

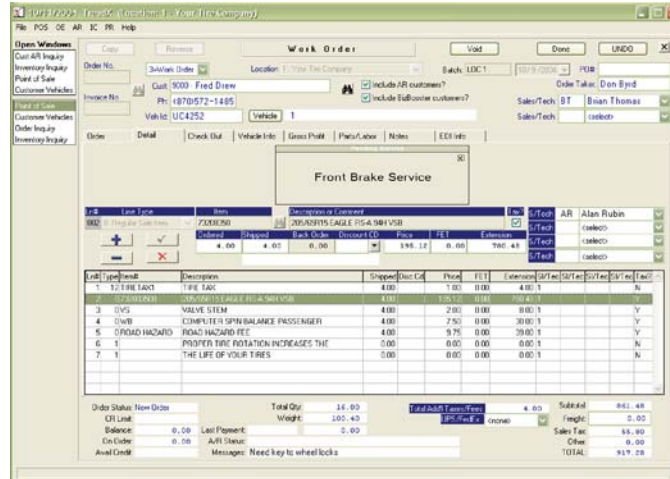


## Point of Sale



Giving your salespeople the information they need at the Point of Sale is essential to improving the customer experience and increasing profits.

**What's stopping your sales force from breaking through to profitability?**



*"With so many products, my salespeople need more information at the point of sale."*

### Barriers

- Failure to quote most profitable and competitive products
- Too time consuming to find product features and benefits
- Can't quickly and easily quote repair work and factory scheduled maintenance
- No real-time access to inventory at other locations
- Unable to remember recommended services from the last customer visit
- Not selling add-ons such as road hazard warranties and shop supplies

### TreadX Breakthroughs

- Customized inventory query sorts by gross profit or price
- One-click access to pictures, descriptions and features of most major tire lines, including mileage rating, UTQG ratings and best application
- Complete integration with parts & labor guide, including factory scheduled maintenance
- Real-time access to inventory levels at all locations
- Sales people prompted by automatic "pop-up" feature for pending service reminders
- Automatically includes add-on products and services you define, increasing your revenue and profit per invoice

After completing the sale, you will have the ability to tailor daily reports that clearly show the profit analysis for specific areas such as inventory, product line, market segment, manufacturer, location, sales person or whatever criteria you need to take the guess work out of fine tuning your dealership.



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## **Point of Sale Additional Features**

- Signature capture allows reprinting of invoices with signature
- “Good, Better, Best” allows quotes with all options for customers
- Multiple phone numbers including day, night, fax, cell, pager and other for each customer
- Customer notifications such as service reminders and thank you notes may be mail, email or fax
- Integrated TireGuide with plus sizing
- Vehicle ID stores VIN, chip ID, average miles per month, tire size, rim size, vehicle type and weight
- Salesperson prompted for items requiring DOT#

## **Inventory**

- Customize your query by specific criteria including size, brand, tread pattern, mileage rating, bolt pattern and many more criteria.
- View open work orders for details of committed and on-order inventory
- Inventory transfers can be done at Point of Sale
- Dated sale and spiff capability by individual inventory items, with detailed reporting

## **Sales Analysis and Reports**

- Profit analysis by inventory item, product classification, invoice line, product line, manufacturer, salesperson, customer, store and market segment
- Re-order reporting with backorder notification
- Identification of shifts in consumer buying patterns

## **Accounts Receivable**

- Cash register capabilities with balancing, including paid-ins, paid-outs, received on account, optional cash drawer
- Payments easily split between cash, check, credit card and charge
- Accurate reporting for cash control with records of all cash transactions

## **Purchasing and Payables**

- Easy entry from Point of Sale into Accounts Payable of outside purchases
- View outstanding purchase orders for incoming inventory
- Outside purchase reporting

The benefits of having instant access to information and analysis is clear; you'll improve the customer's experience with responsive and accurate answers, as well as improve your business performance with information that can be used to streamline operations and improve profitability.

To find out how TreadX Point of Sale from ASA Tire Systems can increase your sales efficiency and improve the customer experience, call toll free at **866-210-6717**, email [info@asatire.com](mailto:info@asatire.com) or visit us at [www.asatire.com](http://www.asatire.com).

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