





## Tire Guru Business Center

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Thank you for taking a few minutes to learn about American Business Management System's (ABMS) Tire Guru Software products. Tire Guru Business Center is one of the best investments you will ever make for your business. It has a great return on investment by helping you to become more efficient, as well as more profitable.

Tire Guru Business Center offers a user-friendly, easy-to-learn, fully-integrated point of sale and internal business management system designed by tire people for tire people. Tire Guru Business Center is packed with vital tools and features to automate virtually every day-to-day task associated with running a successful tire and automotive business.

Some of the additional robust elements found in Tire Guru include: Point of Sale, Inventory Management, Accounts Receivable, Accounts Payable, General Ledger, and a comprehensive reporting module. This system includes pictures and detailed information for more than 45,000 tires and 30,000 wheels preloaded and at your finger tips, making any employee a Tire Guru in minutes.

In addition to Tire Guru Business Center we have a full suite of eCommerce products for the retail and wholesale industry segments.

Have you ever needed help with your business, but weren't quite sure of how to get it or were afraid to move forward on something for fear of making the wrong decision? Relax! At ABMS we will show you specifically how Tire Guru software can assist you with your specific needs through a live online demo. Visit us at <http://www.tireguru.net> or call us at 1-877-470-2267 to schedule a demo and learn how easy it is to increase your productivity and profits!

Sincerely,

Clint Nicholls  
President, ABMS Tire Guru

eCommerce ...

The screenshot shows the Plains Tire Co. website. At the top, there's a navigation bar with links for Home, Products, Plans, Downloads, Links, and About. Below this is a banner for Plains Tire Co. featuring a red truck and the text "WYOMING'S LARGEST TIRE COMPANY SINCE 1941". A "Select Location" button is visible. The main content area is divided into two search sections: "Search for Tires" and "Search for Auto Services". The "Search for Tires" section includes a "Passenger/Light Truck/HP Tires" button, a "Specialty" button, a "Rim Size" field with a note "Note: Excluding 'P', 'T', 'W', etc...", an example "P225/70R18 would be 2207918", and dropdown menus for Year, Make, Model, Type/Tires, and Package. The "Search for Auto Services" section lists various services like Air Conditioning Service, Brake System Repair, Flat Repair and Tire Service, Lube & Oil Change, Maintenance Packages, Shocks & Struts, Tire Rotation, Transmission Service, Wheel Alignment, Wheel Balance, and Wiper Blades & Misc Services. At the bottom, there are logos for American Car Care Centers Coast-to-Coast, ASE Certified Technicians, Goodyear, Michelin, and BFGoodrich, along with the text "And Most Other Major Brands". A footer banner repeats the service offerings: "Free Local Installation - Free Mounting - Free Balancing - Free Valve Stems - Free Tire Disposal".

## TIRE GURU HAS FULL ECOMMERCE SITES AVAILABLE FOR BOTH RETAIL AND WHOLESALE TIRE AND AUTOMOTIVE BUSINESSES

- eCommerce sites are fully integrated with Tire Guru Business Center
- Use your own site or have us build a custom site for you
- Customers can purchase products and schedule services online
- Customers can view their maintenance history and reprint invoices and statements online



Tire Guru Business Center

*“Our goal is to help you by creating the software you need, just the way you need it.”*

*– Clint Nicholls, President*

- **Web-based application**
- **No need to manage your own servers**
- **Integrated with Mitchell 1**
- **Integrated with Mailmark and InfoLab**
- **Customer Communication System with eMail**

# Helping to manage your bottom line ...

**YOU HAVE ENOUGH TO DO JUST RUNNING YOUR BUSINESS, THE SOFTWARE THAT'S SUPPOSED TO HELP YOU SHOULDN'T BE SOMETHING THAT YOU WORRY ABOUT.**

## BUILT WITH TODAY'S TECHNOLOGY

We know that it's a hassle for people to manage and update their own computer system. That's why we built Tire Guru as a web-based program.

Designing Tire Guru as a web-based program allows us to continually take advantage of the best and most current technologies available, something that can't be provided by CD-based programs. And the benefits to our customers are plenty.

For example, instead of having to maintain expensive and complicated servers on-site our customers are able to access the full Tire Guru program over the web like any other secure web page. And since the program is off-site our customers no longer need to worry about daily backups and data loss.

Is using a web-based application a secure way to run your business? Absolutely! Tire Guru features the same 128-bit security, login restrictions, and permissions as the web-based application your bank offers.

