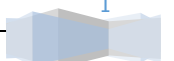
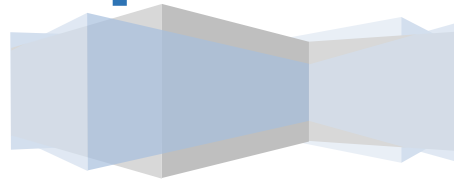




Eclipse Stock

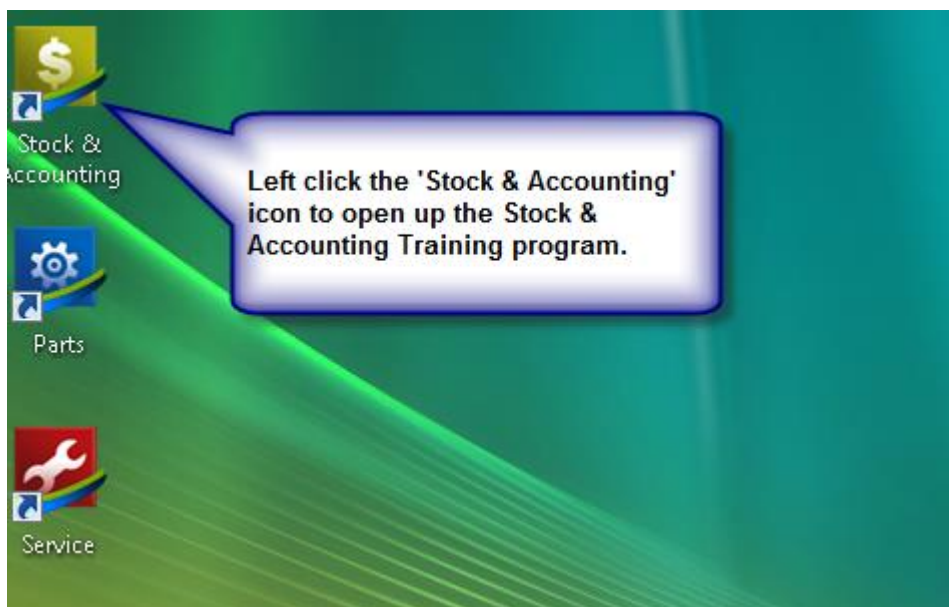


Stock & Accounting

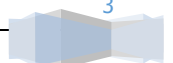
Is your tool to add your Vehicle stock into the system. It will give you the ability to perform all of your selling functions and accounting processes as well.

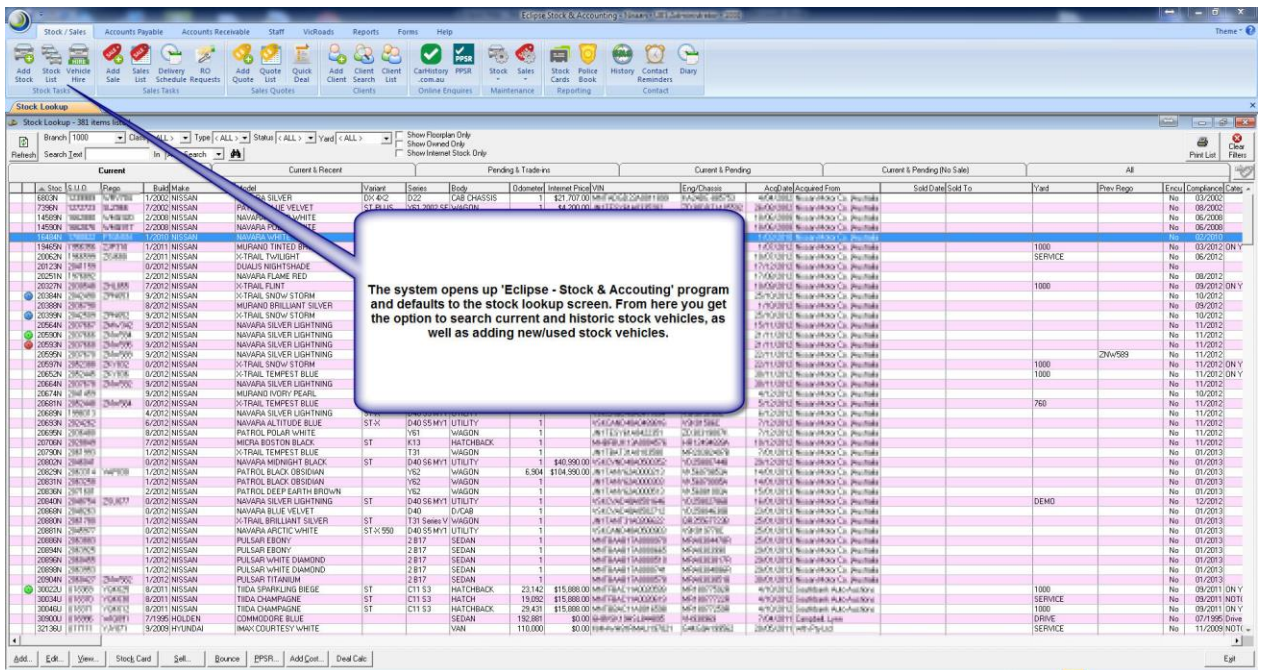
Getting Started

To open the Stock & Accounting Program, access your windows desktop screen and double click the 'Stock and Accounting' icon as per below.



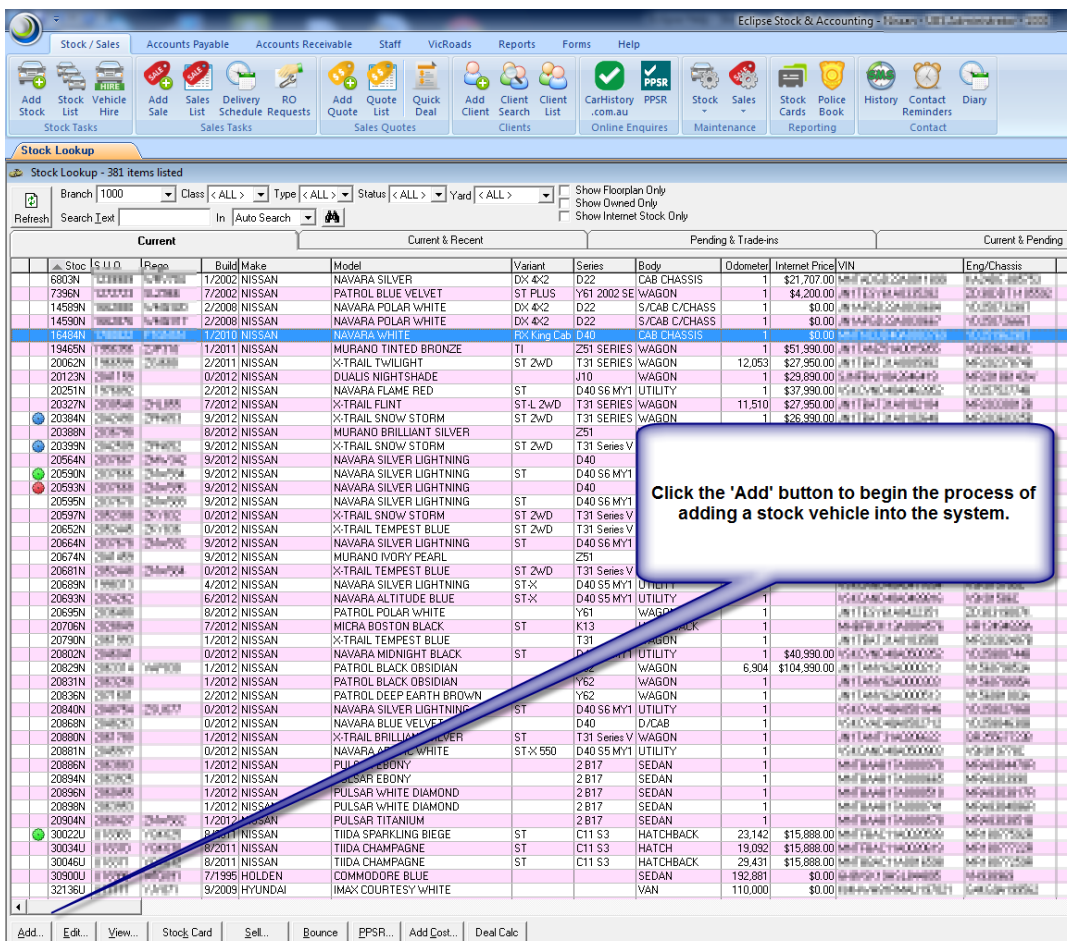
After double clicking on the 'Stock and Accounting' icon, the following screen will appear which is stock control screen.





