Item costs.
- ◆ Manages interest free period.
- ◆ Search on any field
- ◆ Restrict display by Status (eg current Floorplan)

Marine Sales Database System

Sample of Reporting

Items In Stock (exc consignment) as at 14/11/00

Item #	Rig #	Description & Serial/Rego #	Costs (ex GST)			
			Invoice \$	Floorplan \$	Attached \$	Total \$

New

Dassen Engineering

B751 3000 Polythylene R

Supplier Totals

Haines Signature

267 267 460 BR AU/H

B931 3004 460C AU/HSE

1256 3148 520BR TONN
WHEEL/SWIN
PLATFORMS

Items In Build as at 14/11/00

Delivery Date	Item #	Description & Serial/Rego #	Costs (ex GST)		
			Invoice \$	Floorplan \$	A

Dunbier

3/11/00 1695 Center Line 5.3 TM \$2,673 \$0

Dunbier Totals \$2,673 \$0

Haines Signature

1/12/00 1408 630F \$20,182 \$0

OTP Sales - 1/07/00 to 30/07/00

Item #	Item Description	Date Sold	Total Cost (ex GST)	Price Sold (ex GST)	% Margin	\$ Margin	Item
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Cameron Yates

OTP #: 50272

202 NewBoat 385 Explorer 83351 1/07/00 \$1,967 \$2,506 27.4% \$539 Pur

1283 NewTrailer T-200 1TCB 883 1/07/00 \$654 \$820 25.3% \$165 Pur

1246 NewMotor 15ML T112290 1/07/00 \$1,838 \$2,302 25.3% \$464 Floorplan P

OTP Totals \$4,459 \$5,628 26.2% \$1,169

Rigs Available as at 14/11/00

Rig #	Hull Description & Serial/Rego #	Motor Description & Serial #	Trailer Description & Serial/Rego #	Cost i	Pur
				Hull \$	

Dassen Engineering

3000 Polythylene Rotational Mold B

Supplier Subtotal

Haines Signature

267 460 BR AU/HSE07688K900

3004 460C AU

3148 520BR TO
WHEELS
PLATFOR
AU/HSE0

3111 520C BO
PLATFOR
AU/HSE0

GST Payable on Used Sales - 1/07/00 to 30/07/00

Date Sold	Item #	Description	Item Invoice Price	GST Input Credit
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6/07/00 271 Used Boat CLASSIC YACHT \$3,000 \$273
YC.1114

Floorplan Capital & Costs (In Stock/In Transit) as at 14/11/00

Item #	Description & Serial/Rego #	Trust #	Delivery Date	Capital (exGST)		Costs (Interest \$)
				Invoice \$	Payouts \$	

GE Commercial

Sold

1395 350 EXPLORER 93298 n 19/09/00 \$1,799 \$0 \$0

B928 500 Millenium Sea Breeze 74403 060928 29/03/99 \$10,118 \$0 \$0

B945 475 Millenium Bayhunter 75439 061825 31/05/99 \$8,616 \$0 \$682