



Computerized Tire Dealer Information Systems

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Automation For Goodyear Processing

“National Account”

“Purchase/Resale”

“Government Support”

- I. JMK Marketing Benefits
- II. Ease Of Use

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“National Account”, “Purchase/Resale”, and “Government Support” customers pay the same amount for the same products and services regardless of the delivering dealer.

- Most tire dealers **accept** National Account orders that happen to come their way.
- Some do it even begrudgingly due to the excessive paper work and delayed credit receipt

I. JMK Marketing Benefits – For More Deliveries

A. Ask for the business.

- JMK National Account processing **Market Maker** automation helps tire dealers to target local delivery points by:

1. Direct marketing

- JMK supplied contact list (electronic or paper)
 - GDA contacts, selected by name, address (ZIP), vehicle dealer affiliation (FORD, CHEVY, etc)

2. Automated electronic interface to **OEConnection** (OEC)

OEConnection is a buying service for Ford Chrysler and General Motors dealers.

(see Appendix 1 for details)

- Before the sale:
 - JMK exports YOUR inventory data directly to OEConnection, allowing them to present it for delivery to their dealer group in your geographic area.
- After the sale:
 - OEConnection sends their subscriber’s **DIRECT ORDERS** of your tire units, back to you for immediate delivery and billing!

This process can be automated for dealer **re-stocking** orders

B. Multiple Brand “Purchase/Resale” Processing Feature

- Process multiple manufacturer accepted “Delivery” documents
 1. Goodyear
 2. MAST (Michelin, BFGoodrich, Uniroyal, etc)
 3. Bridgestone – Firestone
 4. Continental – General
 5. Pirelli
 6. Others

- Automatically
 1. Produce valid delivery receipts
 2. Adjust inventory levels
 3. Add an expectation of value to Accounts Receivable for delivered product
 4. Produce an edit report in the most efficient format for manual data entry onto the web sites for each “TPP” source
 5. Process “Return Credits” into Accounts Receivable and automatically into Accounts Payable

- Combine Deliveries

Make **one** delivery to your car dealer accounts, with multiple purchase resale invoices for more efficiency and better customer service

C. Government Delivery Price Support

JMK maintains government contact, pricing and automates the claim process.

II. Ease Of Use

A. Account Personalization

- Assign permanent comments to a specific
 1. Delivery account
 2. Vehicle for delivery account

These “comments” REMAIN on file and can be access, reviewed, and added to, in that local DA

- Directly save Point of delivery contact and vehicle data for reuse on next order.

B. Access an Electronic Catalogue of Goodyear Processing (TPP) data from within an order and Google Maps

(see appendix 2 thru 6 for sample screens)

- Over 20,000 points of delivery with names, address, account number, requirements & restrictions/etc.
- Product data sheets, with pictures and specification charts.
- National Account Delivery **Requirements** Data
 1. Help Notes
 2. Field Specific parameters and formatting
- Goodyear Factory warehouse inventory stock availability, cost, and shipment date(s), with the ability to place an order directly
- Google map integration to allow for easy directions.

C. Sales Analysis

- Meets Goodyear requirements regarding:

Use of a single item number for BOTH ‘parts’ and ‘labor’
- Meets your company requirements

Track sales and inventory data SEPARATELY to give your management the most effective analysis reports.
Data can further be tracked separately or combined by vehicle unit.

D. Automatic Government Support Pricing and Claims Processing

Appendix 1 - OEConnection

A venture of Chrysler, Ford Motor Company, General Motors, and Snap-On, OEConnection provides new-car dealerships, collision repairers, fleets, and repair shops with a single source access point for “Direct From The Manufacturer” tire supply.

This is how it works:

- Tire Dealers electronically send their stock levels to OEConnection
- Tire orders are placed at the OEConnection web site by new-car dealerships, collision repairers, fleets, or repair shops.
- Those tire orders are referred to local participating tire dealers (your store) for fulfillment to the originator of the order.
- The fulfilled order is billed to the Vehicle Manufacturer by the Tire Manufacturer, and subsequently to the originator of the order.
- The Tire Dealer (your store) is issued a credit by the Tire Manufacturer, as part of their national purchase/resale program.