Adding Vehicle Stock

To add Vehicle Stock into the system, perform the following process.



After left clicking the 'Add' button, the following screen will display.

You will see an array of fields where information can be entered about the Vehicle. Highlighted, you will see the Mandatory fields are 'Branch, Type, Classification, Status, Invoice Date, From, Valuer and Agreed Purchase Price fields'. All of these fields are shown in RED.

From here we can start entering information into the relevant fields for the Vehicle.

Stock Details - Stock ID: 40929

Identifiers

Stock# 49445 S.U.O. []

Branch 1000 Type New

Classification Vehicle Status Pending

Rego [] State []

Rego Due [] Year 1st Regd. []

Prev Rego [] State []

VIN []

Engine # []

Compliance [] / [] Build [] / []

Label [] Odo In [] Out []

Yard / Locn []

Description

Code [] Year [] Std. Colour []

Make [] Promo Colour []

Model [] Trim []

Variant [] Seats [] Doors []

Series [] Tare []

Body [] GVM []

Trans [] Fuel []

Eng Cyls [] Size (cc) [] Radio Cd []

Induction [] Key Cd []

Drive []

Eng Desc []

Factory [] Lock Code []

Purchase Details | Accessories | Costs | Notes / Internet | VicRoads / BWC | Previous Owner | Floorplan | PPSR

Invoice Date 07/06/2013 From []

Arrival Date [] Valuer []

Purchase Price (Ex GST) \$0.00

GST []

Agreed Purchase Price []

Allowances []

Actual Purchase Cost \$0.00

Payout [] Total Cost \$0.00

Price Type []

Internet Price [] L-Form Price []

Factory Options [] Ex GST []

Expected Profit [] Damage Report []

Acquisition Notes

Invoice No []

Title []

Notes []

Hold Payment Warranty Exempt

Encumbered Encumbered By Us?

Appears on Write-Off Register

Book Valuation

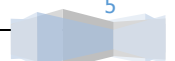
Code [] Month [] Valuation []

THIS VEHICLE IS IN STOCK

Fields shown in RED must be entered before the data can be saved.

OK Cancel

Follow each of the following diagrams as a step by step guide on entering Stock.



Stock Details - Stock ID: 40929

Identifiers

Stock# 49445

Branch 1000

Classification Vehicle

Rego

Rego Due

Prev Rego

VIN

Engine #

State

Year 1st Regd.

State

Variant

Series

Body

Trans

Eng Cyls

Seats

Doors

Tare

GVM

Fuel

Size (cc)

Radio Cd

You can select the required branch type, classification & status from a drop down list when you click on each fields drop down arrow.

Stock Details - Stock ID: 40929

Identifiers

Stock# 49445

Branch 1000

Classification Vehicle

Rego Vehicle

Rego Due

Prev Rego

VIN

Engine #

State

Year 1st Regd.

State

Description

S.U.O

Type

Status

Series

Body

Trans

Eng Cyls

Induction

Tare

GVM

Fuel

Size (cc)

Radio Cd

Key Cd

Under 'Classification' you get the option to classify the stock. Select the required one. In this case it is 'Vehicle'.

Stock Details - Stock ID: 40427

Identifiers

Stock# 48950

Branch 1000

Classification Vehicle

Rego

Rego Due

Prev Rego

VIN

Engine #

State

Year 1st Regd.

State

Description

S.U.O

Type New

Status Used

Series

Body

Trans

Eng Cyls

Tare

GVM

Fuel

Size (cc)

Radio Cd

In the 'Type' field select either New or Used. In this example we will select 'New'.

Stock Details - Stock ID: 40427

Identifiers

Stock# 48950

Branch 1000

Classification Vehicle

Rego

Rego Due

Prev Rego

VIN

Engine #

State

Year 1st Regd.

State

Description

S.U.O

Type New

Status Pending

Series

Body

Trans

Eng Cyls

Tare

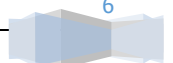
GVM

Fuel

Size (cc)

Radio Cd

In the 'Status' field you can select the status of the stock item. If it is not in stock yet it is a status of pending and if the stock is physically in stock it is normal. In this example as the stock unit is in stock we will select the status of 'Normal'.



Rego State

Rego Due Year 1st Regd.

Prev Rego State

VIN

Engine #

Compliance / Build /

Label Odo In Out

Yard / Locn

Variant Seats Doors

Eng

Induction Key Cd

Drive

Eng Desc

Factory Lock Code

In the 'Registration' fields you get to enter information related to the registration of the Vehicle.

VIN 1238A8SDFJ19406AS (17 chars)

Engine # L125AS56S9 (10 chars)

Compliance / Build /

Label Odo In Out

Yard / Locn

Enter in the Vin number or serial number required, this is not a mandatory field and can be entered in at a later date if required. Compliance & build date are also not mandatory but entering everything straight away will make life easier and is good practise.

Stock Details - Stock ID: 40427

Identifiers

Stock# 48950 S.U.O

Branch 1000 Type New

Description

Code Year Std. Colour

Make BUGATTI Promo Colour

Model

Variant

Series

Body

Trans Fuel

Cyls Size (cc)

Trim

Seats Doors

Tare

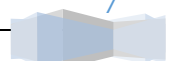
GVM

Radio Cd

Key Cd

Yard / Locn Factory Lock Code

Select the 'Make' of the vehicle you are entering into stock. From here you can select the required 'Model', 'Variant', 'Series', 'Body', 'Transmission', 'Fuel' etc... Entering as much information as possible will not hurt.



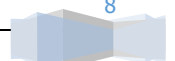
Stock Details - Stock ID: 40427

| Identifiers | | Description | |
|----------------|-----------|--------------|------------------------------------|
| Stock# | 48950 | Code | Year 2012 |
| S.U.O | | Std. Colour | BLACK |
| Branch | 1000 | Make | BUGATTI |
| Type | New | Promo Colour | |
| Classification | Vehicle | Model | EB110 |
| Status | Normal | Trim | |
| | | Variant | GT |
| | | Seats | 2 |
| | | Doors | 2 |
| | | Series | |
| | | Tare | |
| | | Body | COUPE |
| | | GVM | |
| | | Trans | 6M |
| | | Fuel | Petrol |
| | | Eng Cyls | |
| | | Size (cc) | |
| | | Radio Cd | |
| | | Key Cd | |
| | | Induction | |
| | | Drive | |
| Compliance | 11 / 2012 | Build | 11 / 2012 |
| Label | | Odo In | |
| | | Odo Out | |
| Yard / Locn | | | |
| | | Eng Desc | 16W |
| | | Factory | |
| | | | <input type="checkbox"/> Lock Code |

Fill in as much information as you can. Information can be added later to this stock vehicle.

