



Computerized Tire Dealer Information Systems

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Automation For Third Party Processing (TPP)

I. National Account Purchase/Resale

II. Government Delivery Price Support

JMK Marketing Benefits
Ease Of Use

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Table Of Contents

<u>Title</u>	<u>Page</u>
I. National Account and Purchase/Resale.....	6
A. Marketing Benefits.....	6
1. Ask for the business.....	6
B. Multi Brand Processing Feature (non Goodyear).....	7
1. Process multiple manufacture accepted “Delivery” documents.....	7
2. Automatic Processes.....	7
3. Combine Deliverys.....	7
C. Ease Of Use.....	8
1. Accounts personalization.....	8
2. Accessing Goodyear Electronic Catalog of Third Party Processing data from within a work order.....	8
3. Mapping functions using electronic data.....	8
4. Sales Analysis.....	9
II. Government Delivery Price Support.....	11
A. Invoice Sample.....	12
III. Appendixes.....	13
A. OE Connection.....	13
B. National Account and Purchase Resale cClient List.....	14
C. Product data sheets, with pictures and specification charts.....	15
D. National Account Delivery Requirements Data help notes.....	16
E. Goodyear Factory Warehouse help data.....	17
F. Google Map Access.....	18

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I. National Account Purchase/Resale

- “National Account” and “Purchase/Resale” customers pay the same amount for the same products and services regardless of the delivering dealer.
- Most tire dealers **accept** TPP orders that happen to come their way. Some do it even begrudgingly due to the excessive paper work and delayed credit receipt
- JMK system allows you to:
 1. **Market** to the pre-established national account and purchase resale.
 2. Automate the delivery receipt claim processing and credit receipt.
 3. Digitize the related claim and credit documents for easy recall with reduced the need to store paper.

A. JMK Marketing Benefits – For More Deliveries

1. Ask for the business.

JMK TPP processing “**Market Maker**” automation helps tire dealers to target local delivery points by:

a. Direct marketing

- 1) For mail or personal contact from your staff, our system can supply you with a list (electronic or paper) of
- 2) GDA contacts, selected by name, address (ZIP), vehicle dealer affiliation (FORD, CHEVY, etc)

b. Automated electronic interface to OEConnection (OEC)

OEConnection is a buying service for Ford, Chrysler, and General Motors dealers.
(see Appendix A for details)

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

B. Multiple Brand “Purchase/Resale” Processing Feature (non Goodyear)

1. Process multiple manufacturer accepted “Delivery” documents
 - a) MAST (Michelin, BFGoodrich, Uniroyal, etc)
 - b) Bridgestone – Firestone
 - c) Continental – General
 - d) Pirelli
 - e) Others

2. Automatic processes
 - a) Produce valid delivery receipts
 - b) Adjust inventory levels
 - c) Add an expectation of value to Accounts Receivable for delivered product
 - d) Produce an edit report in the most efficient format for manual data entry onto the web sites for each “TPP” source
 - e) Process “Return Credits” into Accounts Receivable and automatically into Accounts Payable

3. Combine Deliveries

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

C. Ease Of Use

1. Account Personalization

a) 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 your repeat service to that local DA

b) Directly save:

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

2. Access an Electronic Catalogue of Goodyear Third Party Processing (TPP) data from within a work order

(see appendix B thru F for sample screens)

a) Over 20,000 points of delivery with names, address, account number, requirements & restrictions/etc.

b) Product data sheets, with pictures and specification charts.

c) National Account Delivery **Requirements** Data

- 1) Help Notes
- 2) Field Specific parameters and formatting

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

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

4. Sales Analysis

a) Meets Goodyear requirements regarding:

Use of a single item number for BOTH 'parts' and 'labor'

b) Meets your company requirements

1) Track sales and inventory data **SEPARATELY** to give your management the most effective analysis reports.

2) Data can further be tracked separately or combined by vehicle unit.

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II. Government Delivery

Price Support

- Automatically **price** items to state and federal contract levels
- Automatically setup a **claim** to tire manufacturers for the difference between amount billed to government agency and original cost, plus commission.
- Electronically track credit received from tire companies
 1. **Market** to the pre-established national account and purchase resale.
 2. Automate the delivery receipt claim processing and credit receipt.
 3. Digitize the related claim and credit documents for easy recall with reduced the need to store paper.

