

ACHIEVING GREATER PROFITABILITY IN YOUR BUSINESS

How an effective Inventory Management System
enables this

Long ago and very far away....

I was the proprietor of a dismantling business:



In 1990 we were the first dismantler to have the ARMS system from day one of the business. We owned a computer before we owned a wrecked car!

We used that ARMS system well.....

Form 2A

Auto dismantlers' register for motor vehicles

Motor Dealers Act :section 21

VEHICLE DETAILS	Name of Licencee Pinnacle Support - Hollander	Licence No. MD98844		VEHICLE DETAILS
Entry No.	A000507	3RD SEAT	N	
Date of Acquisition	19/10/16	COMPLETE VEHICLE	N	
Make and Body Type	HOLDEN:			
Model Designation	BARINA			
Date of Manufacture	1992			
Reg. No. (If Any)				
Odometer Reading	95000			
Engine No.	fg64ty6t65t5+			
VIN or Chassis No.	1564626620362			
<hr/>				
Details of Person From Whom Acquired				
Name	PICKLES AUCTION DARWIN			

To inventory car parts, to invoice sales, and to comply with the NSW Prescribed Parts rules.

It was much later that I realised ARMS was collecting useful information that I really needed!

So in the end I was looking at the Vehicle Profitability Report - to help me buy cars similar to those that had been profitable in the past.



And importantly, a report I had found that showed the dollar value of parts sold by part type – that report helped me organise the warehouse better to fit the parts we really needed to keep (and then sell!).

It was only after that, as I came to work with other dismantling businesses implementing their Pinnacle systems, that I realised how important it is to put the information you collect each day to the best possible use:

- **In choosing the cars you buy**
- **In how you utilise your yard and warehouse capacity**
- **The price you put on your parts**
- **And to understand which of your staff are doing a good job!**

So, that is a brief introduction to get the discussion started.



NOW LET'S HEAR FROM YOU!