

# Carousel Software CarouselCars – System Overview

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The Carousel Software CarouselCars System was created for the small Previously Owned Car Dealer to

- Keep an inventory of your stock.
- Keep track of reconditioning and other expenses per car.
- Track where you got the car, and who you sold it to.
- Track several different possible deals on a particular car.
- Calculate loan financial data.
- Track all the income and expenses for a car deal.
- Track Salesman commissions and Dealer profit.
- Track Washington or Idaho State Sales and B&O Tax.
- Track your flooring costs
- Fill in the Blanks on legal documents involved in selling a car.
- Many forms are scanned and print on laser printers.
- Export all this data into the Quickbooks ® Accounting Package.
- Maintain a history of completed deals and previous customers.
- Provide detailed reports on completed deals and current inventory.
- QuickQuote system, for doing a quick and dirty quote for a car.
- Track Buy Here Pay Here accounts.
- Enter data into certain Auto Sales web sites
- Allow for selling and registering boats and trailers

With the combination of the Carousel Software CarouselCars system, and Quickbooks, you will be able to maintain a complete inventory of your stock, track your deals, and have an up to the minute accounting of your total cash flow.

We can be seen at  
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Our system is comprised of five different main programs:

- The **Inventory** program, which enters a car into your stock, and tracks its expenses. Associated with this is a separate Inventory Display program, which you can keep on your screen to always show you your inventory, sorted by several different types of characteristics.
- The **Deal** program, which tracks all the customer data involved in selling a car, including loan calculations, sales tax, financial product sales, resulting in an instantaneous profit statement on each car deal as it is being done. This program also prints out a variety of forms which are needed to complete the selling of the car.
- The **Admin** program, which provides ancillary services to complete the total system, including several management reports.
- The **QuickQuote** program, which allows you to calculate the financial details of a deal without entering a lot of detailed customer and tradein history data.
- The **Self Financing** program, which tracks your Buy Here Pay Here accounts, warns you when payments are due or late, and even prints your nastygrams for you.

You may optionally purchase the Quickbooks accounting system, which we will interface to, so that you will have a professional level accounting package.

There are also a bunch of utility programs that are used for special purposes.

## Requirements

Our programs require one or more PC compatible computers which run Windows ME, XP, W2000, Vista, 7, 10 or even Frankenwindows, sometimes known as Windows 8. We can run on either the 32 or 64 bit versions of those products. The database resides on one designated system in your office.

If you want to run our programs on a Mac, then you will have to download something named Parallels, which runs Windows in a Mac window. I have done this with a client, and it works. Parallels costs something like \$70/year.

Our application programs can run on any or all of the computers in your office, as long as they are networked to the database server. Due to limitations in the Microsoft operating systems, if you have more than 10 workstations (five if the server is Windows XP or Vista), you will need a Windows Small Business Server as part of your network. If a dealership has multiple offices, remote computers can be supported with a VPN Network, although we would really recommend separate databases at each site. We can easily support two different business ownerships sharing the same lot and computers, by putting two different databases on the server and switching between them.

Almost all user data is stored in a database. We currently support two Microsoft supplied databases. MS Access was originally written as a single user desktop database, but over the last two decades, it has evolved into a multi user networked database. This is the database that we will start all our clients off on. MS Sql Server was written from the ground up as an enterprise level multi user networked database. When Carousel was started, this database was horribly expensive, over \$5000 (in year 2000 dollars) by the time you bought a true server and installed the database. In 2005 MS came out with their Express edition, which was Free!! and did not require a server to function. Carousel now supports the 2008, 2012 and (probably) 2016 versions of this database. However, it is a real pain (for me) to install on a client's system, so I would rather not do that unless the client already has this installed for other reasons, or if the client is having problems with Access.

We will support printers that Windows supports and which emulate the IBM Proprinter. If you need to print multipart forms, then you should really have an impact printer. We especially recommend the Okidata 320/turbo or Okidata 420 printers. If you are printing long Bank Contract forms, a patch is needed to the printer software. **We have the patch for the Okidata line of printers that emulate a Proprinter, but not for others** as yet. If you have multiple hard copy printers, we require that they all be the same manufacturer and model. We strongly suggest that you have a laser based plain paper printer also, especially since we now support scanned forms which can be printed on these printers. These are now very cheap, good ones (Brother recommended) costing under \$100 on sale.

Your monitor must be able to support a resolution of at least 1024 X 768 pixels. We do not need

much in the way of colors.

If you will have multiple computers at your site, they must be networked together via a LAN. Computers that are remote from the site can be supported with a VPN network, which we can help get set up for you (at an extra cost).