## PLAYS WELL WITH OTHERS

Because Tire Guru is web-based it's able to seamlessly integrate with other programs. A great example of this is our integration with Carquest/Mitchell 1 where we combine their Parts & Labor Guide with Tire Guru and it's all done behind the scenes. Yes, that's another program our customers no longer have to worry about.

Most shops around the country use companies like Mailmark and InfoLab for their mailings. No problem there. Tire Guru is already set up to automatically send the correct data to these companies. But again our customers find that it's not usually necessary because Tire Guru has an entire customer communications package built in.

Not only can Tire Guru help you print postcards for service reminders, lost sales, and special offers but it can also send them by email.

## KEEPING IN TOUCH, 21ST CENTURY STYLE

Because keeping customers is even better than getting new customers we've designed Tire Guru's customer communication package to be as easy to use and flexible as possible. Tire Guru not only sends email, it also supports email with graphics, which can be personalized with any of the data in the customer record. And Tire Guru can send almost anything ... from service reminders to invoices and statements.

## CUSTOMIZABLE FOR YOUR BUSINESS

The best part of a web-based application is that we're able to change things without our customers having to load updates or reconfigure their computers. All changes are immediately available at the next login. This flexibility allows Tire Guru to be customized to fit your specific business needs now and to quickly adapt to your business as its needs change.





Tire Guru Business Center



- Seamlessly view inventory from other location within your company
- View inventory from other Tire Guru-compatible warehouse locations
- Instant access to full product information and images
- Create printable product comparison pages on-the-fly
- Print quotes with multiple items and add-on services
- Correctly handle National Account-type sales
- Lookup customer data by any search criteria
- Instantly see historical selling points for any item
- Easily view customer aging balances and restrict activity based on balance
- Require fields to be completed before work order is finalized
- Create selling packages to promote suggestive selling and increased sales

# Point of Sale ...

## TIRE GURU'S POINT OF SALE SYSTEM IS BUILT SO YOU HAVE QUICK ACCESS TO ALL THE INFORMATION YOU NEED ABOUT ALL YOUR PRODUCTS AND SERVICES.

### MANY SEARCH OPTIONS

With Tire Guru you're able to search for products in many ways. You can:

- search for more than one size at a time
- plus-size your search result
- search multiple locations at once
- search for packages of grouped items
- and much more!

The screenshot shows the 'New Search' window with various filters and a results table. The search filters include 'Show in position', 'Show in company', 'Show in store', 'Manufacturer's Index', 'Inventory Type', 'Show Non-Stock Items', 'Quick Look', and 'Packages'. The results table is as follows:

Qty	Item #	Size	Description	Brand	Avail	Ven/Loc	Retail	PET		
	00754	P235/75R15	LTX A/T (ORWL) (10S) (S)	Michelin	97	263	\$119.99	\$0.00		
	44127	P235/75R15	A/S Steel Belted Radial (WSW)	Mediatec	86	52	\$210.04	\$0.00		
	66828	235/75R15	Av4 Alpin (RHH) (S)	Michelin	8	60	\$223.91	\$0.00		
	98948	P235/75R15	Prospector A/T (RWL) (10SS) (SL)	American	8	0	\$215.16	\$0.00		
	100754/R.0	P235/75R15	LTX A/T (USED) (ORWL)	Used Tires DK	6	0	\$114.99	\$0.00		

After you've searched you can go even further. For example, you can select multiple items and print a product comparison. And you can print quotes that include pricing for multiple items and add-on services.

Once your search is done you can add it to a work order. As with products, customers can be searched for in a variety of ways. If your customer has an account you can easily do things like check their aging balance and handle National Account transactions. For all customers you can check historical selling prices for any item and require certain fields to be filled out before the work order can be finalized.

The screenshot shows the product details for a Michelin LTX A/T tire. It includes a photo of the tire, technical specifications, and a description of the tire's features.

**Information for Item - 00754**  
P235/75R15 - Michelin - LTX A/T

**Brand**  
Michelin

**Item Description**  
LTX A/T

**Item Specifications**  
P235/75R15  
10S  
S

**Supply Features & Benefits**  
• Meets regular wear patterns with a large, stable contact patch that maximizes road life.  
• All-Season traction and a quiet highway ride due to our unique tread block pattern.  
• Additional durability thanks to an additional sipes area on S & R tread rings.  
• Best off-road durability thanks to special, steel sipes construction.  
• Solid strength and stability from a thicker reinforced sidewall and unique edge.  
• Exceptional wet traction thanks to deep circumferential grooves that channel water away.  
• Superior performance from both depth, tread pattern and design.  
• Meets the production control from a Procter and Gamble.  
• Long for the tire to a longer, longer service.  
• Long strength and wear to the stars for a mile of low wear rating that distributes stress more evenly.

