



IN THIS NEWSLETTER:

Second hand parts – your opinion needed

A chance to make more sales

SECOND HAND PARTS

Increased demand from Dealers means we have to look at the location of second hand parts. The difference here is that part numbers aren't recorded, rather the area of the vehicle is, ie. front assembly, engine, gearbox etc seems to be the way the market currently works. I would welcome feedback as to how important to you this facility would be and how you would like to see the products displayed. We believe we can work with and develop the present format. Call me on **0800 FOUNDIT (0800 368 6348)** or email me at **pat@foundit.co.nz**

WANTED LIST

Keep a close eye on that **View Wanted List** button - it's going to be flashing a lot more often. We have been receiving requests from Farmers, Lifestylers and Contractors wanting to access the Foundit site. After discussion with many dealers, it was agreed that these groups could make requests for parts and that these requests would appear on the Foundit Wanted List. From there, Dealers would pick up the requests and make the sales. It's ideal for Farmers we were told, being able to make requests in the few hours computer time in the evenings. The privacy of Dealers and stock is not compromised – stock is not visible to non-Dealers. This gives you the opportunity to make extra sales! Some of the requests I admit have been quite interesting and proven to be a challenge – but that's what it's all about, finding the part, making a buck. Remember to let us know if you make a sale via the Wanted List, so that we can remove the request from the List.

STOCK FILES

Shortly we will be displaying a "stock update needed" message for individual dealers where we consider the present file to be stale. We will ask you to update your Parts file. Protecting the integrity of Foundit is top priority. Know what it's like phoning / ordering a part only to be told it's been sold!? Please send a stock update now and suggestion – make it say a fortnightly habit. There is the Stock Update facility with Foundit or ask your computer system supplier to set you up to be able to export a stock file. It can even be set up to perform automatically. No hands! FTP it's called.

LIST ALTERNATIVE PARTS

A recent enhancement on the Foundit site, "List Alternative Parts" is available to Dealers. It's a subscription-based service of use when current in-house systems don't provide this facility. Express interest to **pat@foundit.co.nz**

SITE DETAILS

Have you checked the site details for your firm? Check again to make sure all your franchises are listed. Maximise your chance of making sales. And the Notice Board? You could make use of that by listing specials or advertising courier close-off times. Let me know what you would like to advertise to other dealers who check your site details to pick up your phone number.

Performance DIESELS LTD

Performance Diesels Ltd, situated at 6 MacDonald Street Mt Maunganui, are Parts and Service Dealers for Nissan, Scania & Caterpillar truck engines.

Performance Diesels are well established Parts and Service Dealers in the region and have made a name for themselves in the backup support they provide for CablePrice's Scania customers in the area. Performance Diesels staff consist of 14 people, comprised of eight Diesel Mechanics and one Apprentice Diesel Mechanic, a parts manager and a parts interpreter, an office manager, a service manager and a service coordinator.

A six bay workshop with a 10 m service pit, one set of truck lifting hoists and a computer controlled oil dispensing system make up Performance Diesels facilities. The parts store is divided into 4 separate areas including a dedicated Scania area, two other dedicated manufacturers sections and one further area for all other makes. The parts division holds a rolling stock of approximately \$200,000 worth of spare parts.

Phone 0-7-575 2800
Fax 0-7-575 2808
Email jason@performancediesels.co.nz



Southern International Ltd commenced business in February 1989 after a management buyout of International Trucks Ltd, and has since become known for high standards of service to the Trucking and Construction industries.

The Company is owned by Directors, Kevin and Grant Cooper, who both draw upon extensive experience within their industry.

Southern International's portfolio gives the company the most comprehensive range of trucking and earthmoving equipment in the South Island. This portfolio includes International, Iveco, Dressta and Komatsu - all premium brands recognised and admired around the world.

SIT's Parts Department ensures that every product the company represents is comprehensively backed up. Also hosted are Cummins, Detroit, Eaton, Rockwell, Hendrickson and many other brands. Just ask. Parts Manager is Max Alexander 03 348 8138. Max and his team are ready to help you.

Phone 0-3-348 8138
Fax 0-3-348 8139
Email malexander@southerninternational.co.nz

Any comments you wish to make about Foundit would be well received at info@foundit.co.nz. If you would like your business profile included next time, please send it to info@foundit.co.nz.

A handwritten signature in black ink, appearing to read "Pat Deady", with a horizontal line underneath the name.

Pat Deady – June 2006