

Under the Hood



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ISSUE 12

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Key Factoids:

The price of regular gas in the US is now 3.476/gal as of October 17, 2011 and 125.5 c/L in Canada. Diesel fuel in the US is at 3.801/ gal.

Teflon, thought by most to have been invented by NASA, was not. It was invented in 1938.

The annualized miles driven number based on July 2011 data was down by 2.5% as compared to the year before. This represents a drop of 6.7 billion miles.

The monkey wrench is named after its inventor – Charles Moncke, a London Blacksmith.

Recurring Quotes

In the last issue, there was a discussion about using recurring quotes for “Stock Orders”. In addition to this use, if the Automotive Service Professional is involved in Fleet Maintenance, then recurring quotes can be used for standard maintenance items as well. In the following screen shot there are several recurring quotes:

	Create Date	Edit Date	Created by	Remove	Recurring Quote Name	Purchase Order	Number of Parts
load edit	Oct 06, 2011 05:04 PM	Oct 06, 2011 05:04 PM	iapdemo	<input type="checkbox"/>	F150 Filters and Plugs		4
load edit	Oct 06, 2011 05:01 PM	Oct 06, 2011 05:01 PM	iapdemo	<input type="checkbox"/>	Front Brakes Ford F150		2
load edit	Sep 23, 2011 09:17 AM	Sep 23, 2011 09:17 AM	iapdemo	<input type="checkbox"/>	filters hoses belts		9
load edit	Sep 20, 2011 02:48 PM	Sep 20, 2011 02:48 PM	iapdemo	<input type="checkbox"/>	Oil Stock Order		11

Let’s assume that this Service Dealer maintains a fleet of 2001 Ford F150’s for the local school district.

The top two recurring quotes are for those vehicles. Clicking the “load” link for the F150 Filters and Plugs loads it as the active quote.

Part #	List	Cost	Qty	Extended List	Extended Cost	Location	Urgent	Remove
ADA-61372	4.50	3.14	1	4.50	3.14	ABC Auto Parts	<input type="checkbox"/>	<input type="checkbox"/>
CHA-4015	3.19	2.04	8	25.52	16.32	ABC Auto Parts	<input type="checkbox"/>	<input type="checkbox"/>
AGF-73595	13.79	8.75	1	13.79	8.75	ABC Auto Parts	<input type="checkbox"/>	<input type="checkbox"/>
WIX-46418	37.50	21.06	1	37.50	21.06	Sider Store	<input type="checkbox"/>	<input type="checkbox"/>



After loading as the active quote, the dealer can simply make changes to the quantity to order the number required. Taking this example one step further, let's assume that the fuel filter isn't required this time. Simply click the remove button and then the update quote button that is at the bottom of the page.

After the update quote button is pressed, the resulting 3 parts are ready to be ordered.

Do not save this updated quote as a recurring quote, as it has now been changed from the original recurring quote that had the fuel filter in the parts

Quote Summary
Last Updated: October 12, 2011 at 11:34 AM
Quote Total: \$49.27

Shipping Option: Deliver
Payment Method: Check
Purchase Order:

Status	Labor	Description	Part #	List	Cost	Qty	Extended List	Extended Cost	Location	Urgent	Remove
<input checked="" type="checkbox"/>		Resistor Copper Plug	CHA-401S	3.19	2.04	8	25.52	16.32	ABC Auto Parts	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		Fuel Filter	AGF-73595	13.79	8.75	1	13.79	8.75	ABC Auto Parts	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>		Oil Filter	AOA-61372	4.99	3.14	1	4.99	3.14	ABC Auto Parts	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		Air Filter	WIX-46418	37.50	21.06	1	37.50	21.06	Sister Store	<input type="checkbox"/>	<input type="checkbox"/>

Buttons: Save Quote, Delete Quote, Update Quote, Print Quote, Save As Recurring, Recheck Availability, Send Orders

Status	Labor	Description	Part #	List	Cost	Qty	Extended List	Extended Cost	Location	Urgent	Remove
<input checked="" type="checkbox"/>		Resistor Copper Plug	CHA-401S	3.19	2.04	8	25.52	16.32	ABC Auto Parts	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		Oil Filter	AOA-61372	4.99	3.14	1	4.99	3.14	ABC Auto Parts	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		Air Filter	WIX-46418	37.50	21.06	1	37.50	21.06	Sister Store	<input type="checkbox"/>	<input type="checkbox"/>

A Special Note

IAP is pleased to announce that it has a new website:

www.iapshop.com

check it out, as it has a lot of new useful information – list of SMS companies who have chosen to interface with IAP, a quick way to get to all of the previous newsletters, ...

Feedback is always welcome.



list. This makes it easy to retrieve all the parts in the original recurring quote the next time this recurring quote is needed for this job.

Recurring quotes can be a great time saver for shops that have many of the same vehicles and repetitive maintenance done, since the parts are looked up once and saved for that customer. It also lets that customer decide on which quality of part they want to use for these jobs.

AWDA / AAPEX

For those interested, IAP will be at both AWDA in late October and AAPEX – booth #3765. Stop by for a visit.