Entering in Acquisition information

In the Purchase Details area of the screen, you enter the Purchase Date. Who it was purchased from, ULTIMATE BUSINESS SYSTEMS will automatically come up with the client. Select your Valuer who has purchased the Vehicle and the agreed purchase price and the asking price you require for the Vehicle. You also have the option of entering Acquisition Notes like the Invoice number and any notes you require for the Vehicle.



Purchase Details | Accessories | Costs | Notes / Internet | VicRoads / BWC | Previous Owner | Floorplan | PPSB

Invoice Date: 07/06/2013 From: ULTIMATE BUSINESS SYSTEMS P/L

Arrival Date: / / Valuer: CARROLL TREN

Purchase Price (Ex GST): \$200,000.00
 GST: \$20,000.00
 Agreed Purchase Price: \$220,000.00

Price Type: [Dropdown]
 Asking Price: \$300,000.00 Drive Away Price: \$320,000.00

Actual Purchase Cost: \$220,000.00 Factory Options: [Dropdown] Ex GST: [Dropdown]
 Payout: [Dropdown] Total Cost: \$220,000.00 Expected Profit: \$72,727.27 Damage Report: [Dropdown]

Acquisition Notes
 Invoice No: [Green Highlighted]
 Title: [Text Field]
 Notes: [Text Field]

Hold Payment Warranty Exempt
 Encumbered Encumbered By Us?
 Appears on Write-Off Register

Book Valuation
 Code: [Text Field] Month: [Dropdown] Valuation: [Text Field]

THIS VEHICLE IS IN STOCK Fields shown in RED must be entered before the data can be saved. OK Cancel

Adding Accessories

You can enter Accessory information by clicking on the Accessories Tab. Once in this Tab, you can select the required accessories by clicking the tick boxes required. These accessories are useful for you to place on Sales forms you use to place on your units to tell customers the accessories available on the unit.

Purchase Details | **Accessories** | Costs | Notes / Internet | VicRoads / BWC | Previous Owner | Floorplan | PPSB

Features | Accessories

| | | | | |
|--|--|---------------------------------|-----------------------------------|-----------------------------------|
| <input type="checkbox"/> 4CYL | <input type="checkbox"/> ALLOBAR | <input type="checkbox"/> BBAR | <input type="checkbox"/> CRD | <input type="checkbox"/> DVD |
| <input type="checkbox"/> 4X4 | <input checked="" type="checkbox"/> ALLOYS | <input type="checkbox"/> CANOPY | <input type="checkbox"/> CRUISE | <input type="checkbox"/> ESP |
| <input type="checkbox"/> 7 SEAT | <input type="checkbox"/> ALLTRAY | <input type="checkbox"/> CD | <input type="checkbox"/> DEDGAS | <input type="checkbox"/> FACTWARR |
| <input type="checkbox"/> AB1 | <input type="checkbox"/> ALLWHEEL | <input type="checkbox"/> CDS | <input type="checkbox"/> DFUEL | <input type="checkbox"/> HISTORY |
| <input type="checkbox"/> AB2 | <input type="checkbox"/> ATRAY | <input type="checkbox"/> CENLCK | <input type="checkbox"/> DIESEL | <input type="checkbox"/> IMOB |
| <input type="checkbox"/> ABS | <input type="checkbox"/> AUTO | <input type="checkbox"/> CLIM | <input type="checkbox"/> DUALSLID | <input type="checkbox"/> LPG |
| <input checked="" type="checkbox"/> AC | <input type="checkbox"/> BATT X2 | <input type="checkbox"/> COVER | <input type="checkbox"/> DUALTOP | <input type="checkbox"/> LRACK |

Selected Acc Only

THIS VEHICLE IS IN STOCK Fields shown in RED must be entered before the data can be saved. OK Cancel

Adding Costs

You can enter in costs associated with the Vehicle like freight or any costs at all by accessing the Costs Tab and left clicking Add. This will allow you to enter in any costs directly to the stock unit which will go directly to the creditor required for you to pay.

Do not enter Stamp Duty or Transfer fee costs in this area as this automatically done for you when selling the unit.



Purchase Details | Accessories | **Costs** | Notes / Internet | RTA / BWC | Previous Owner | Floorplan | PPSB

| Code | Date | Reference | Description | Cost | GST | Splr # | Supplier Name |
|------|------|-----------|-------------|------|-----|--------|---------------|
| | | | | | | | |

Add... Add Multiple... Delete Edit... Total Costs (Inc GST) \$0.00 Load Amt Wty Prov \$0.00

THIS VEHICLE IS IN STOCK Fields shown in RED must be entered before the data can be saved. OK Cancel

Adding Notes and Pictures

In the Notes / Internet section, the system will allow you to select pictures associated with the Vehicle which can be uploaded to the internet to help you advertise and sell your units. You can also print out Fact sheets that you can use to display on your Vehicle to help describe and sell the units. Notes can be entered here as well which will display on the fact sheet as well as the internet.

Purchase Details | Accessories | Costs | **Notes / Internet** | RTA / BWC | Previous Owner | Floorplan | PPSB

Warning: These notes and pictures may be uploaded to the internet!

Internet Special Price will replace Drive Away Price (if specified) Upload to Internet

Print Fact Sheet
Pictures...
< >

Damage Report / Other Notes

THIS VEHICLE IS IN STOCK Fields shown in RED must be entered before the data can be saved. OK Cancel

Adding Floorplan

The Floorplan Tab can be accessed to enter the floorplan information in. You can select the Finance Provider, the Payout Due date and Reference # supplied by the Finance company. This will automatically create the floorplan entry in the system for you to payout at a later date. This is only performed for New Stock only.



Purchase Details | Accessories | Costs | Notes / Internet | RTA / BWC | Previous Owner | **Floorplan** | PPSB

Finance Provider: Ge Commercial Corporation (Au) | Payout Due: 04/02/2013 | Reference #: 234232

Floorplan Details: Date: | Amount: | Repayments: | Payout Details: Date: | Ref: |

THIS VEHICLE IS IN STOCK Fields shown in RED must be entered before the data can be saved. OK Cancel

Finalising the Stock Entry

Once all the required information has been entered the Vehicle can be entered in the stock system. The stock number is 48950, which is circled in Red. This is entered as a Normal unit. Left click OK to save the Vehicle stock number 48950 into the system.

Stock Details - Stock ID: 40427

Identifiers: Stock# **48950** | S.U.O: | Branch: 1000 | Type: New | Classification: Vehicle | Status: Normal | Rego: | State: | Rego Due: | Year 1st Regd: | Prev Rego: | State: | VIN: 1238A8SDFJ19406AS (17 chars) | Engine #: L125AS56S9 (10 chars) | Compliance: 11 / 2012 | Build: 11 / 2012 | Label: | Odo In: | Out: | Yard / Locn: |

Description: Code: | Year: 2012 | Std. Colour: BLACK | Make: BUGATTI | Promo Colour: | Model: EB110 | Trim: | Variant: GT | Seats: 2 | Doors: 2 | Series: | Tare: | Body: COUPE | GVM: | Trans: 6M | Fuel: Petrol | Eng Cyls: | Size (cc): | Radio Cd: | Induction: | Key Cd: | Drive: | Eng Desc: 16W | Factory: | Look Code: |

Purchase Details | Accessories | Costs | Notes / Internet | VicRoads / BWC | Previous Owner | **Floorplan** | PPSB

Invoice Date: 07/06/2013 | From: ULTIMATE BUSINESS SYSTEMS P/L | Arrival Date: | Valuer: CARROLL TOWN | Purchase Price (Ex GST): \$200,000.00 | GST: \$20,000.00 | Price Type: | Agreed Purchase Price: \$220,000.00 | Allowances: | Asking Price: \$300,000.00 | Drive Away Price: \$320,000.00 | Actual Purchase Cost: \$220,000.00 | Factory Options: | Ex GST: | Payout: | Total Cost: \$220,000.00 | Expected Profit: \$72,727.27 | Damage Report: | Acquisition Notes: Invoice No: | Title: | Notes: | Hold Payment | Warranty Exempt | Encumbered | Encumbered By Us? | Appears on Write-Off Register | Book Valuation: Code: | Month: | Valuation: |

THIS VEHICLE IS IN STOCK Fields shown in RED must be entered before the data can be saved. **OK** Cancel

Sale of Stock...

