



www.foundit.co.nz - Your Reliable Source For Finding Any Part

For Parts and more, this issue: Dismantlers, Overseas stock, Automated sending of stock files and Ruakura

MANUALS

There are a few outlets for manuals which have been listed under **Franchise**. Hopefully these contacts will be beneficial to you.

DISMANTLERS

Stock is listed on Foundit using the first 3 letters of the franchise / brand name and keyed in the Parts Search area. Eg. MAS 148 ENG etc.

It is certainly being used by Dealers.

To ensure stock is refreshed, reports of stock listed on Foundit are sent to Dismantlers monthly. Stock that's been sold is removed and new stock is being entered on receipt.

For some time Dismantlers have been able to list Tractor assemblies for sale. Now the same facility is there for Truck Dealers / Dismantlers.

Once you have logged on, click on the **Load Machine** button – you will be given the option of Tractor or Truck. If you don't have the Load Machine facility on your screen let me know and I'll arrange it for you.

OVERSEAS STOCK

Overseas suppliers have been expressing interest in selling into New Zealand using a local firm as an agent / on behalf.

It is proposed to display that stock under the local firm's name. The information you need will be on the Notice Board in the Site Details area. The local agent will in most cases be able to give you the landed price.

FOUNDIT CAN DO MORE FOR YOU

Did you know you could run your own group / dealers on Foundit, visible to and working with each other – on privacy?

Yes, you can.

You may distribute ATVs, motorbikes, truck parts or indeed most other stock and be catered for by Foundit.

What else would you need? Monthly reports, reminders etc?

The Foundit design team are available to work for you. As well as www.foundit.co.nz, look at www.tradetools.co.nz and www.bepco.co.nz as further examples of the team's work. Phone Pat on 0800 FOUNDIT (0800 368 6348) for more information.

FTP

Fast becoming popular with Dealers is the automated sending of parts files to Foundit - "FTP" it's called. This means you no longer have to remember to send your file, which can now be automated to update as regularly as daily. It's catching on fast! Your stock is always as fresh as your latest automatic update, providing a better chance of making sales. Other Dealers soon learn that your stock numbers have more credibility. Same from home with an after-hours callout. You can access Foundit from home knowing your figures are as up-to-date as your last file.

In most cases and on most business systems, automated stock file sending (FTP) can be effected. Ask me if you have any difficulty...generally I will know where to turn for assistance.

WANTED LIST

Adding to the Wanted List is now achieved from the front page of the Foundit website. Click on the

Inquire button and take it from there.

The use of the Wanted List has been simplified, with the ability to click on **More Info** and deal directly with the customer by email should you wish. This gives you a record of the email and saves you time when you are too busy to phone.

Foundit has been advertising to Farmers, lifestylers, contractors etc to use Foundit to make parts requests. They have been responding well, giving you more opportunities to make sales.

Have you told your Dealers / clients that you have your stock on Foundit? The more sales requests the better.

Foundit also joined Farmchat (www.farmchat.co.nz) in mid-November. Farmchat is a site designed so rural people can keep in touch, seek advice and purchase product. Joining Farmchat was suggested by a North Canterbury farmer who was very contented with sales and service provided by a Dealer via the Foundit Wanted List.

RUAKURA MOTORS TRACTORPARTS

The year has certainly flown by. We have now catalogued 3500 New and New Old Stock (D stock) parts to complement the 130 Models and 25 Makes of tractor that we are dismantling in our yard. Brett, Steve, Brian, Paul and Susan work relentlessly to source and send parts all over the country and South Pacific. Recently we have purchased all the stock from Pukekohe Machinery Dismantlers and we are now unpacking it. Christmas came early!

Also in our yard for dismantling are:

Class Disco 3000 Mower

MF124 Baler

Kuhn FC301 Mower/Conditioner

Hesston 5670H Round Baler

Tarrup 602B Trailed Forager

Remember we carry on the shelf rebuilt:

Starter Motors

Steering boxes

Axle Shaft repairs – Yokes & Splines

4WD parts

We manufacture over 60 different manifolds, Heavy Duty Drawbars, and custom make wheels & centres on request.

We supply Manuals for wheel tractors, crawlers, balers and loaders.

Our highly skilled, friendly team, are available to help you with your parts requirements. We are open Monday to Friday 8am – 5pm and on the weekends by arrangement. We will be open between Christmas and New Year to help you out.

Phone	0-7-856 5559
Fax	0-7-856 9319
Email	inquiries@tractorparts.co.nz
Website	www.tractorparts.co.nz

Is your stock file up to date?

If there is a message about your stock file on the Parts Search page please don't ignore it. Other people are relying on you.

Similarly, if you order a part from Foundit and find out it's out of stock because the stock on Foundit was out of date, we want to know about it!



Pat Deady – November 2006

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