We need about 2GB of hard drive space for our database and programs. We can run nicely on any memory system that satisfactorily supports your operating system. (That is, 32 bit XP really needs 1MB, 64 bit Vista and 7/8/10 need at least 4GB of main memory) We do not need a processor any faster than that which is required to support your Operating System. Quickbooks has its own requirements which generally require a lot more memory. For all practical purposes, in this day and age, you should be running Windows 7 or higher.

We STRONGLY recommend that you have a backup method. Our preference is a USB flash drive which you should store off site. A 4GB one will be plenty, and these can be found for about \$10. Our database will grow over time since we never throw any information away but even our oldest client's database is still under 250MB. Quickbooks can easily reach 100MB. You must have some way of preserving this data off site in case of a computer failure, theft, or office disaster. Some people use a program named Carbonite (\$60/year) which stores your data in the cloud. We also need a way to import your database into our systems if a problem develops, so that we can diagnose and repair whatever the problem may be.

We use a commercial program named Teamviewer to dial into your systems when you need our help. Part of our installation is a client side version of Teamviewer, which we are licensed to provide to our clients. It requires access to the Internet to work. This is about the only part of our system that does use the Internet.

If the optional Quickbooks program is purchased separately by you, we will export our information into the Quickbooks system to provide you with a total accounting package for your dealership. You do not need Quickbooks to use the CarouselCars product, but you will derive much more benefit from the total system if you have it. Quickbooks can be found at any store that sells office software, such as Office Depot, Staples, and Costco. The Pro version will work very nicely (you do not need the Premium version, but the SimpleStart version will not work with us, nor will the online version.) It costs about \$150. We will set your Quickbooks system up for you if you buy this option and supply a few hours of training in how to use our system with Quickbooks. We do not do Quickbooks training itself.

We will set our programs up on your system(s), we will train your personnel in using our programs, and we will set up a Quickbooks system for you if you purchase the Quickbooks product. We will install updates to the Carousel Software CarouselCars system as they become available. We will be available for helping you with any problems you may have with our system during weekday business hours. We will also apply any updates that we generate. Critical updates (eg Bugfixes) will be applied as soon as possible. Other updates will be applied

when we next see you.

We do not sell our product, but license you to use it at a single dealership site, and charge you a few bucks per car based on the number of cars that you sell at that site and use our software on in a given month. (We have a price list in a separate document.) A Software License, and a Service Agreement must be signed to get started. We support our software for free. Support for other IT related items will cost extra. We will generate the software to fill in any preprinted forms that you need for your business for free. We already have a database of over 900 forms, and so we probably have most of the ones you need already (if you are in Eastern Washington or Idaho).

While we are willing to make additions and modifications to the program where there appears to be a need, we are the final arbiter of what goes in. This is based primarily on if such a modification fits in the structure of the existing programs, then on if such a modification can be done with the tools that we have available, and finally on availability of resources in our very small company.

We triage the things that will be done by our staff.

Highest priority is fixing a problem with an existing client using existing programs. That includes fixing bugs that are found in the programs. (There are ALWAYS bugs to be found in computer programs.)

Next is installing new clients.

Next is adding forms and reports for existing clients.

Next is adding new functions, which may imply a new version of the database, for all clients.

This latter, version and database changes, are a big deal, and will not occur very often.

Finally, additional functions requested by clients that are not on our list of things to do.

Because of this monthly license, we incorporate a Drop Dead timer in our software. The software will work for 90 days from the date of installation. There is a report that you will run once a month that reports all the cars sold during the previous (or any) month, and also acts as an invoice for our services. When we get your check for that month, we will send you a funny code that will make the Drop Dead timer advance by another month.

At any time, and for any reason, you can stop using our program with no penalty. We do not lock you in. If you find something better that your are more comfortable with, please use it. If you do stop using our program, we will give you a magic number that allows you to forever see all your data that you have put in over the years or minutes, but not add new data to it.

At one time, we also sold the hardware (eg computers and printers, and network devices) that you would need to use our software. However, we are really not equipped to maintain and service hardware, so Carousel Software no longer does that. Our associates do, however. At the moment, this associate is Spokane Techs. They will be happy to sell and install about any kind of computer equipment you need. Please remember, that you are dealing with those companies, and not Carousel Software for these items. We can recommend Modern Office here in Spokane

as a place to get Okidata Hard Copy printers. They will give you a 10% discount on Okidata 320 Turbo printers if you indicate you are one of our clients.