**Supplier Price: \$119.99**



Tire Guru Business Center



- Create unlimited price levels by entire group or by specific SKU's
- Items can be sold without being inventoried
- Designate any part as any type of product (tire, wheel, part, etc)
- View real-time stock levels for other locations
- Scannable inventory
- Tire and wheel SKU's are maintained and updated by Tire Guru
- Highlight slow-moving items at Point-of-Sale for quick sale or spiffs
- Create temporary pricing for any product from group down to SKU level
- Organize your inventory using bin locate features
- View inventory from other Tire Guru-compatible warehouse locations



# Inventory Control ...

**TIRE GURU'S INVENTORY CONTROL SYSTEM IS BUILT TO HELP YOU MORE EASILY MAKE DECISIONS ABOUT STOCKING LEVELS AND PURCHASES AND TO PRICE PRODUCTS FOR QUICKER AND MORE PROFITABLE SALES.**

Inventory control is a tough part of any business. From how much of which items to stock and how to price them effectively for different market segments to how to promote specific items for quicker sale, there's a lot to keep track of. We built Tire Guru with all this in mind.

Tire Guru is flexible enough to allow different price levels for entire product groups or specific SKUs and to have them assigned differently to each customer. When you need special pricing for sales or promotions you can assign special pricing to any products you wish. You can also add spiffs on specific products.

Spiff Code	Description	Spiff Amount	Color
111111	11.11%	0.11%	Green
111112	11.11% (11.11% + 11.11%)	0.22%	Green
111113	11.11%	0.11%	Green
111114	11.11%	0.11%	Green
111115	11.11%	0.11%	Green
111116	11.11%	0.11%	Green
111117	11.11%	0.11%	Green
111118	11.11%	0.11%	Green
111119	11.11%	0.11%	Green
111120	11.11%	0.11%	Green
111121	11.11%	0.11%	Green
111122	11.11%	0.11%	Green
111123	11.11%	0.11%	Green
111124	11.11%	0.11%	Green
111125	11.11%	0.11%	Green
111126	11.11%	0.11%	Green
111127	11.11%	0.11%	Green
111128	11.11%	0.11%	Green
111129	11.11%	0.11%	Green
111130	11.11%	0.11%	Green

**SPIFF OVERVIEW SCREEN**

Level Name	Amount	Color	Spiff Code
111111	11.11%	Green	111111
111112	11.11%	Green	111112
111113	11.11%	Green	111113
111114	11.11%	Green	111114
111115	11.11%	Green	111115
111116	11.11%	Green	111116
111117	11.11%	Green	111117
111118	11.11%	Green	111118
111119	11.11%	Green	111119
111120	11.11%	Green	111120
111121	11.11%	Green	111121
111122	11.11%	Green	111122
111123	11.11%	Green	111123
111124	11.11%	Green	111124
111125	11.11%	Green	111125
111126	11.11%	Green	111126
111127	11.11%	Green	111127
111128	11.11%	Green	111128
111129	11.11%	Green	111129
111130	11.11%	Green	111130

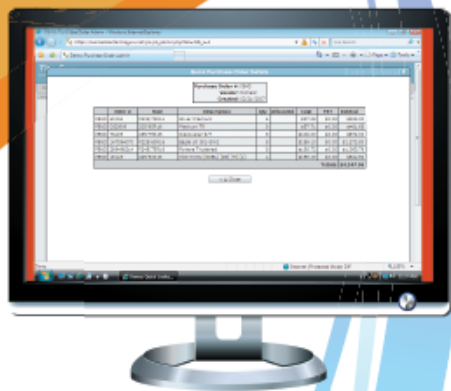
**SPECIAL PRICING OVERVIEW SCREEN**

If you have multiple locations Tire Guru helps by showing you real-time inventory for all of your locations at the same time. And if you need to transfer products from one location to another you can do an intercompany transfer and Tire Guru will take care of all the bookkeeping for you.

Another helpful feature of Tire Guru is in the maintenance of your tire and wheel SKUs ... whenever there's new products to be added we take care of it for you. When you get that shipment of new tires or wheels Tire Guru will be ready for you to inventory them with all the product codes, pictures, and information already there.