A. Invoice Sample showing Government pricing

oemnu -		/dsk0/012077 CAPS	
Ord# B49984	Loc.: BUR	Dft Sp:JMK Cp:JMK Ip:---	A/R#: 032000
P/O#			FET.: N A/Crd: ++++
CITY OF BATTLE CREEK	X		TxCod: MG PstDue> 0Dy

L#	Part #	Description	Qt	BO	Sell	Ext \$
1	01107298264	205/65R15 GY EAGLE RESP ED 94V BLK	1	0	75.78	75.78
2					
3						
4						
5						
6						
7						
8						
9						
10						
11						

Enter option# or screen letter.: █	'Screen' Choices	Itm SubT: 75.78
1-ADD Line	7-VOID Order	Add/Dis: 0.000%Tx
2-CHG Line	8-More Options	SubTOTL: 75.78
3-DEL Line	9-ck other loc qty	\$\$ Recvd:
4-NEXT Page	10-set INSTALLER	NetDUE\$: 75.78
6-ck Item actvy	11-edit all DOT#	W/O B/O\$:
	E-End X-Exit=>MS0	
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Special Michigan state contract price automatically entered by the system

B. Claims Processing

When the government invoice is finalized, the system will automatically set up a **claim** invoice to be charged back to the tire manufacturer for

1. Difference in government supported selling price to original dealer cost.
2. Delivery commission for the sale.

C. Credit Processing

When credit is received from the manufacturer, the system will track that credit back to the original claim and also apply to Accounts Receivable

All related document can be digitized for easy recall with reduced need to store paper documents

Appendix A - OEConnection

This company offers an automated way to get Purchase/Resale orders from Chrysler, Ford Motor Company and General Motors car dealerships.

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

To become a participating tire dealer contact OEConnection at:

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

Appendix B – National Account and Purchase Resale Client List

JMK System maintains a data base of over 20,000 Points-Of-Delivery for National Accounts and Purchase/Resale account names for both the United States and Canada.

Sq#	Acct#	Nonsig	Sts	Customer Name	Address	City, St
1.	07302	000215116		S & D COFFEE INC	PO BOX 1628	CONCORD, NC
2.	07305	000214633	C1sd	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	C1sd	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: C1sd - acct closed
 Enter Sq# to select, press ENTER only, for more or use X to exit: P - parent acct Hold - credit hold

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Appendix C – 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 items is displayed with columns for Sq#, Item#, Description, Sw/BC, UTQG, MI, \$\$\$+FET, QA, and TOL. The top item is GY807220068, 235-105-16 04 SPRT T, with UTQG +++ and TOL +++. Below the list, a 'Current sort:' field is visible.

On the right, a Mozilla Firefox browser window displays the product data sheet for the Dunlop SP FM901 tire. The page includes the Dunlop logo, product name 'DUN SP FM901 High Performance Sport Tire', and a 'Warranty Link (PDF)'. It also features a 'UTQG' section with 'Treadwear: 200', 'Traction: A', and 'Temperature: A'. A table of performance metrics is shown below:

Dry Traction	Wet Traction	Snow Traction	Ride Comfort	Quiet Ride
8	8	2	6	7

Below the table, there are sections for 'Features' and 'Benefits'. The 'Features' section lists:

- Extreme directional tread pattern and wide tread profile
- Two circumferential center grooves and full-depth lateral grooves
- Large, rigid shoulder tread blocks
- Full-width, high-density steel belts with Jointless Band Technology (TM)
- Hard rubber bead apex, high ply turn-up and steel sidewall stabilizer

The 'Benefits' section lists:

- Exceptional handling and traction, even tread wear and a "sporty look" that's ideal for the sport compact market
- Enhanced water dispersion for incredible wet traction performance
- Precise, predictable cornering control
- Stable handling, smooth ride uniformity and even tread wear
- Quick steering response

At the bottom of the product data sheet, there is a 'Tire Dimension Data & Other Technical Information' table:

Tire Size	Product Code	Material Number	Service Desc	Side wall	App Rm Width (min)	App Rm Width (max)	Meas Overall Rm Width	Overall Diameter	Max Load	Tread Width	RPM	Tread Depth (32nds)	Weight (lbs)	
235/40ZR17	265020965	00180915	90W	85W	8.0	9.5	8.50	9.3	24.5	1.223	8.5	852	10	22.0
215/40ZR18	265020940	00202191	89W	85W	7.0	8.5	7.50	8.7	24.8	1.279	7.9	862	10	21.1

Appendix D – National Account Delivery Requirements Data Help Notes

- Ability to directly link to National Account Manual data from within the JMK Order Entry software by double clicking on the “NA#.” field at the top of an order.