JMK software:

- Sends inventory data electronically to OEConnection for use on their web site
- Maintains a list of near 18,000 ship-to names and addresses, of participants in the OEConnection program, to allow for direct mail and/or personal contact to encourage and strengthen the tire dealer supply relationship
- Optionally can be set to automate **re-stocking** dealer orders

To become a participating tire dealer contact OEConnection at:

OEConnection
4205 Highlander Parkway
Richfield, OH 44286
Phone: 888.776.5792
www.OEConnectionion.com/

Appendix 2 – National Account and Purchase Resale Client List

Direct lookup from within the JMK Order Entry software of near 20,000 points of delivery with names, address, account number, requirements & restrictions/etc.

CCCTIME: 100502

Action Edit Configuration... Transfer Settings Help

Function Keys Special Keys User Buttons

oemnu - /disk0/010013 CAPS

Sq#	Acct#	Nonsig	Sts	Customer Name	Address	City, St
1.	07302	000215116		S & D COFFEE INC	PO BOX 1628	CONCORD, NC
2.	07305	000214633	Clsd	S & W READY MIX CONCRETE CO	PO BOX 872	CLINTON, NC
3.	09464	000192300		S COUNTY AUX VEH	SAN JUAN CAPISTRANO, OFC 28081 MARGUERITE PKWY	MISSION VIEJO, CA
4.	09940	000180737		SEARS STORE #6063	ST CHARLESTOWN S/C, 5000 RT 301 S	WALDORF, MD
5.	09940	000181051		SEARS STORE #6608	WESTRIDGE S/C, 7535 W THOMAS RD	PHOENIX, AZ
6.	09940	000181128		SEARS STORE #6680	NORTHGRAND S/C, 2701 GRAND	AMES, IA
7.	09940	000181226		SEARS STORE #6813	COOKS CORNER S/C, 8 GURNET	BRUNSWICK, ME
8.	09940	000181340		SEARS STORE #6314	SEAFORD VALLEY S/C, 610 N DUAL HWY	SEAFORD, DE
9.	08880	000218636	Clsd	WICHITA S/E KANSAS TRANSIT INC	2600 FLYNN DR, PO BOX 829	PARSONS, KS
10.	07305	000204486		SADDLE CREEK CORP	3010 SADDLE CREEK RD, PO BOX 90819	LAKELAND, FL
11.	07305	000204486		SADDLE CREEK CORP	3010 SADDLE CREEK RD, PO BOX 90819	LAKELAND, FL
12.	09302	000177578		DEPT OF PUBLIC SAFETY	FLEET SUPPLY, 2610 S 16TH ST	PHOENIX, AZ
13.	09306	000172265		CT DEPT OF PUBLIC SAFETY	PO BOX 2794	MIDDLETOWN, CT
14.	09309	000112319		FL DEPT OF HWY SAFETY	NEIL KIRKMAN BLDG-RM A414, 2900 APALACHEE PKWY	TALLAHASSEE, FL
15.	09319	000148355		DEPT OF PUBLIC SAFETY	DIVISION OF FINANCE, 6776 REISTERSTOWN RD-STE	BALTIMORE, MD
16.	09322	000189189		MN DEPT OF PUBLIC SAFETY	STATE PATROL, 444 CEDAR ST-SUITE 100-J	ST PAUL, MN
17.	09323	000072106		DEPT OF PUBLIC SAFETY	P O BOX 958	JACKSON, MS
18.	09342	000027665		TEXAS DEPT OF PUBLIC SAFETY	BOX 4087 N AUSTIN STA	AUSTIN, TX

Entries listed in dim intensity can not be selected. Status (Sts) column legend codes: Clsd - acct closed
 Enter Sq# to select, press ENTER only, for more or use X to exit: P - parent acct Hold - credit hold

06-Feb-2008 03:22 PM

Connected - 2:04:16:59 DevMS AM62A

Appendix 3 – Product data sheets, with pictures and specification charts.

- Ability to directly link to product data sheets from within the JMK Order Entry software by double clicking on the item “Sq#” on the left of the screen.