## Running the Software



When the software has been set up on your systems (by us), you will see an icon on your desktop that looks sort of like the figure to the left. This brings up a form with several more “horsey” icons. These are labeled Inventory, Inventory Display, Deal, Admin, Self Finance and QuickQuote. To start the appropriate program, simply click on that icon, and the program will start. You can leave the programs running all day long, either on your screen, or minimized for later recall. You can have any or all of the programs running at the same time, although there are certain sequencing problems that can arise from doing this. There is more information on this in the Quick Start document.

Note that any of the programs can be run on any of the PCs in your office, as long as they are networked together and to a common database server. Some of these programs can be passworded, so that only a limited set of functions will be available to people who do not have the full privileges. The Deal, Inventory and QuickQuote programs also have a Salesman version which is not passworded, but which does not show any confidential information (like cost information).

If you have only one person doing F&I in your location, that person’s computer should be the database server. That way, if the network goes down for some reason, he can still process cars on his computer. If you have more than ten (five with XP and Vista) workstations, then you will need a Microsoft Windows Server on your network. This is due to an artificial limit that Microsoft imposes on its peer to peer networking.

The detailed description of how to use these programs will be found in the appropriate user guides for each program. These user guides can be viewed online, at your terminal, or can be printed out as hard copy for your reference. We recommend the online method.

There are other more specialized programs available that are described in other documents. These programs are also available for your use as part of our system. Some of the more useful modules are a Web Upload module, and an Envelope Addressing module.

## Carousel Software LLC

Carousel Software LLC is a Spokane company formed specifically to produce and publish the CarouselCars software product. Connie Reinhardt has worked in the back offices of new and used car dealerships since the mid 90's. Dennis DeMattia has been a software developer for 50 years, or almost since the days of the abacus. Wendell Ader is a cousin living near Boise, Idaho and supports our clients in that area. Mario Diaz runs Spokane Techs, and does some of our installation and networking for us, and is happy to help you with other computer issues (for a price).

When you license our product, you are also enlisting us to install, maintain, train, and develop this product. We are the primary reason you should select the Carousel's CarouselCars product for your DMS needs: locally produced, and locally supported by the people who created it.

Wendell Ader started with us in 2011. For several years he ran a computer store, and at one time sold farm implements (like tractors, eg SUVs with Big Wheels). Wendell runs his own company (also named Carousel Software, but registered in Idaho) and his main function is to market and support the Carousel products in Southern Idaho.

Mario Diaz runs Spokane Techs. He started with us in 2015. He was in the car sales business for seven years, and decided to find something easier to do. He does not sell our product, but installs and supports it.

We can be reached at

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Partial List of Clients as of July 2017

BJ Auto Sales Inc.	420 N. Lake Rd	Spokane Valley	WA	99212	BJ Henderson
Big Boys Toys Auto Sales Inc.	6722 E. Sprague	Spokane	WA	99212	Robbie Nordhaagen
City Center Used Cars	210 E. Sprague	Spokane	WA	99202	Pat McSpadden
BJ's Used Cars	130 N. Napa	Spokane	Wa	99202	Bill Windham
Cornerstone Auto Sales	16223 E. Sprague	Spokane Valley	WA	99037	Gene Hanson
Jennifer's Auto Sales	15020 E. Sprague	Spokane	WA	99016	Jennifer Johnson
Wanted Auto Sales	9815 W. F. St	Worley	Id	83876	Rodger Gebeke
Haven Street Motors	3001 E. Heroy	Spokane	Wa	99207	Richard C Hunter
L.A. Auto Rack	520 S. Pioneer Way	Moses Lake	Wa	98837	Les Loy
Common Sense Motors	1427 N. Division	Spokane	Wa	99202	Mike Cooley
Northwest Recreational Liquidators	12802 E. Indiana Ave.	Spokane Valley	Wa	99216	Doug
New Deal Used Cars, Inc.	127 N. Greenacres Rd.	Spokane	Wa	99016	Mike Strong
Cook's Car Company	PO Box 1121	Lewiston	Id	83501	Pete Cook
Ted Motors	1304 Fruitvale Blvd.	Yakima	Wa	98902	Ted Castilio
Harvey's Auto Sales	1607 E. Houston	Spokane	Wa	99217	Rose Harvey
Travelland RV	355 Thain Rd	Lewiston	Id	83501	Tom Belloit
TTT Motors	E.4422 Sprague	Spokane	Wa	99202	Paul
Thrifty Car Sales	8022 N. Sprague	Spokane	Wa	99212	Dale Burkhart
2 Way Auto Sales	4508 E. Sprague	Spokane Valley	Wa	99212	Ric Carrillo
Affordable Auto	8006 E. Sprague	Spokane Valley	Wa	99212	Keith Carpenter
Full On Professional	2305 N. 4 <sup>th</sup> St	Coeur d'Alene	Id	83814	Brandon