



[www.foundit.co.nz](http://www.foundit.co.nz) - Your Reliable Source For Finding Any Part

## The Wanted List .... Avoid Exasperation!!!

Use of the Wanted List is on the increase - some customers are back for a second and third time.

### **The Wanted List is simple to use.....make it easy on yourselves:**

You may sort the Wanted List to your preference. For example, clicking **Make/Model** will sort the list into alphabetical order; then you can readily find the Franchises / Specialties you deal with.

Once you have identified a customer you can sell to, click on **More Info** on that clients line...you then have access to full client details.

Then, click on **Contact**. A "reply to customer" area is already set up for you to use. Here you are able to advise the customer of price, availability etc. or ask for further details. The ball is then in the customers court...you don't know how many other firms this customer has already approached. You don't need to waste precious time...use the Foundit system to your advantage.

When the customer receives your message, they are made aware of your Company details by Foundit.

### **More on the Wanted List**

We don't allow customers ON to Foundit as Dealers stock files are not for public viewing.

Therefore, when a customer request is received on the Wanted List, their query is acknowledged by Foundit. Remember, they can see nothing, not even the Wanted List; the acknowledgement lets them know that Foundit is live and responsive.

The customers request is then listed and if we are aware from stock reports you have provided that a particular part is available, we will often send you a quick note to tell you that there may be a possible sale for you to make. This is especially relevant when it comes to dismantlers stock.

It pays to check the Wanted List at least once a day.

### **Fleetparts (Australia) Pty Ltd.**

Shortly we will have a substantial Australian file presence on Foundit.

Fleetparts is based in Toowoomba, just inland from Brisbane. While mainly involved with truck parts, they will give you access to a broad range of tractor and machine parts as well.

Fleetparts site details will outline pricing policies and delivery times. At Fleetparts, you will be served by Mike, Steve and Michael.

Brisbane to New Zealand - 8 different airlines and over 100 flights per week. We're next door neighbours!

We believe Fleetparts will give you the comfort of having access to a backup when you can't be serviced locally.

Coming soon.

**Pat Deady - March 2007**

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