Sale Options

Salesperson: RAY [dropdown] Date of Sale: 07/06/13 [dropdown]

Client: [dropdown] [Select] [Add...] [Edit...]

Vehicle: 48950N 2012 BUGATTI EB110, . BLACK [Select] [New...] [Edit...]

Registered Operator (if different to owner): [dropdown] [Select] [Add...] [Edit...]

Sale Details | Factory Options | Sale Extras | Trade In | Deposits | Finance | Notes

Sale Price: \$244,415.30 **INCLUDES GST** Price Type: <ENTER PRICE> [dropdown]

Stamp Duty: VIC NEW CAR [dropdown] Type of Sale: [dropdown]

Purpose of Use: PRIV [dropdown] Source of Sale: [dropdown]

Delivery Date: [dropdown] Time: [dropdown] [Schedule]

RETAIL

SALE SUMMARY (Prices Include GST)

| | | | |
|---|---------------------|---|---------------------|
| Sale Price to Customer | \$244,415.30 | | |
| Factory Fitted Options + | \$0.00 | | |
| Extras \$0.00 + \$0.00 > + | \$0.00 | Less Finance Payouts | \$0.00 |
| After Care \$0.00 + \$0.00 > + | \$0.00 | Total Due on Delivery | \$314,999.99 |
| Stamp Duty Applies [checkbox] | | Luxury Car Tax + | \$55,584.69 |
| Stamp Duty Exempt [checkbox] | | (Calculated on 299,999.99) Stamp Duty + | \$15,000.00 |
| <input type="checkbox"/> Apply Luxury Car Tax EXEMPTION | | Transfer Fee + | \$0.00 |
| TOTAL PAID FOR VEHICLE (INCL GST) | \$314,999.99 | Money Received | \$0.00 |
| | | CURRENT BALANCE OWING | \$314,999.99 |
| | | Outgoing Odometer Reading | [input] |

Sale Journal: V-N-SALE.STD [View Deal] [Save] [Save & Approve] [Cancel]

The 'Sales of Stock' screen now appears, you first need to select the salesperson.

Adding a Client on the Sale –

To add a client to the sale we need to click the 'Select client' button. this will take you to the client lookup screen.

The Client Lookup Screen –

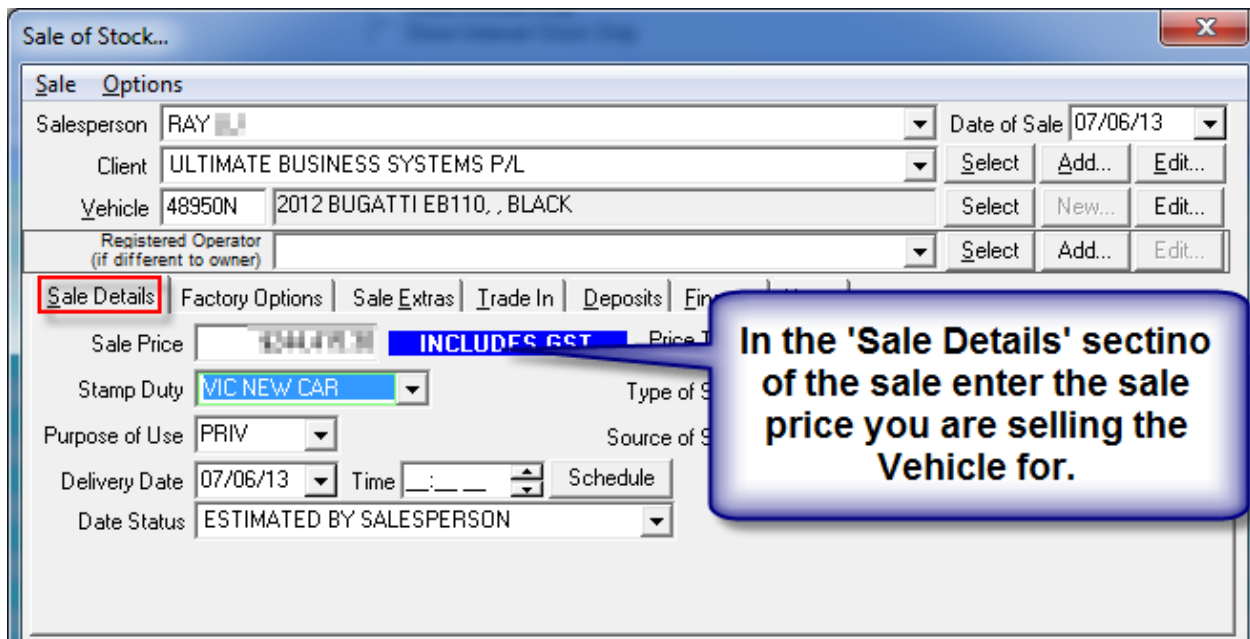
In the client lookup screen we are going to search for the client who we are selling the Vehicle to. The customer's name is Ultimate Business Systems and in the Search For field we enter Ultimate and searching in the Name field, click the binocular icon to search. The client lookup in the top left corner indicates 1 item listed.

| Client | Name | Type | Address | Home | Business | Mobile | Fax | Licence | DOB |
|--------|---------------------------|------|--|------|----------------|--------|----------------|---------|-----|
| 17240 | Ultimate Business Systems | SUP | 7/333 Canterbury Road, Canterbury VIC 3126 | | (03) 9012-6677 | | (03) 9836-7005 | | |

Highlight the client and click select.

| Client | Name | Type | Address | Home | Business | Mobile | Fax | Licence | DOB |
|--------|---------------------------|------|--|------|----------------|--------|----------------|---------|-----|
| 17240 | Ultimate Business Systems | SUP | 7/333 Canterbury Road, Canterbury VIC 3126 | | (03) 9012-6677 | | (03) 9836-7005 | | |

Adding the Sale Details



Sale of Stock...

Sale Options

Salesperson: RAY Date of Sale: 07/06/13

Client: ULTIMATE BUSINESS SYSTEMS P/L Select Add... Edit...

Vehicle: 48950N 2012 BUGATTI EB110, . BLACK Select New... Edit...

Registered Operator (if different to owner): Select Add... Edit...

Sale Details | Factory Options | Sale Extras | Trade In | Deposits | Finance

Sale Price: 124,000.00 INCLUDES GST Price Type: Type of Sale: Source of Sale:

Stamp Duty: VIC NEW CAR

Purpose of Use: PRIV

Delivery Date: 07/06/13 Time: Schedule

Date Status: ESTIMATED BY SALESPERSON

In the 'Sale Details' section of the sale enter the sale price you are selling the Vehicle for.