The screenshot shows the JMK Order Entry software interface. On the left, a list of tires is displayed with columns for Sq#, Item#, Description, Sw/BC, UTQG, MI, \$\$\$+FET, QA, and TOL. The current selection is highlighted in red. On the right, a Mozilla Firefox browser window displays the product data sheet for the Dunlop SP FM901 tire. The data sheet includes the Dunlop logo, product name, description, warranty link, UTQG specifications, a performance chart, features, benefits, and a table of tire dimension data.

Tire Size	Product Code	Material Number	Service Desc	Side wall	App Rm Width (min)	App Rm Width (max)	Meas Rm Width	Overall Width	Overall Diameter	Max Load	Tread Width	RPM	Tread Depth (32nds)	Weight (lbs)
235/40ZR17	265020965	00180915	90W	BSW	8.0	9.5	8.50	9.3	24.5	1,323	8.5	852	10	22.0
215/40ZR18	265020940	00202191	89W	BSW	7.0	8.5	7.50	8.7	24.8	1,279	7.9	862	10	21.1

Appendix 4 – National Account Delivery Requirements Data Help Notes

- Directly link to National Account Manual data from within the JMK Order Entry software.

The screenshot displays a web browser window with the following content:

Terminal Interface (Left Panel):

```

oemnu - /dsk0/010013
Ord B03553 Loc.: BLM Dft Sp: Cp:??? Ip:--- A/R#: G00000 NA#: 00800
Del# NA Del#000016 FET.: Y A/Crd: 0
AUTOMOTIVE RENTALS INC TXCod: N
  
```

Main Content Area:

Account: AUTOMOTIVE RENTALS INC - #0800 - Mozilla Firefox

Getting Started Latest Headlines

Credit Restrictions: None

US National Account Manual

GOODYEAR

Account Name:	AUTOMOTIVE RENTALS INC	Account Region:	US National Account
Account Name 2:			
Address:	9000 Midlantic Dr	Account Number:	0800
Address City:	Mt Laurel	Account Status:	Active
State:	New Jersey	Zip Code:	08054
		Date of Status:	06/08/2005

Notes and Requirements:

Initial Notes:
NOTE: THE FOLLOWING CLIENTS ARE MANAGED BY ARI BUT SHOULD NOT BILL THROUGH ARI. THEY HAVE THEIR OWN PROGRAMS AND SHOULD BE BILLED ACCORDINGLY: __
\$\$
STATE OF GEORGIA ~ NA-9310 ~CLIENT #5C95 & 5F25~
STATE OF UTAH~ NA-9343 ~CLIENT #5H79~
BURLINGTON NORTHERN~ NA-1288 ~CLIENT #5265, 0156, 5F56 & 5C08~
DELAWARE & HUDSON RAILROAD~ NA-2457 ~CLIENT #5R25, 5R26 & 5R27~
NORFOLK SOUTHERN RAILROAD~ NA-6111 ~CLIENT #5K16~
SOC LINE RAILROAD~ NA-7633 ~CLIENT #5R28~
TENNESSEE VALLEY AUTHORITY~ NA-9467 ~CLIENT #5K80~_\$\$\$_

Pre-Requirement Note:
NOTE: ALL REQUIRED AUTHORIZATIONS MUST BE OBTAINED AT THE TIME OF PURCHASE. THIS ACCOUNT WILL NOT ISSUE AFTER-THE-FACT AUTHORIZATIONS MORE THAN 30 DAYS AFTER THE SHIP-DATE.
NOTE: PAY SPECIAL ATTENTION TO ALL INFORMATION GIVEN BELOW CONCERNING ADDITIONAL AUTHORIZATIONS REQUIRED WHEN THE LIMITS OF THE ORIGINAL ARE EXCEEDED. UNAUTHORIZED SERVICE CHARGES WILL BE CHARGED BACK TO THE DEALER OR STORE INVOLVED.

Requirements:

Purchase Order Number Or Service Card (5 Digits) Or Coupon Or Physical P O
NOTE: Do not confuse the Service Card with a Fuel Card (which has 14 digits and begins with 005)_ NOTE: The use of MORE than ONE number will delay payment. A verbal P O Number when given to you by ARI Service Technicians supercedes all other authorization numbers.__
IMPORTANT - SEE NOTE BELOW __

Name Of Fleet Manager Authorizing Purchase
Required only for NON Maintenance Management Clients when the dollar limit on the Purchase Order Service Card or Coupon is exceeded.

