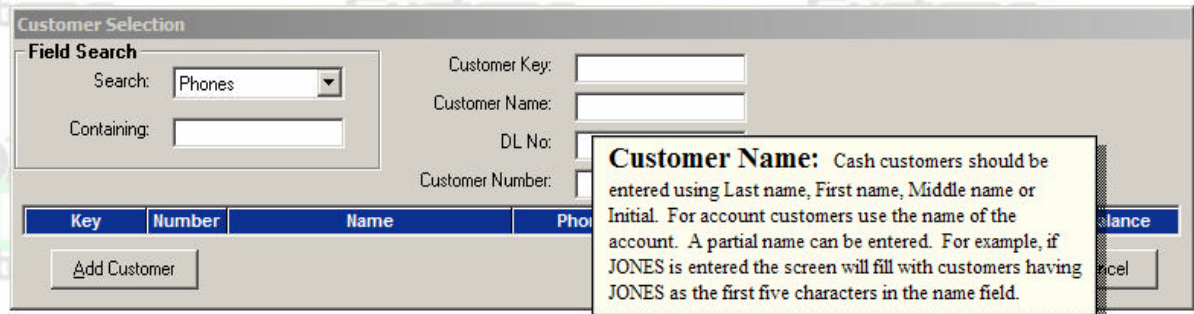


# To The Point

A Publication of POiNT-of-RENTAL™ Systems

January-June 2005



Enterprise Release 8.0 features "Point-of-Rental Tips" which provides onscreen help throughout the program.

## Enterprise Release 8.0 Coming Soon

Point-of-Rental™ Systems' Enterprise software just keeps getting better! With Release 8.0, you'll find spectacular new features including Point-of-Rental™ Tips and a Task List. As shown at the top of this page, Point-of-Rental™ Tips provide onscreen help for menu items, customer fields, and item fields throughout the program. No longer will you have to scramble to find your instruction manual. Now it's all right there onscreen for you, giving prompts as needed.

The new Task List will make you wonder how you ever managed

without it. You and others can assign one time or periodic tasks and then follow the progress. Now, your employees won't have any excuse for not doing their assignments!

Release 8.0 includes literally hundreds of enhancements to existing features, such as more statement formats, new overbook displays and reports, easier faxing of contracts, and complete payment history by amount and method for all payments and deposits. Also, there are two new salesman reports, more analysis reports, and database en-

ryption of stored credit card numbers. You will also have the ability to select multiple items from a "more" screen for a contract, you'll find a matrix to define the default quantity of contracts printed depending on the status/type of contract, and you'll have an easier way to change the payment method on a contract.

Two new optional modules available with this update make billing as easy as a click of the mouse. One mass e-mails statements and the other mass faxes statements.

Release 8.0 is another huge update that takes nine pages just to highlight all the changes and new features. Attend our Annual Training Seminar for your chance to preview it first hand!

## Free Training Seminar

Again this year, Point-of-Rental™ Systems will present a training seminar prior to the opening of ARA's "The Rental Show" in Las Vegas. Join us there! And if you're looking for ways to spend your extra time, check out our Las Vegas Guide on page 3.

**When:** Sunday February 13, 2005, 1:00 PM – 6:00 PM  
**Where:** Mandalay Bay Convention Center, Las Vegas, NV  
 South Pacific Ballroom I (letter I)

**Agenda:**

- 1:00 PM Legacy 4.0 Features
- 2:00 PM Enterprise Cool Things!  
Header Records; Kits that multiply; Call Logs; Wait Lists; PM made easy; Many, many more!!
- 3:00 PM Enterprise Database Analysis  
Customers; Inventory; Employees; Many more!
- 4:00 PM Enterprise Obscure Things  
Strange and on-the-fly rates; Quick Buttons; "Who's In" and many more!
- 5:00 PM Enterprise 8.0 Features

## Inside This Issue

<i>Tips &amp; Hints</i>	<i>p.2</i>
<i>Legacy Revision 4.0</i>	<i>p.2</i>
<i>Guide to Las Vegas</i>	<i>p.3</i>
<i>Welcome to New Users</i>	<i>p.3</i>
<i>Set Apart</i>	<i>p.4</i>



## New Driver License Scanner/Reader Combo

Years ago, Point-of-Rental™ Systems led the way in “reading” biographical information from the magnetic stripes of driver licenses directly into a new customer record. No typing! Then we introduced storing images of the front of the customer’s driver license by scanning it. Now, Enterprise users can capture both the data and the image in one step by using an Optical Character Recognition reader. The OCR reader can be used with any state or province license.