Adding Sale Extras on the Sale –

You get the option to add Sale Extras required on the Sale, this is done by accessing the Sale Extras Tab and you can left click 'Add Single Extra' to add a single extra or you can left click 'Add Multiple Extra' to select multiple sale extras that maybe required.



Sale of Stock...

Sale Options

Salesperson: RAY LU Date of Sale: 07/06/13

Client: ULTIMATE BUSINESS SYSTEMS P/L Select Add... Edit...

Vehicle: 48950N 2012 BUGATTI EB110, . BLACK Select New... Edit...

Registered Operator (if different to owner) Select Add... Edit...

Sale Extras | Factory Options | Trade In | Deposits | Finance | Notes

| Code | Date | Reference | Description | Price Inc | GST | Splr # | Supplier |
|---------|----------|-----------|------------------------|-----------|--------|--------|-----------|
| REGF... | 07/06... | 40427 | REGISTRATION ADMIN ... | \$19.32 | \$1.76 | 6492 | Vic Roads |

Add Multiple Extras Add Accessories Add Single Extra Edit... Delete Add Rego

Sale Extra Details

Details

Sale Extra Code: 12 Month RACV Warranty

Date: 07/06/13

Reference: 123

Description: 12 Month RACV Warranty

Sale Details

GST Applies Stamp Duty Applies

Price (Inc GST) GST

Selling Price ----> \$500.00 \$45.45

Luxury Car Tax

If LCT applies to this sale, does it apply to this item?

Apply LCT to this item

Supply Details

Internal Supply

Supplier: Racv

GST Applies

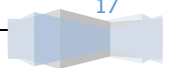
Price (Inc GST) GST

Our Cost ----> \$350.00 \$31.82

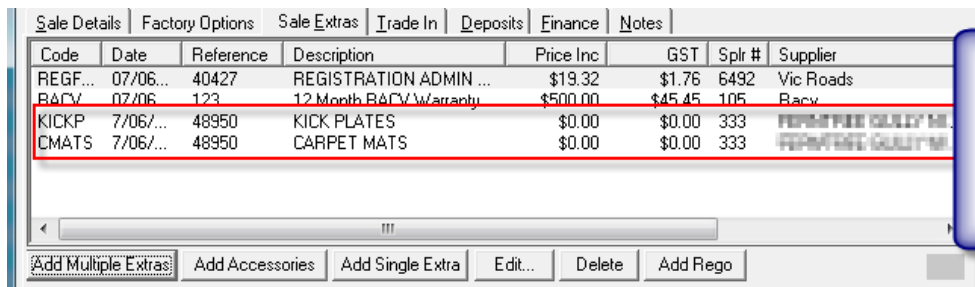
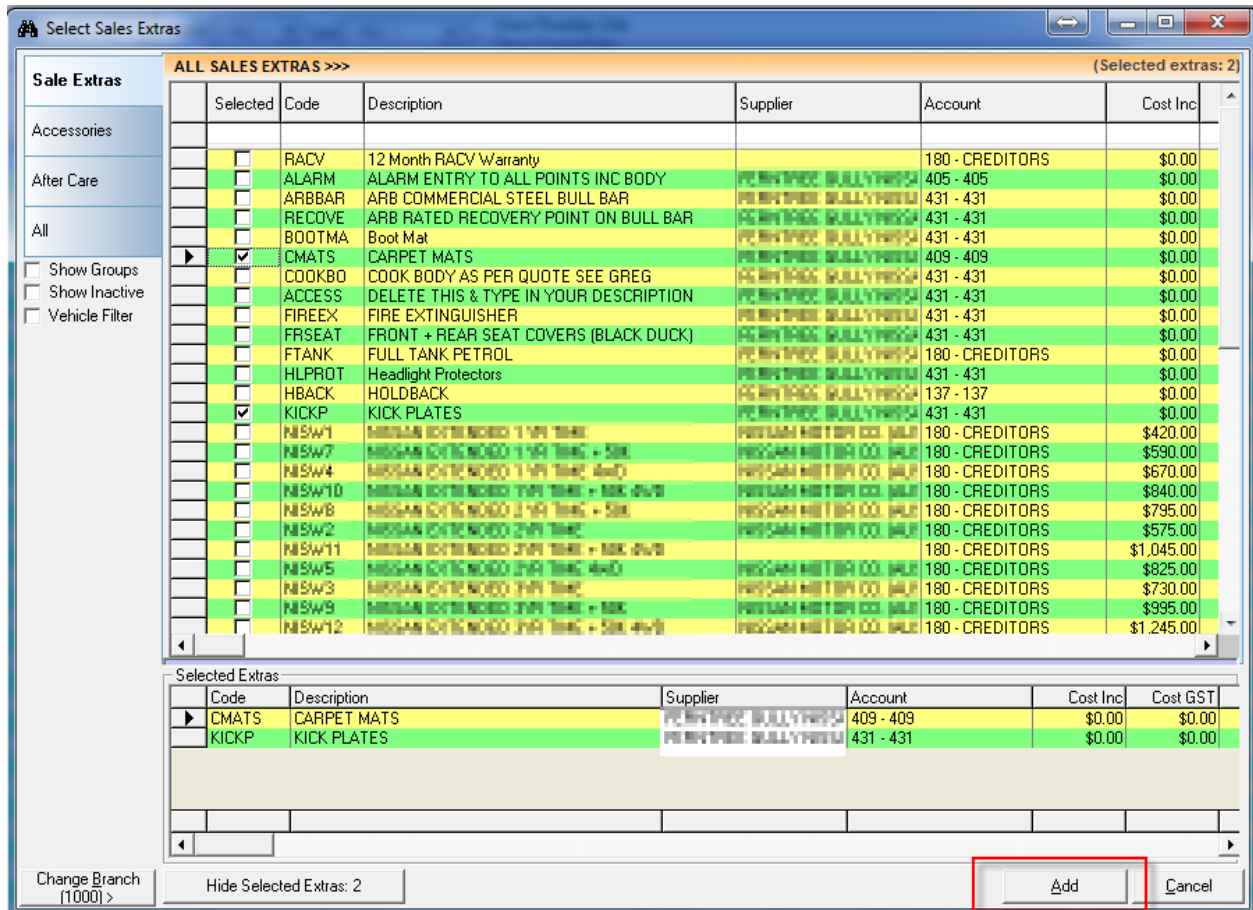
Creditors Account (or Alternate acct): 180 - CREDITORS

OK Cancel

When selecting the 'Add' button individually you can click on the drop down box and select the sale extra required and this will automatically populate the sale and cost price and the default supplier 'RACV' where it is supplied from. Click 'OK' to save the sale extra.



When you select the Add Multiple Extras you get the option to select multiple sale extras. All of these are automatically priced and costed on the sale for you. Click the sale extras you require and click Add to continue.



Adding Trade In's on the Sale –

Click 'Add' to add a trade in on the Sale by the following process

| Stock# | Rego | Description | Price | Payout | Payout |
|--------|------|-------------|-------|--------|--------|
| | | | | | |

You can add Trade In on the sale if required. The system will allow you to either Select a current stock item that you may have entered into stock already from the client or to simply Add the stock you are trading in.

You will notice the stock number is a figure of -4, this is because it is trade in and will become a used stock number when the sale is posted, you will see this in the next few steps. Click OK to add the trade in on the sale.