Tire Guru Business Center



- Automatically create PO's based on stocking levels or sales date range
- Automated price update features
- Multi-location inventory transfers
- Automatically create accounts payable from purchase orders
- Special handling for non-inventoriable items
- Suggested PO based on stock reorder reports
- Historical PO search by multiple criteria
- Back order handling

# Purchasing and Receiving ...

## MANAGING PURCHASING AND RECEIVING IS AN IMPORTANT FUNCTION IN YOUR BUSINESS. TIRE GURU IS BUILT TO HELP.

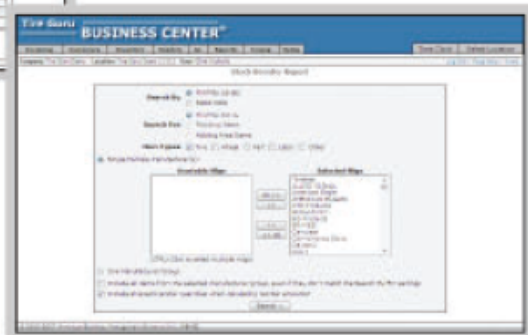
Tire Guru has many features built-in to help you manage your purchasing and receiving. Once you set your desired stock levels Tire Guru tracks purchases and sales and can generate a report on what items you need to buy based on movement.

Tire Guru correctly handles advanced features like transfers of products between multiple locations and searching for historical purchase orders based on numerous criteria.

The features you'd expect from your business management software are right here in Tire Guru. And that's another thing you don't have to worry about.



INTERCOMPANY TRANSFER SCREEN



STOCK REORDER SCREEN

Our inventory management screens are designed to make it easy to find the information you need quickly.

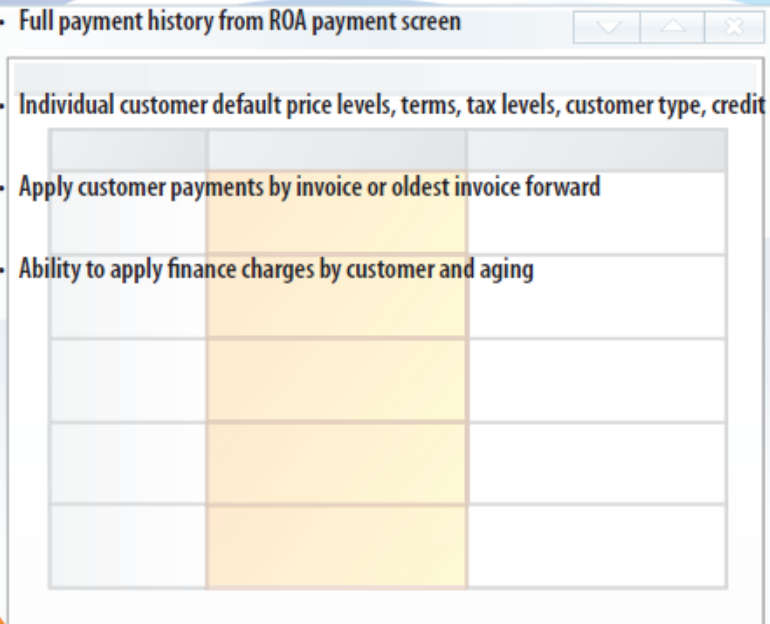


Inventory Master List and Movement Reports ... Two of our 26 inventory report templates.

# Accounts Receivable ...

- Definable payment terms for each customer
- Statements and invoices can be emailed automatically
- Permissions to warn or stop A/R customers from charging based on credit limit and/or aging
- Full payment history from ROA payment screen

- Individual customer default price levels, terms, tax levels, customer type, credit limit, charge or cash, etc
- Apply customer payments by invoice or oldest invoice forward
- Ability to apply finance charges by customer and aging



**Tire Guru BUSINESS CENTER®**

Accounting | Customers | Inventory | Vendors | SA | Reports | Closing | Setup

Company: Tire Guru, Inc. Location: The Sun Center 1 (1) User: Chris Vachale

Received on Account

Customer: (Inv) Hovells

Change Customer: >

RFQ | VEHICLE | SEQ-TO | HISTORY | RDA | APPL | NOTES

Received: Cash

Selected GL Accounts

Journal:

Apply to:

