

# Counterman Newsletter

**NEW!**

## For Counterman Pro Users



As we continue to make improvements for Counterman Pro, we will inform you of these updates and enhancements in this newsletter. We strive to provide the tools and features Counterman users have requested. Listening to your comments and suggestions provides us greater insight to your software needs. We encourage you to contact us with these comments and suggestions by email or phone call. There are very nice updates for this release:

⇒ **Discount, off of Overridden Price**

Here's a scenario for you: You have a transaction in progress and have overridden some of the pricing in the P.O.S. (Point Of Sale) screen. Now you want to discount this entire transaction by an additional 10%. Prior to this update, discounts are applied from the "pricing in Inventory". Now (if you prefer) you can base these discounts off of the overridden price in the P.O.S. screen. If you prefer to perform your discounts based off of the inventory pricing (the normal way it does it now) then you need not make any changes. But if you prefer to base your discounts off of the overridden prices at P.O.S., we can accommodate this also. Just contact our friendly technical support staff and we will be happy to setup your program to apply discounts in this fashion. Special thanks go out to Jeff over at Empire Cycles for this awesome suggestion.

⇒ **Vendor Table Search**

We have had some calls from Counterman Pro users who have found it a bit cumbersome to locate a particular vendor when in the Vendor Table. A simple process has been added to the Vendor Table that helps you locate the vendor you are searching for which is much easier than scrolling through the list. Just press the first letter of the vendor code, and your cursor will go directly to the first vendor that begins with the first letter you entered.

⇒ **Labor Description Field Increased**

For you Counterman users who read this newsletter, you may remember back in the June/July 2006 issue we made a change to the size for Labor Descriptions at P.O.S. This change allows you to override the description (F4) with up

to 200 characters to help better explain the Labor processes for your customers. In the enclosed update we have further addressed the descriptions on Labor items, this time in Inventory Maintenance. For instance, if you have a Labor code that is used frequently that needs a long description and you prefer NOT to have to type in the description each time for it, you can now enter your extended Labor Description from within Inventory Maintenance! Here's how it works: Any time you are adding or editing a Labor Code, once you are in the Description field, press the F4 key (same key used to override the description in P.O.S.) This will open a larger Description Window and allow for up to 200 characters to explain the Labor. The descriptions for these Labor items can still be edited from P.O.S. if desired too (same keystroke F4).

⇒ **Sales History Report**

A "Sales History Report" is now available from the Reports Menu that allows a look at past sales history for specific months and/or years. The report can go back as far as two years and each month/year are selectable. The available options to choose from are on a detail dollar level, or on a summary level, showing the quantities sold for the months chosen. So maybe you have a product that was selling two years ago, but it has fallen off a bit. This report will help you identify those items and help in future ordering decisions. You will find this new report in the Reports Menu, G—Sales History Report. Special thanks go out to Doc at Doc's Motorcycle Parts for this one!

⇒ **Inventory List With Quantities**

The need to get a text file of available inventory has been made available thru the Inventory List Report. When selected, Counterman will create a text file that can be manipulated as a text or CSV (Comma Separated Values) file. A CSV file can be opened in outside programs, such as Excel™. However, if you make changes in this file, those changes are not saved in Counterman.

**SEND US YOUR SUGGESTIONS:**

EMAIL: [tech@counterman.net](mailto:tech@counterman.net)  
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## UPDATED PRICE BOOKS (ON THIS CD)

\*\* = OEM OR RETAIL ONLY!