Phone Number Of Fleet Manager Authorizing Purchase

Service Card Limit
Indicate N/A when no Service Card is used or _when they state "unlimited"

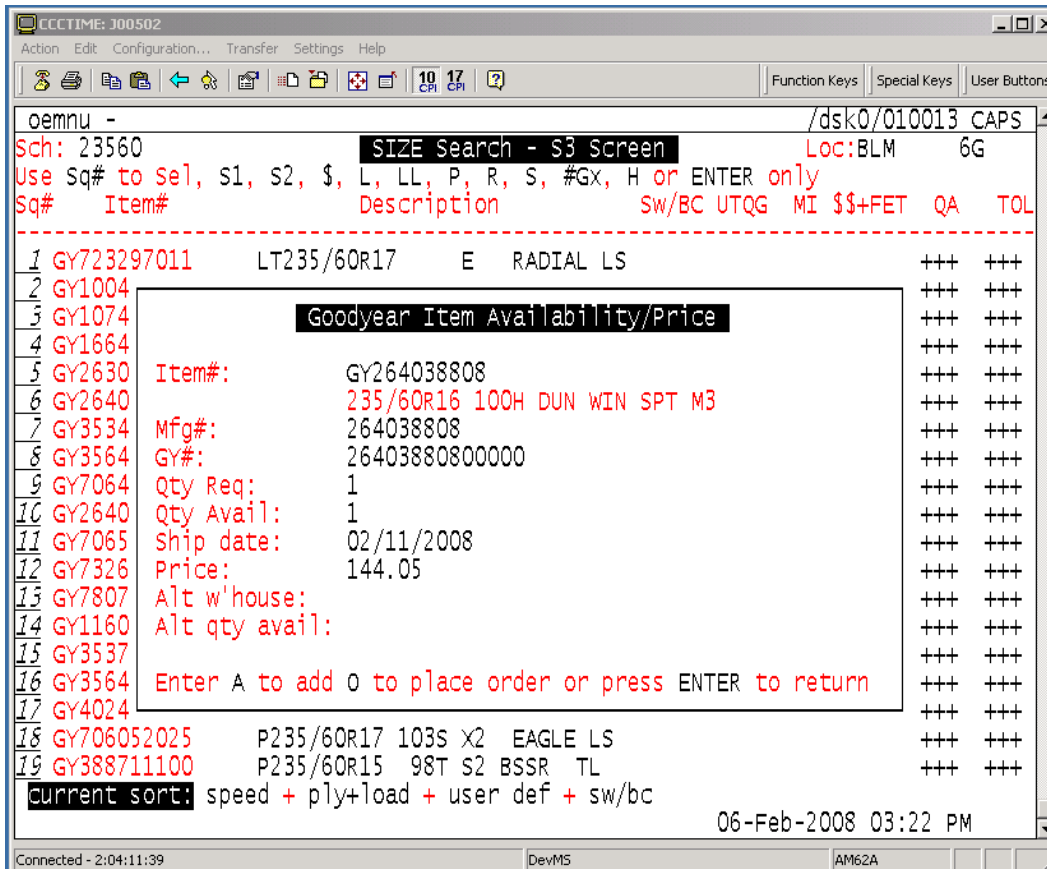
Complete Ship-To Name And Address Of Lessee Company Making The Purchase
IF Ship-To is: Burlington Northern process through NA Program 1288_IF Ship-To is: Norfolk Southern process through NA 6111__

Connected - 2:03:45:12

Appendix 5 – Goodyear Factory Warehouse Help Data

Goodyear Factory warehouse inventory stock availability, cost, and shipment date(s), with the ability to place an order directly