## Legacy Revision 4.0 To Be Released

Revision 4.0 of Point-of-Rental™ Systems’ Legacy software is currently in beta testing and is due to be released in February. This is the thirty-first update to the product that started as Release 1.0 in 1983. New features include: 1) “cloning” contracts from history to a reservation; 2) display of subtotals for rentals and sales on the item screen when writing a contract or reservation; 3) the opportunity to cancel a contract/reservation when writing it, without having to delete each individual line item; and (4) a much better implementation of reporting overbook situations. Plus you will find many other improvements that make the system easier to use.

[point-of-rental.com](http://point-of-rental.com)

Visit our website to see how your store can have a website designed by our award-winning team of experts. Go to [www.point-of-rental.com](http://www.point-of-rental.com) and click on Web Option.

## Tips & Hints

**Sorting Items on the Contract...**Sometimes it’s nice having like items print together on the contract. For example, suppose a contract has 43 line items and 10 of the 43 are various colors of linen. If so, try using the “default sort” field of the item record which is found under the Options tab. In its simplest form, you could put “linen” in that field for all your linen items. If you want to get more creative, put “linred” in this field for all your red linens, “linblu” for your blue linens and ditto for other colors. Then, when writing a contract with linens you’ll notice the sort field contents displayed under the sort column and linens are magically sorted on the printed contract. Of course they will also be sorted on the delivery pick ticket. You can implement this option in a hurry by using the “Database Mass Change” program (Item 8 on the Program Menu) to mass define your sort fields.

**Using the Calls Tab in the contract record...**All quotes, reservations, contracts and work orders have a Calls tab. The calls feature is designed to store notes after calling the customer concerning some aspect of a transaction. For example, if a cash customer is a couple of days overdue on their Terramite, find out if the phone numbers the customer gave you actually work. So, pickup the phone, dial and hope it rings. Then, when you find out what the plan is, type it into the Call tab of the contract record! Then all your employees will know the plan as well.

**Contract Questions...**A feature that is sometimes overlooked is the ability to define contract “questions” for your counter personnel to answer when writing certain contracts. Different questions can be defined for different types of contracts. For example, one set may be useful when opening a reservation and a completely different set when opening a contract for an account customer. To define them, go to the Program Menu, select Configuration then Contract Questions. Up to sixteen questions can be defined for Reservation, Work Order, Out of Service, Open – Cash, Open – Account and Transfer contracts or even for specific customers! For example, suppose Apex Industries not only needs a PO number but also needs to know if the work is being done by a subcontractor, and if so, their name. Bring the customer’s record up in File Maintenance, click Options, then click Contract Questions. Then put Subcontractor Name in the first question box. The next time a contract is written for Apex the counter person will be queried for “Subcontractor Name:”.

## Point-of-Rental™ Office Outing



On September 21, 2004, the Point-of-Rental office gang (along with 40,000 of our closest friends) witnessed the mighty Texas Rangers defeat the lowly Oakland Athletics 9 to 4.

## Your Guide to a Great Las Vegas Trip



*Hoover Dam is considered one of the greatest engineering works of all time.*

This year *The Rental Show* is once again in Las Vegas, the glittering city of fun and excitement. Most people think it's all about casinos. But there is much more to Vegas than "gaming" (which is the term the casinos like you to use) or "gambling" (if you are a realist). In case you need some ideas, take a look at this tour guide. And if gaming is your thing, we have some tips for you too!

### Hoover Dam

If you haven't traveled the western U.S. extensively, and especially if you're a geologist, a mason, or a history buff, don't miss it. Considered one of the greatest engineering feats in history, this vast manmade dam built during the Great Depression will take your breath away. Not only will you be amazed by

the story of how desperate men in need of jobs transformed the desert by harnessing water and electricity here, but you'll also discover awesome views of Colorado River erosion. To get there from the strip, pick any of the major roads (I-215, Flamingo or Tropicana) and go east about 10 miles until you hit Boulder Highway (US 93). Go south on US 93 for about 12 more miles and you'll be there!