<b>AP</b> Andrews Products	<b>HH</b> Helmet House	<b>PO**</b> Polaris (Victory)
<b>AR**</b> Arctic Cat	<b>JM</b> Jim's Machine	<b>PT</b> Power Twins
<b>BD**</b> Big Dog Motorcycle	<b>KM**</b> Kawasaki	<b>SB</b> Sullivan Brothers
<b>BM**</b> BMW Motorcycles	<b>KN</b> K&N Engineering	<b>SM</b> Southern Motorcycle
<b>CA</b> Castle Sales	<b>KA</b> Kuryakyn	<b>SN</b> Sullivans USA
<b>CV</b> Cycle Visions	<b>KT**</b> KTM Motorcycles	<b>TA</b> Targa Accessories
<b>DR</b> Direc Rep	<b>KW</b> Kustomwerks	<b>TR</b> Tucker Rocky
<b>DS</b> Drag Specialties	<b>LP</b> Lockhart Phillips	<b>VH</b> Vega Helmets (NEW!)
<b>ER</b> Easyriders	<b>MT</b> MC Advantages	<b>VT</b> Tedd's V-Twin
<b>FX</b> Fox Racing	<b>MU</b> Mid USA	<b>WP</b> Western Power
<b>HD**</b> Harley-Davidson™	<b>NL</b> Nichols M/C Supply	<b>WB</b> White Brothers

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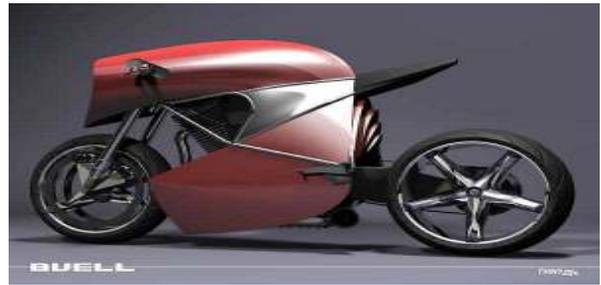
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The picture above is a "student concept" rendition of a Harley-Davidson™ Buell. We just thought the image was interesting.

## Technology and Counterman *(by Ralph Weaver)*

With all the increasing technology, along with the resources that have been made available to us thanks to the internet, are you taking advantage? Counterman is continuing to tap into these resources by making updates available through an on-line resource called the Counterman Update Manager. Are you using the Counterman Update Manager? You likely have gotten a call from Counterman (Joey) concerning this program, helping you get setup. This program makes staying up-to-date on price books and program updates much faster than waiting for a CD to arrive in the mail. Here's how it all works: As price book updates are installed, a program, developed by our own Joshua Gessaro can be installed on your computer to allow for direct downloads from Counterman, for Price Books Updates that actually no longer require the Price Book Update CD at all. This unique program will not only provide instant downloads for any price books that have need of updating, but you can also add and/or remove price books as needed. But it doesn't stop there. If you are a licensed Counterman customer, this process will also update your license; and if you are a Counterman Pro user, your program can also be updated through the Counterman Update Manager. If you have yet to tap into this awesome resource, you are missing out on a tool that is designed to make life easier in your shop. All you need is an internet connection (a high speed connection is preferred) and be a current Counterman user. You may have been contacted by us in regards to this process but, if you have any questions on how to use the Counterman Update Manager, our technical support staff is standing by to answer your questions and help you get connected.

Another available on-line resource is being made available by several vendors and suppliers. This resource allows the dealer (you) to access the vendor/supplier websites for ordering product. Counterman is working with several of these suppliers and can import purchase orders that originated from Counterman Pro. This resource allows you to create your purchase orders the way Counterman normally would, but will create a file that can be imported into the suppliers website(s). This is just another way of saving time. So, rather than generate a purchase order in Counterman, then have to key the entire order into the supplier's website, you can just import the order in a few clicks of the mouse. We currently have this process available through the following vendors/suppliers: Drag Specialties, Parts Unlimited, Custom Chrome, Tucker Rocky, KTM, and (just added on the enclosed update) Polaris/Victory. We are continuing to contact other suppliers too and hope to have this list expanded even further very soon. Again, if you haven't began to use this process, we are standing by to help you implement it. All you need is an internet connection and be a current Counterman Pro user. The internet has made it possible for us to tap into these resources, what are you waiting for???

Our technical staff is standing by, ready to help you get connected. If you are interested in any of these processes, we want to help.

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### NEW COUNTERMAN TECH SUPPORT PERSON:

As Counterman grows in it's number of users, so does our staff. If you have not talked to Joey Sturdivant yet, you will soon. Joey brings his technical background to Counterman and we have found him to be a capable addition to our technical support staff. Joey is now taking your calls and helping to solve any issue that may come your way. We welcome his addition to our technical staff.