Company SGA

Account Balance: \$570.53

Date	Due Date	Inv #	Ship To	Ref #	Partial	Comments	Balance	Apply
10/28/07	04/10/07	2089				Thank You For Your Business	\$ 132.44	<input type="checkbox"/>
10/28/07	02/28/07	99012300P				Add Chargeback	\$ 1.18	<input type="checkbox"/>
10/28/07	04/10/07	2090				Thank You For Your Business	\$ 639.69	<input type="checkbox"/>
10/28/07	04/10/07	2091			<a href="#">View</a>	Thank You For Your Business	\$ 2.20	<input type="checkbox"/>
10/27/07	06/10/07	2111				Thank You For Your Business	\$662.79	<input type="checkbox"/>
10/27/07	08/10/07	2045				Thank You For Your Business	\$658.95	<input type="checkbox"/>
08/28/07	11/10/07	2181			<a href="#">View</a>	Thank You For Your Business	\$9.98	<input type="checkbox"/>

Notes:

Post Date: 10/10/2007

Tendered: \$ 1.00  
Applied: \$ 2.00  
Balance: \$ 1.00

Apply to:  Apply to:

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# Reporting & Analysis ...

## REPORTS, REPORTS, AND MORE REPORTS

One of the most pressing needs you have in running your business is getting access to information on, everything about your business. Tire Guru can really help here. Our built-in reporting system not only comes with a huge collection of pre-formatted report templates but enables you to create your own reports that you can reuse any time. With Tire Guru reports you can do things like:

- Check and adjust stocking levels
- Run inventory movement reports for fast or slow moving inventory
- Analyze inventory and customer purchase trends
- Identify top customers by city or ZIP Code
- Track lost sales
- View items sold with pricing overrides
- View sales and profit by customer, salesperson, item, manufacturer, etc

## REPORT FLEXIBILITY

Tire Guru's reports are not only helpful but flexible too. Tire Guru currently has more than 300 report templates built-in in these categories:

- Customer
- Inventory
- Vendor
- GL
- Closing
- Other
- Multi-Location

The majority of Tire Guru's reports can be run for either single or multi-location. Imagine how helpful a multi-location inventory movement report would be for your business planning. And all of the reports in Tire Guru can be saved as PDF documents or exported in spreadsheet format.

# Employee Management & Security



## DIFFERENT LEVELS OF SECURITY

Because securing your data is one of the most important things you can do to protect your business, Tire Guru has a robust set of security features built in. With Tire Guru you can do things like:

- Restrict the times and locations that employees can access the system
- Restrict access to the system even to a specific IP address
- Restrict certain functions to specific employees

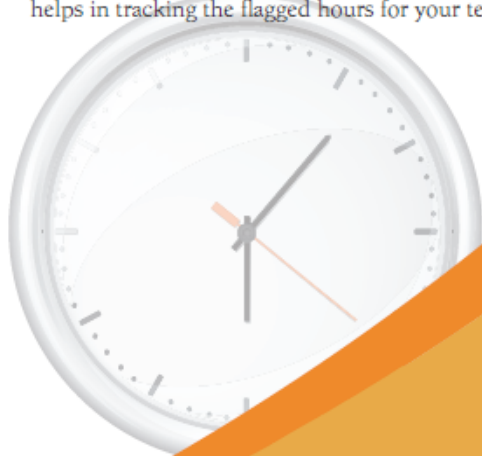
All of this security is protected by the same 128-bit encryption that is offered by your bank. This protection extends to the entire Tire Guru system. The servers that run Tire Guru are housed in a disaster-proof site that's dedicated to these types of operations.

## INTEGRATED TIME CLOCK

Tire Guru has a built-in time clock that's easy for everyone to use. Employees simply enter their employee number and password and the information is broken down on a report you can print as often as you'd like.

## TRACKING PRODUCTIVITY

To make your payroll calculation even easier, Tire Guru is also able to track the productivity of technicians and salespeople. And while doing this you can even break down each individual line item on every invoice to a different employee or split between multiple employees. This helps in tracking the flagged hours for your technicians.



## Company Profile ...

Since 1990 American Business Management Systems, or ABMS, has gained its rightful place as the premier business management software leader helping wholesalers and retailers compete and thrive in the ever changing and highly competitive automotive industry. ABMS does business with more than 1,500 locations all across the United States and in Canada and has more than 2,700 users.

ABMS has products devoted to each segment of the tire and automotive industry. We have complete business management systems for retailers and wholesalers including; point of sale, inventory control, accounts receivable, accounts payable, general ledger, marketing, as well as the most comprehensive reporting modules in the industry. Tire Guru Tire Link is a complete eCommerce system for businesses to embrace the power of the Internet and instantly setup a link with suppliers and customers.

Tire Guru is the "must have" business tool for the 21st century in the tire and automotive aftermarket industries. Tire Guru enables you, your suppliers, and your customers to effectively conduct business every day. Our products help you to reduce your costs of doing business while increasing sales and profits.



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