### Red Rock Canyon

Looking for a place to see the real beauty of the desert? Pack your camera and hiking gear and head for the hills. Known as the best kept secret of Las Vegas, this national conservation area is a very picturesque place with Sierra Nevada mountain views, lots of cactus, rocks, petrified sand dunes, and even waterfalls. Only minutes from the strip! To get there go north on I-15 or the strip and turn west on Charleston Blvd. Continue west for about 15 miles until you run into it.

### Gambling Guide

All of the games played in Nevada casinos, except for blackjack, in the long run provide a mathematical edge to the house. Blackjack is beatable, but a discussion of that is the subject of many books. The following should minimize your financial pain.

### *Roulette and Slots:*

Roulette has a 5.2% edge for the house which is similar to slots. Suppose you play \$5.00 a spin and play for one hour and the wheel is spun 30 times. Thirty times \$5.00 is \$150 bet so expect to lose about \$7.80 (\$150 x .052) for the hour of fun. The odds against you on Slots are about the same as roulette but the end result is worse because the game is faster meaning you can make more bets per hour. If you are "skilled" you can probably make about eight bets per minute. If you play \$1.00 per bet you'll be wagering \$480 per hour times 5.2% means on "average" you'll lose about \$25.00 per hour!

*(Continued on page 4)*

*Red Rock Canyon is Vegas' best kept secret.*



## Welcome to Our New POiNT-of-RENTAL™ System Users!

A TO Z EQUIPMENT RENTALS, Wilmington, NC  
 A TO Z RENTALS OF NORTH CAROLINA, Leland, NC  
 ALL AMERICAN PARTY & TENT, Tyler, TX  
 BALE EQUIPMENT RENTAL, Louisville, KY  
 BARRY EQUIPMENT RENTAL, Twin Falls, ID  
 BARRY EQUIPMENT RENTAL, Jerome, ID  
 BEST RENTAL NORTH, Wellington, CO  
 BRACING SYSTEMS, Bloomingdale, IL  
 BRACING SYSTEMS, Bartlett, IL  
 BRACING SYSTEMS, Mokena, IL  
 BROOKHOLLOW RENTAL, Dallas, TX  
 BUCKS-MONT PARTY CENTRE, New Britain, PA  
 CAT TRAX RENTAL, Liberty Hill, TX  
 CLYMER RENTAL, Clymer, PA  
 COUNTRY-AIRE RENTAL, Morehead City, NC  
 COUNTRY-AIRE RENTAL, Swansboro, NC  
 COUNTRY-AIRE RENTAL, New Bern, NC  
 COUNTRY-AIRE RENTAL, Beaufort, NC  
 COUNTRY-AIRE RENTAL, Jacksonville, NC  
 COUNTRY CORNER RENTAL CENTER, Shippensburg, PA  
 COUNTRY TOOL RENTAL, Nova, OH  
 COUNTY RENT-ALL, Greensburg, PA  
 FALLS TOOL RENTAL, Cuyahoga Falls, OH  
 GRAND RENTAL STATION, Lake Charles, LA

GRAND RENTAL STATION, Lake Charles, LA  
 GRAND RENTAL STATION, Lake Charles, LA  
 HEDRICK EQUIPMENT RENTAL, Republic, MO  
 MESA RENTAL, Delta, CO  
 MENTONE RENTAL, Mentone, CA  
 MID-VALLEY EQUIPMENT RENTAL, Lebanon, OR  
 MOUNTAIN GROVE RENTAL, Mountain Grove, MO  
 PARTY CENTRAL, Bloomingdale, IL  
 RABIN GLOVE & SAFETY, Newark, NJ  
 RED HAT RENTALS, Athens, TX  
 RENT-IT-ALL NV, Netherlands Antilles  
 R&R PARTY RENTALS, Bellevue, WA  
 R&R RENTALS, Burien WA  
 SOUTH TEXAS EQUIPMENT, Robstown, TX  
 STAR RENTALS, Seattle, WA  
 STUDIO EQUIPMENT RENTAL, Lancaster, CA  
 TAYLOR RENTAL CENTER, Bossier City, LA  
 TRENCH SHORE RENTALS, Phoenix, AZ  
**And... Those having upgraded from Legacy to Enterprise**  
 A-TEAM RENTALS, Amarillo, TX  
 BEST RENTAL, Fort Collins, CO  
 EASTERN OREGON RENTAL CTR., La Grande, OR  
 HIGHLAND EQUIPMENT RENTAL, Highland, CA  
 LLOYD'S RENTAL SERVICE, Meadville, PA





