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Used Product Folio Expertly Tracks Buying and Selling of Books & Music by Condition

Old and rare music sets, bypassed releases, and today's hits have second retailing lives. Rare, out-of-print and well-read books have second buyers. Corner stores, second hand businesses and sophisticated book and music resellers have jumped into the lucrative used book, compact disc, record, and tape market. As always, new as well as long-standing players need an edge to survive and rise above the competition. Wallace Haines used- product software sharpens that edge.

Used and rare book and music resellers prospect a broad landscape for product. Wallace Haines receiving programs link bought pieces to sellers, award sellers' credit, and reconcile buying prices with ledger cost prices—so the entire book-and-music-owning public becomes source as well as market.

Efficiency, accuracy, and detailed record keeping make the difference in used product reselling. The Wallace Haines Used Product Folio lives up to these goals. The proof is in the programs:

Enter / Edit Titles
Enter Abstracts
Set Prices/ Sale Prices
Define Conditional Prices

Point_of _Sale (POS)/ Inventory Search
Buy used pieces at the cash register, award seller credits, and receive tites in the cash register program.
Issue Used Product Receipts
Track Sellers' Credit

Enter/ Edit Customers (Buyers and Sellers)
Do Quick Pinpoint Searches
Award Incentive Credits

Receive Used Product
Create or Convert Titles
Print Labels
Reconcile Cost with Buyers' Credit
Review Buying Activity
Call up Receipts Archive

Inventory Searches
Print Title Searches
Spot On_Hand Inventory
Call up PKU Detail

Stock Ledger Integration
Sales & Inventory Reporting
Ledger and Inventory Lists

Title Entry, Edit, and Conversion
Used titles succeed new offerings. Resellers want to compare new and used titles and make a "used" record that is a mirror-image of the "new" record.. As a rule, recycling is more energy efficient than re-creation.

Used-Product receiving programs *convert* new titles into "used" analogues. As a result, buyers enter, edit, and convert new titles into used titles directly from used product receiving.

Not every previously-owned piece is in the same condition. And customers will pay a premium for quality. Used product receiving establishes conditional prices— for example, fine, very fine, very good, or good condition.

Pricing flexibility isintegral to the Used Product Folio. Receivers enter piece cost prices (which they can also call up from cash register buying records) as well as selling prices. Special sales prices may be set for a range of future dates. Or percentage price reductions may apply to bought pieces that have not sold.

To guide receivers, "master" buyers can preset both buying prices (the price your business pays to a seller) and selling prices (the retail market price) for assistant buyers.

Define the date for a price increases (after an introductory offer) or decreases (after long residence in the store).

Because title and artist alone may not always tell the full story of a recording, you can add freelance descriptive abstracts to titles.

In the Title Entry program, you can look up PKU history on a title to find receipt dates, buyer, previous buying prices, and sales dates.

Point_of_Sale Integration

The "Used Product Folio" is fully integrated into "Point_of_Sale" programs.

"Sellers" get credit against current purchases or obtain a credit good against future purchases. If store policy allows, POS stations can also issue immediate cash for used product sold.

Each POS transaction creates a record of credit issued, quantity bought by type, price by type, seller, and store buyer.

POS security disallows duplicate redemption of sellers' credit.

POS transactions produce credit receipts for customer "sellers," and internal store receipts. Users define receipt messages, policies, special offers.

Receive Used Product

Attach used titles to "selling" customers (Fig. 1). Reconcile prices and quantities from POS receipts. Convert "new" titles into their "used" analogues. Accept preset buying and selling prices, or allow receivers to revise buying and selling prices. Set up entries for used or rare titles that are not on the master title database.

Attach descriptive abstracts describing performance, recording history, rarity, and more. Call up abstract for viewing in receiving or stock item inquiry. Print abstracts on inventory lists.

Link received product to seller.

Readily convert "new" titles to "used" analogues.

Set conditional prices.

Inventory Searches

Title, author and category searches bring up matching entries for both new and used titles, with an identifying mark for used titles. Quickly spot on-hand inventory.

Print out inventory searches at POS stations. Show items & quantities on hand.

Call up sales profiles in "Stock Item Inquiry." Look up PKU buying, selling and pricing history.

View activity at all stores.

```
Receive Used Product Only              MaxiMusicMakers, Inc.
_____                Receipt Date Jun 17/96
  Customer/Seller  FRIZZ00001 - Lornald Frizzlth
                                        3016500321
  Store           Broadway             500 Maimed Street
  Buyer           S. SalesDude2        Charlosstville

  Received by: James C. Wood           VA 30504
Register Trans. No. 01048              Receipt No.
------------------------------------------------------------------
Ln ISBN          Title               Type Condtn Buy  Sell.Pr Author    Recd
------------------------------------------------------------------
100 0-215-34445-0 Oddly Enough          CL   B    0.00    0.00  Riley



Choose => 'A' for Mint, 'B' for Near Mint, 'C' for Very Good, 'D' for Good
```

Fig. 1 - Used Product receiving identifies product sellers, and records product condition for LPs.

Enter/ Edit Customers (Buyers and Sellers)

Each "used" product sale identifies a seller. Pull a name from the customer list or enter a new name.

At the cash register or in used title receiving, you can zoom in directly to a customer's listing. Scrolling through a long list of similar names is a thing of the past. A Bryo_Search tool (Fig. 2) speeds customer searches, increases search accuracy and distinguishes among similar entries. The search algorithm works with a combination of last name, first name, and elements of address.

Keep detailed customer records. Note customer interests. Record identifying characteristics. Track sales. Award credit for purchases over a certain amount.

Use "Customer Courtesy Cards" that scan in at the cash register. Award special discounts.

Stock Ledger Integration

View complete inventory ledger detail for labels and sections, including opening and closing inventory, receipts, transfers, markdowns, and sales. New and used product have separate entries.

Stock Ledger reports opening and closing inventory, cost prices, margin, receipts, sales and transfers.

```
    Enter/Edit Buyers & Sellers                MaxiMusicMakers, Inc.
    _____
                                                      Entered:
    Customer Code: _____ _____ _____ <= Buyers & Sellers' BarCode

              (SurName+" "+First +" "+Part(s) of Address to Search)
```

Fig. 2 - Multi-element customer searches cut through long lists of customer names and "break ties" with elements of customer address.