The screenshot shows the JMK Order Entry software interface. At the top, an order form displays the following information:

- Order Number: B03553
- Location: BLM
- Department: Dft Sp
- Company: Cp:???
- Inventory: Ip:---
- Account: A/R#: G00000
- NA#: 00800
- Deliver To: De1# NA De1#000016
- FET: Y
- A/Crd: 0
- Company Name: AUTOMOTIVE RENTALS INC
- TX Cod: N

Below the order form is a table with columns for Line Number (L#), Part Number (Part #), and Description (Gy#). The first row contains the part number 137862568.

To the right, a browser window displays the "US National Account Manual" for Automotive Rentals Inc. The manual includes the following details:

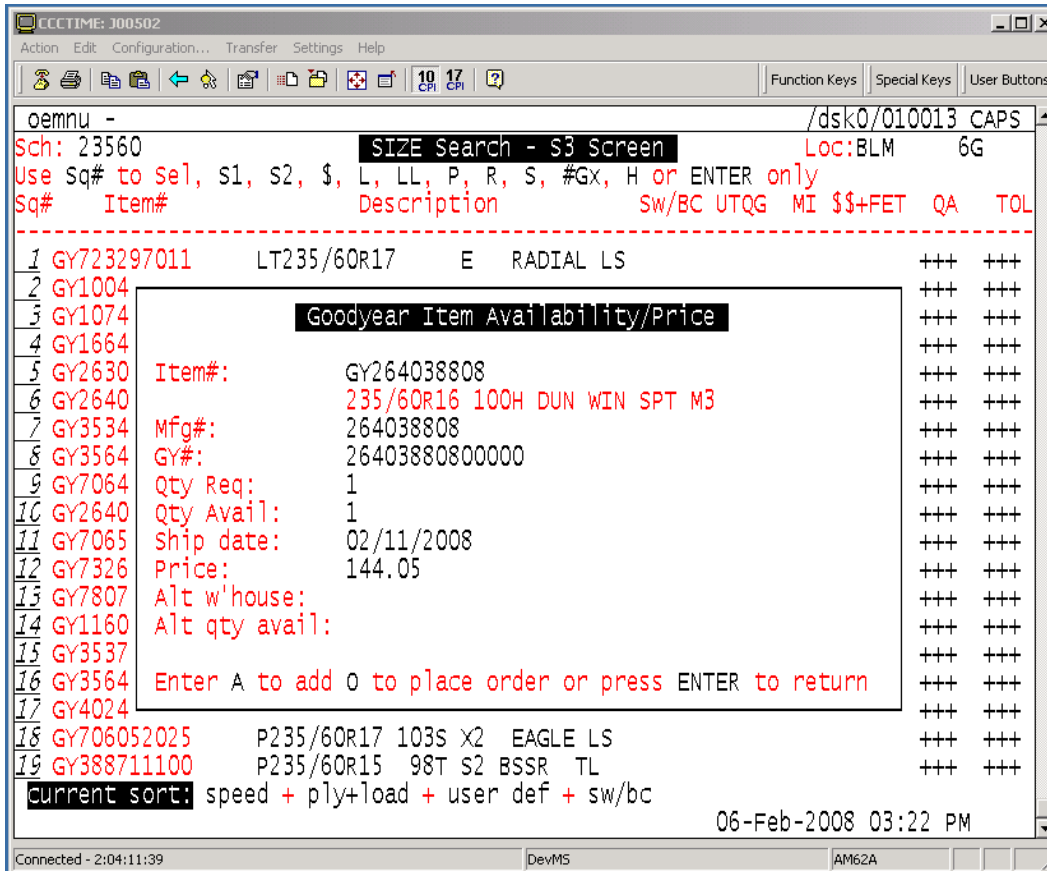
- Account Name: AUTOMOTIVE RENTALS INC
- Account Region: US National Account
- Address: 9000 Midlantic Dr
- Address City: Mt Laurel
- State: New Jersey
- Zip Code: 08054
- Account Number: 0800
- Account Status: Active
- Date of Status: 06/08/2005

The manual also contains "Notes and Requirements" and "Initial Notes" regarding client management and authorization procedures.

Appendix E – Goodyear Factory Warehouse Help Data

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

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



Appendix F – 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