# Visit Us at The Upcoming Trade Show:

ARA "The Rental Show"

Mandalay Bay Convention Center, Las Vegas, NV

February 15-17, 2005

## Point-of-Rental™ Support Position Open

Candidate Requirements:

1. Must have used Point-of-Rental™ Systems' Enterprise for at least one year
2. Requires BA or BS degree preferably in Business, Accounting or Computer Science
3. Willing to relocate to the Arlington, Texas area.

If you would like more information, e-mail your resume to [jobs@point-of-rental.com](mailto:jobs@point-of-rental.com)

## A Rental Store Set Apart



Set Stuff owners, Greg Clark & Vito Racano with Bob Shaffer in front of a hurricane fan.

One of our more unique installations is at Set Stuff in Hollywood, California. Set Stuff rents all types of esoteric equipment for movie sets. Although their inventory is quite different from our typical customer's, Point-of-Rental™ Systems' Enterprise software fits their needs quite well.

## Las Vegas Guide,

Continued from p.3...

### Craps:

A much better game for the player! If you make Pass Line, Don't Pass Line, Come and Don't Come bets, the odds against you are only 1.4%. Skip all the other bets as most of them are sucker bets with a house edge as high as 16%. If you put money "behind" the line (ask the craps dealer how that works) the odds are even less since money bet behind the line has no house advantage! Usually you can bet 2 to 5 times your original bet behind the line. If so, the odds drop from 1.4% to only 0.4%!

### Blackjack:

An even better deal! Use the guide (right) and the house advantage against you playing the six deck shoe game at the Mandalay Bay is only 0.26%!! **DO NOT PLAY THE 6:5 SINGLE DECK GAME ANYWHERE IN TOWN.** It is a rip with an advantage for the house of about 1.2% with perfect play.

"Show me a gambler and I'll show you a loser."

Mario Puzo

## Blackjack Guide

		DEALER'S UP CARD									
		2	3	4	5	6	7	8	9	T	A
YOUR CARDS	17 (or more)	S	S	S	S	S	S	S	S	S	S
	16	S	S	S	S	S	H	H	H	H	H
	15	S	S	S	S	S	H	H	H	H	H
	14	S	S	S	S	S	H	H	H	H	H
	13	S	S	S	S	S	H	H	H	H	H
	12	H	H	S	S	S	H	H	H	H	H
	11	D	D	D	D	D	D	D	D	D	D
	10	D	D	D	D	D	D	D	D	H	H
	9	D	D	D	D	D	H	H	H	H	H
	8 (or less)	H	H	H	H	H	H	H	H	H	H
	A/7	S	D	D	D	D	S	S	H	H	H
	A/6	H	D	D	D	D	H	H	H	H	H
	A/5	H	H	D	D	D	H	H	H	H	H
	A/4	H	H	D	D	D	H	H	H	H	H
	A/3	H	H	H	D	D	H	H	H	H	H
	A/2	H	H	H	D	D	H	H	H	H	H
A/A	P	P	P	P	P	P	P	P	P	P	
T/T	S	S	S	S	S	S	S	S	S	S	
9/9	P	P	P	P	P	S	P	P	S	S	
8/8	P	P	P	P	P	P	P	P	P	P	
7/7	P	P	P	P	P	P	P	H	H	H	
6/6	P	P	P	P	P	P	H	H	H	H	
5/5	D	D	D	D	D	D	D	D	H	H	
4/4	H	H	H	P	P	H	H	H	H	H	
3/3	P	P	P	P	P	P	H	H	H	H	
2/2	P	P	P	P	P	P	H	H	H	H	

S=STAND

H=HIT

D=DOUBLE

P=SPLIT