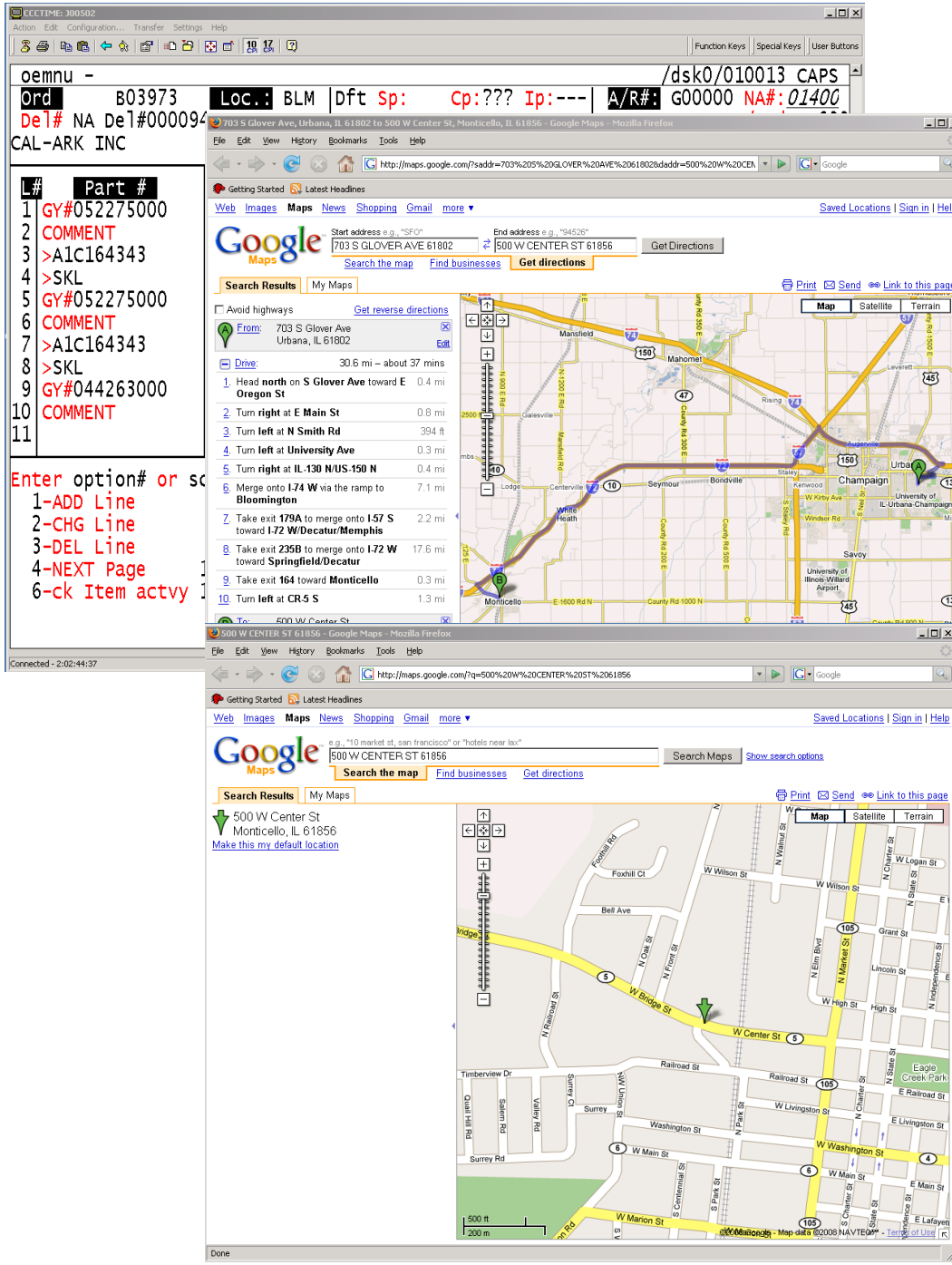
- Directly link to Goodyear Factory warehouse inventory stock data from within the JMK Order Entry software.



Appendix 6 – Google Map Access

Google map integration of all GDA data to allow for easy directions.

- Two different styles of mapping that can be displayed from within the JMK Order Entry software
 1. A map of the destination and directions to the destination, the destination being the address of the ship to for the order.
 2. Map of location



Appendix 7

Order Entry Program Flow and Screen Diagram