Stock Details - Stock ID: 40428

| | |
|---|---|
| <p>Identifiers</p> <p>Stock# -13 S.U.O. <input type="text"/></p> <p>Branch 1000 Type Used</p> <p>Classification Vehicle Status Normal</p> <p>Rego <input type="text"/> State VIC</p> <p>Rego Due <input type="text"/> Year 1st Regd. <input type="text"/></p> <p>Prev Rego <input type="text"/> State <input type="text"/></p> <p>VIN <input type="text" value="ASDF123A345AFADG6"/> (17 chars)</p> <p>Engine # <input type="text" value="SDFG64NSDFG"/> (11 chars)</p> <p>Compliance <input type="text"/> / <input type="text"/> Build <input type="text"/> / <input type="text"/></p> <p>Label <input type="text"/> Odo In <input type="text"/> Out <input type="text"/></p> <p>Yard / Locn <input type="text"/></p> | <p>Description</p> <p>Code <input type="text"/> Year 2011 Std. Colour SILVER</p> <p>Make ASTON MARTIN Promo Colour <input type="text"/></p> <p>Model VANQUISH Trim <input type="text"/></p> <p>Variant <input type="text"/> Seats <input type="text"/> Doors <input type="text"/></p> <p>Series <input type="text"/> Tare <input type="text"/></p> <p>Body COUPE GVM <input type="text"/></p> <p>Trans <input type="text"/> Fuel <input type="text"/></p> <p>Eng Cyls <input type="text"/> Size (cc) <input type="text"/> Radio Cd <input type="text"/></p> <p>Induction <input type="text"/> Key Cd <input type="text"/></p> <p>Drive <input type="text"/></p> <p>Eng Desc <input type="text"/></p> |
|---|---|

| | |
|---|--|
| <p>Purchase Details</p> <p>Invoice Date 07/06/2013 From ULTIMATE BUSINESS SYSTEMS P/L</p> <p>Arrival Date <input type="text"/> Valuer CAMPBELL, TOM</p> <p>Purchase Price (Ex GST) \$80,000.00</p> <p style="padding-left: 20px;">GST \$8,000.00</p> <p>Agreed Purchase Price \$88,000.00</p> <p>Actual Purchase Cost \$88,000.00</p> <p>Payout Total Cost \$90,500.00</p> | <p>Acquisition Notes</p> <p>Invoice No <input type="text"/></p> <p>Title <input type="text"/></p> <p>Notes <input type="text"/></p> <p><input type="checkbox"/> Hold Payment <input type="checkbox"/> Warranty Exempt</p> <p><input type="checkbox"/> Encumbered <input type="checkbox"/> Encumbered By Us?</p> <p><input type="checkbox"/> Appears on Write-Off Register</p> |
|---|--|

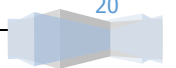
THIS VEHICLE IS IN STOCK
Fields shown in RED must be entered before the data can be saved.
OK
Cancel



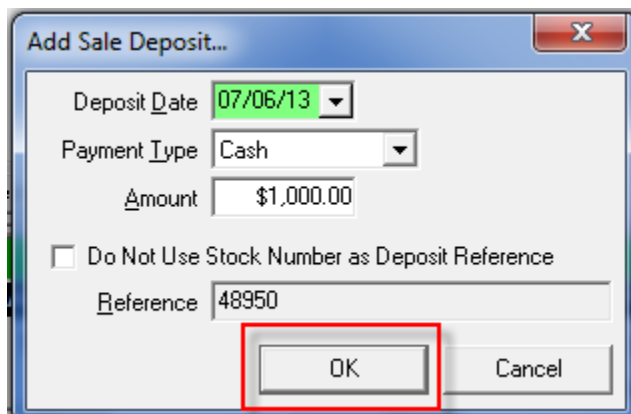
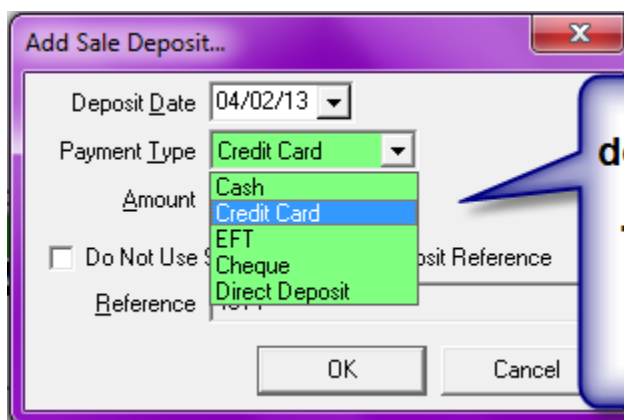
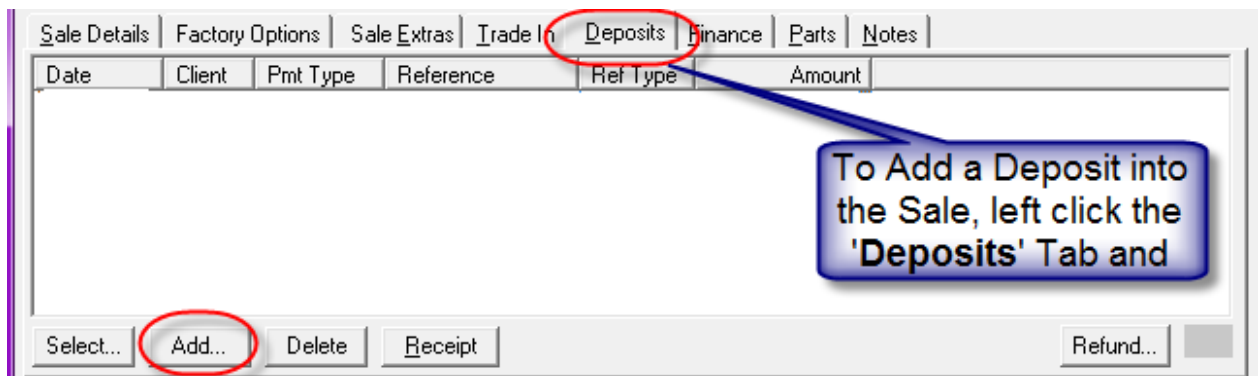
| Stock# | Rego | Description | Price |
|--------|--------|-----------------------|-------------|
| -13U | ABC123 | ASTON MARTIN VANQUISH | \$88,000.00 |

Select... Add... Edit... Delete Assign Stock #'s Payout 1 Payout 2 Remove Payouts

The trade-in has now been added to the sale for a purchase price of \$88,000. If you need to add any payouts for the Trade-In to finance companies this can be done by selecting the 'Payout 1' and 'Payout 2' buttons if there is multiple payouts.



Adding Deposits on the Sale –



You will now see that the Deposit has been added onto the Sale screen for this sale.



| Date | Client | Pmt Type | Reference | Ref Type | Amount |
|----------|--------|----------|-----------|----------|------------|
| 07/06/13 | 35926 | Cash | 48950 | SN | \$1,000.00 |

Select... Add... Delete Receipt Refund...

How to Add Finance onto a Sale

Sale Details | Factory Options | Sale Extras | Trade In | Deposits | **Finance** | Parts | Notes

Financed With: _____ ...

Contract Number: _____

Financed Amount: _____

Finance Status: _____

Finance Arranged by Us?

Optional Finance Information

Business Manager: _____

Finance Rate (%): _____ <... Show F...

Term (months): _____ <...

Residual Payment (\$): _____ <... * Calculation payment will start of the t

Monthly Payment (\$): _____ <...

To add finance onto a sale deal you need to access the 'Finance' tab. Once in this tab, left click the ... (three dots) to access the client who the financed deal is with. This will take you to the client look up screen.

Ultimate Business Systems has financed the deal with the Esanda Finance Corporation. In the 'Search For' field, type in Esan to look for Esanda by clicking the binoculars. Click the Esanda finance client to highlight it and click Select to bring this client onto the Sale screen.

Client Lookup - 1 item listed

Filters: Type: Supplier Buyer or Seller is _____

Refresh Search for: esanda In Name

Include Inactive Clients Show Only Inactive Clients

Print List Clear Filters

| Client | Name | Type | Address | Home | Business | Mobile | Fax |
|--------|--------|------|---------|------|----------|--------|-----|
| 16908 | Esanda | SUP | | | | | |

Add Edit View Delete Merge Print Select Cancel

Sale Details | Factory Options | Sale Extras | Trade In | Deposits | **Finance** | Notes

Financed With: Esanda ...

Contract Number: 23423423

Financed Amount: 22651931

Finance Status: _____

Finance Arranged by Us?

Add F&I Commission 0 Commissions entered

Optional Finance Information

Business Manager: _____

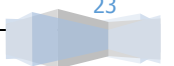
Finance Rate (%): _____ <...

Term (months): _____ <...

Residual Payment (\$): _____ <...

Monthly Payment (\$): _____ <...

You will now see Esanda finance as the finance client. You can now enter the finance contract number if you have it and the finance amount. The finance arranged by us can be ticked if desired.



Adding Notes to the Sale

Notes to appear on the Invoice:

B
 I
 U
 A
 A

 Set Font
 Add from template

You can add Notes to appear on the Invoice of the Sale that you require these are free type notes and can be anything you desire.

Financial Summary of the Sale

SALE SUMMARY (Prices include GST)

| | |
|--|---------------------|
| Sale Price to Customer | \$244,415.30 |
| Factory Fitted Options + | \$0.00 |
| Extras \$0.00 + \$519.32 | \$519.32 |
| After Care \$0.00 + \$0.00 | \$0.00 |
| Luxury Car Tax + | \$55,584.69 |
| (Calculated on 299,999.99) Stamp Duty + | \$15,000.00 |
| Transfer Fee + | \$0.00 |
| TOTAL PAID FOR VEHICLE (INCL GST) | \$315,519.31 |

SETTLEMENT DETAILS

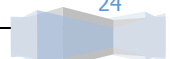
| | |
|------------------------------|--------------|
| Deposit Amt . | \$1 |
| Trade In Allowance . | \$88 |
| Less Finance Payouts | |
| Total Due on Delivery | \$226 |
| Money Received | |
| CURRENT BALANCE OWING | \$226 |

Outgoing Odometer Reading

View Deal

 Save & Approve
 Ca

The sale now has the financial summary that shows you the make up of it. The 'Sale price' including GST is displayed along with the total of the sales extras, stamp duty, transfer fees and the deposit amount. Also displayed is the trade-in allowance, the total due on delivery and any money which may have been received already. Click 'Save' to access the paperwork screen where you can print your sales contract, finance tax invoice and statutory form this can also be done by clicking View Deal .



Sale Paperwork and Contracts

Sale Paperwork

Paperwork Visible Paperwork Archive Document Custom Paperwork

| Sale Paperwork | Delivery Paperwork | All Paperwork |
|--|--------------------|------------------|
| <input checked="" type="checkbox"/> Contract of Sale | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Terms and Conditions | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Sale Extras Schedule | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Annexure A - Conditions | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Sales Order | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Finance Company Invoice | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Deposit Receipt | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Authority to Register Vehicle | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Cooling Off | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Dealer On-Line Authority to Register | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Sale Contract New | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Delivery Checklist | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Sample Letter | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Contract Conditions NEW | Copies 1 | Preview Settings |
| <input checked="" type="checkbox"/> Accessory Checklist | Copies 1 | Preview Settings |

Roadworthy Certificate
Number _____ Date _____ Age _____ Update...

PPSR
Last Check NOT CHECKED Check Now...

Security Interest Registered **NO** Register Interest...

Print Selected Preview Selected Email Selected Save Defaults Close

The System automatically takes you to the 'Sales Paperwork' screen where you can print a variety of sales documents, including contract of sale, the invoice, finance company invoice, cooling off etc... You can print all of these individually or print all that are selected by a tick box and then clicking 'Print selected' which will print the selected 'TICKED' boxes only.

Using the Sale Lookup Screen

You can enter the stock number in the SEARCH TEXT field as 48950 and in the SEARCH IN field.

Eclipse Stock & Accounting - Test Database - UBS Administrator - 1000

Stock / Sales Accounts Payable Accounts Receivable Staff VicRoads Reports Forms Help

Add Stock Vehicle Hire Add Sale Sales List Delivery Schedule Requests RO Add Quote Quick Deal Add Client Client Search Client List CarHistory.com.au PPSR Stock Sales Stock Cards Police History Contact Diary

Sale Lookup Stock Lookup

Sale Lookup - 1 item listed

Branch 1000 Class <ALL> Type <ALL> Status <ALL> Yard <ALL> Sale Type <ALL>

Refresh Search Text 48950 In Auto Search Show Amount Owning

Date Type Sale Date From / / To / / This Month Last Month Clear Dates

| Pending | | | Approved | | | Delivered | | | Finalised Sales | | | | | | | | |
|---------|--------|-------|----------|---------|-------|-----------|---------------|------------|-----------------|---------|---------|----------|---------------------------|-------------------|---------------|----------|----------------|
| Inv No | Stock# | S.U.O | Rego | Make | Model | Sold Date | Delivery Date | Price | AlterCare | Status | Deposit | Odometer | Sold To | VIN | Salesman Name | Source | Classification |
| 41439 | 48950N | | | BUGATTI | EB110 | 07/06/13 | 07/06/13 | 315,519.31 | | PENDING | <N/A> | | Ultimate Business Systems | 1238485DFJ13406AS | LU RAY | Purchase | RETAIL |

You will now see that the sale for Ultimate Business systems has been entered and the status is a Pending Sale. There are three main statuses the Sales screen uses, these are Pending, Delivered and Finalised.

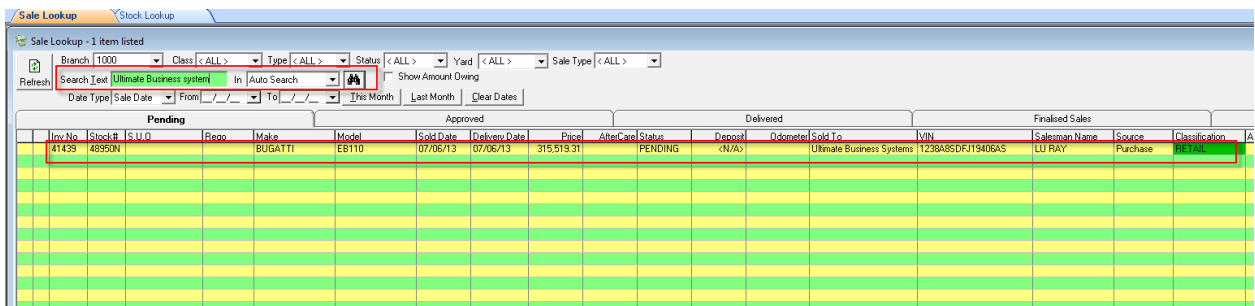
PENDING - A sale that is pending that is yet to be delivered to the customer.

DELIVERED - A sale where all money has been paid by the client and the vehicle has been delivered to the client.

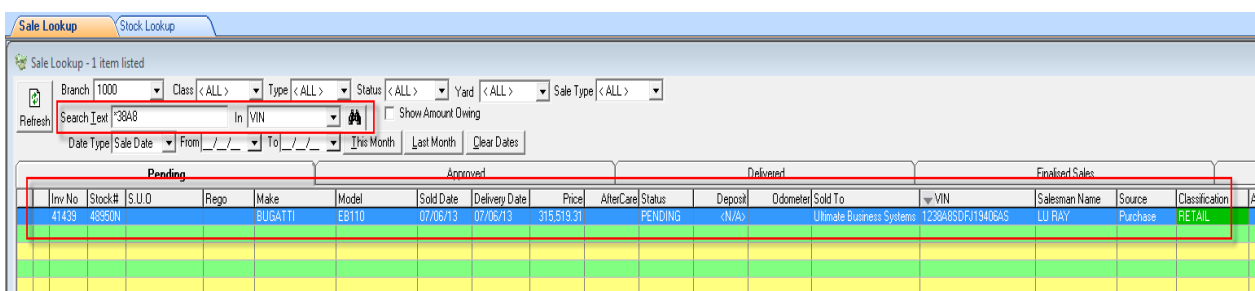
FINALISED SALES - A sale that has all costs allocated to it – over and under allowances and commissions taken into account and the inventory amount for the stock number has come out of the inventory account and transferred to the Cost of Sale Inventory Account.

You can search for any sale you need to when a client comes back by doing the following search techniques.

You can enter the clients surname in the SEARCH TEXT field as 'Ultimate Business Systems' and in the SEARCH IN field ensure the SOLD TO or AUTO SEARCH field is searched on.



This can also be done with the last few digits of the Vin #. You can search using a wildcard and enter *38A8 in the SEARCH TEXT field and in the SEARCH IN field ensure you have the VIN field selected. Left click on the search binoculars and you will find the sale you are looking for.



Sale of Stock...

Sale Options

Salesperson: RAY LU Date of Sale: 07/06/13
 Client: ULTIMATE BUSINESS SYSTEMS P/L
 Vehicle: 48950N 2012 BUGATTI EB110, BLACK
 Registered Operator: (if different to owner)

Sale Details | Factory Options | Sale Extras | Trade In | Deposits | Finance | Notes

Sale Price: \$244,415.30 **INCLUDES GST** Price Type: <ENTER PRICE>
 Stamp Duty: VIC NEW CAR Type of Sale: NONFLEET
 Purpose of Use: PRIV Source of Sale: Local
 Delivery Date: 07/06/13 Time: Schedule
 Date Status: ESTIMATED BY SALESPERSON

RETAIL SALE Click to Change

| SALE SUMMARY (Prices Include GST) | | SETTLEMENT DETAILS | |
|---|---------------------|------------------------------|---------------------|
| Sale Price to Customer | \$244,415.30 | Deposit Amt | \$1,000.00 |
| Factory Fitted Options + | \$0.00 | Trade In Allowance - | \$88,000.00 |
| Extras \$0.00 + \$519.32 | \$519.32 | Less Finance Payouts | \$0.00 |
| After Care \$0.00 + \$0.00 | \$0.00 | Total Due on Delivery | \$226,519.31 |
| Stamp Duty Applies | | | |
| Stamp Duty Exempt | | | |
| Luxury Car Tax + | \$55,584.69 | | |
| (Calculated on 299,999.99) Stamp Duty + | \$15,000.00 | | |
| <input type="checkbox"/> Apply Luxury Car Tax EXEMPTION | | | |
| Transfer Fee + | \$0.00 | | |
| TOTAL PAID FOR VEHICLE (INCL GST) | \$315,519.31 | CURRENT BALANCE OWING | \$226,519.31 |
| | | Money Received | |
| | | Outgoing Odometer Reading | |

APPROVED
By Toni Carroll on 07/06 11:07 AM

Sale Journal: V-N-SALE.STD

View Deal Save **Save & Deliver** Cancel

Enter your 'Delivery Date' information for the date the vehicle is being delivered to the client. To post the sale, click the 'Save & Deliver' button. This will take you to the sales paperwork screen again and you can print any required paperwork again, if needed. The sale lookup screen will now display the status of the sale as being posted.

Sale Lookup | Stock Lookup

Sale Lookup - 1 item listed

Branch: 1000 Class: <ALL> Type: <ALL> Status: <ALL> Yard: <ALL> Sale Type: <ALL>

Refresh Search Text: 13848 In VIN Show Amount Owing

Date Type: Sale Date From: To: This Month Last Month Clear Dates

| Pending | | | | Approved | | | | Delivered | | | | Finalised Sales | | | | | | |
|---------|--------|-------|------|----------|-------|-----------|---------------|------------|------------|-----------|---------|-----------------|---------------------------|------------------|---------------|----------|----------------|-------------|
| Inv No | Stock# | S.U.O | Rego | Make | Model | Sold Date | Delivery Date | Price | After Care | Status | Deposit | Odometer | Sold To | VIN | Salesman Name | Source | Classification | Approved By |
| 41439 | 48950N | | | BUGATTI | EB110 | 07/06/13 | 07/06/13 | 315,519.31 | | DELIVERED | <N/A> | | Ultimate Business Systems | 1238495DF1940B65 | LU RAY | Purchase | RETAIL | 44707 |

You will now see the status of the sale is at a DELIVERED status.

Finalise Vehicle Sale

Sale Date: 07-Jun-2013 Delivery Date: 07-Jun-2013
 Client: Ultimate Business Systems P/L
 Vehicle: 48950N 2012 BUGATTI EB110 COUPE, , BLACK
 Trade In: ASTON MARTIN VANQUISH COUPE, ABC123, SILVER

Vehicle | Trade In | Sale Extras | Aftercare | Commissions

Type of Sale: NONFLEET **VEHICLE**

Sold Price: \$299,999.99
 Purchase: \$220,000.00

+ Load: \$0.00
 + Costs: \$200.00
 + Wty Prov: \$0.00

- GST: \$57,804.26
 - Over Allowance: \$0.00
 + Under Allowance: \$0.00

= (A) Vehicle Gross Profit: \$21,995.73

| Profit Summary | | | | |
|-------------------|-------------|-----------------|--------------------|---------------|
| | Vehicle (A) | Sale Extras (B) | Total (A+B) | Aftercare (C) |
| Gross Profit | \$21,995.73 | \$136.37 | \$22,132.10 | \$0.00 |
| Less Commission | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Net Profit | \$21,995.73 | \$136.37 | \$22,132.10 | \$0.00 |

TOTAL NET PROFIT: \$22,132.10

View Sale... Stock Card... OK Cancel

A summary is shown of the finalized sale, left click 'OK' to finalize the sale.



Sale Lookup - 1 item listed

Branch 1000 Class <ALL> Type <ALL> Status <ALL> Yard <ALL> Sale Type <ALL>

Refresh Search Text *3848 In VIN Show Amount Owning

Date Type Sale Date From / / To / / This Month Last Month Clear Dates

| Pending | | | | Approved | | | | Delivered | | | | Finalised Sales | | | | | | | |
|---------|--------|-------|------|----------|-------|-----------|---------------|------------|-----------|-----------|---------|-----------------|---------------------------|-------------------|---------------|----------|----------------|------------|--|
| Inv No | Stock# | S.U.O | Rego | Make | Model | Sold Date | Delivery Date | Price | AfterCare | Status | Deposit | Odometer | Sold To | VIN | Salesman Name | Source | Classification | Approved f | |
| 41439 | 49990N | | | BUGATTI | EB110 | 07/06/13 | 07/06/13 | 315,519.31 | | FINALISED | <N/A> | | Ultimate Business Systems | 1238A85DF119408AS | LU RAY | Purchase | RETAIL | 44707 | |
| | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | |

After clicking 'OK' you will now see the sale as finalised back in the 'Sale Lookup' list.

