Business Booms for Point-of-Rental™ Systems

To help with increased business, Point-of-Rental™ Systems welcomed three new team members. From left to right, Joseph White, Holly McKinney, and Jason Albus.

In the twelve month period ending in June, between new installations and Legacy to Enterprise upgrades, ninety six systems were installed. In June, store number 600 was added at All In One Rental in Medford, Oregon, and the number of installations keeps climbing at a record pace.

This supercharged activity puts owners Bob Shaffer and Steve Husbands and others on the road a lot demonstrating and installing new systems while swamping our employees back at the office with the day-to-day workings of the business. As you all are well aware, given time, more business means more employees are necessary. So, to step up to the increasing pace,

Holly McKinney was hired in February as our Business Manager. Already, things have begun flowing more smoothly. For example, you may have noticed your support invoices are sent in a more timely fashion! Another new face is Joseph White. Joe used Point-of-Rental™ at his own rental store for nearly ten years. He is the son of Byron White who was a founder of Overland Rentals, Inc. and our systems development manager for Point-of-Rental™ Systems from 1982 through 1993. Joe is now a member of our software support team. And, another relative newcomer whom you may have met at The Rental Show in Atlanta is Jason Albus. Jason started last October after leaving the stock broker Ameritrade where he supported end users trying to trade stocks over the Internet. At our shop he is responsible for getting software to cooperate with hardware with an official title of network administrator.

But new employees aren't the only changes… With all the increased business since the introduc-

Finding High Hour Meter Items

Most rental stores begin to think about selling their metered equipment when the hour meter reading is 1500 or more. Those items can be listed by using the Report Generator program that is in both Legacy and Enterprise. The following will provide a report of all hour meter items with 1500 hours or more listing key, name, serial number, hour meter reading, date purchased and date last rented.

Report Generator requires that you first define the report "format" defining which fields (item name, serial number or whatever) you want to be listed on the report. Once the format has been decided you must define a "selection criteria." In this example you'll choose only items with 1500 or more hours on the hour meter and ignore items with zero quantity (sold items).

Inside This Issue

Point-of-Rental™ Systems' 2005 Training Seminar

VOTE NOW! ☑

Point-of-Rental™ Systems anticipates hosting another training seminar at ARA's 2005 Rental Show in Las Vegas. Over the years, we've used various formats from formal lectures to informal open houses. If you have attended these and want to voice your opinion on the format and topics you would like covered please send an e-mail to bshaffer@point-of-rental.com.

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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 and click on Web Option.

Legacy Revision 4.0 in Development

Programming is underway on release 4.0 of our AMOS (Alpha Microsystems) based Legacy software. One expected new feature is the ability to "clone" contracts from history. This was borrowed from our Enterprise product and is particularly useful for party stores.

The first version of Legacy (Release 1.0) was installed at our own rental store way back in 1983. Release 4.0 will be the thirty-first major update!

Super Falcon Server Introduced

Some of our clients who are still using our legacy AMOS (Alpha Microsystems) based software are running their Point-of-Rental™ System on a "Falcon" PC. The Falcon was a co-processor board installed in one of the ISA slots of a PC. All of these systems are between three and ten years old so

Tips & Hints

Can you find your Backup? All Point-of-Rental™ systems have some method to backup (copy) all the programs and data from your hard disk drive to some removable media. This generally is tape but some of the newer small systems use a recordable CD. Whatever the method, since making a backup is not a necessity to run the business, many stores just don't do it. But, if luck has it and their disk "crashes," all data could be lost forever! So, can you find your backup? If you can, pat yourself on the back. But have you verified that the backup is good? If not, or you don't know how, call the software support group at 800-944-7368.

Calendar Maintenance…Both Legacy and Enterprise require very little hand holding but… unless time stops… you should go into Calendar Maintenance at least yearly to define holidays and any days you may plan to close early. If you don't, you may find reservations being booked for days you are closed and/or customers dumping stuff off in you parking lot because the "Due in Date" printed on their contract happened to be one of your holidays that you forgot to tell your computer about! So, be *proactive* and avoid those situations. Spend five or ten minutes to update your Point-of-Rental™ calendar. It's simple. In Legacy, Calendar Maintenance is item #12 on the Program Menu. In Enterprise it is a sub-menu item of Configuration, which is item #9 on the Program Menu. If you don't update your calendar within 30 days of expiration, the system will remind you with a nasty message every time you start Point-of-Rental™. If expired, the system will assume your store is opening and closing as defined in your "normal" work week.
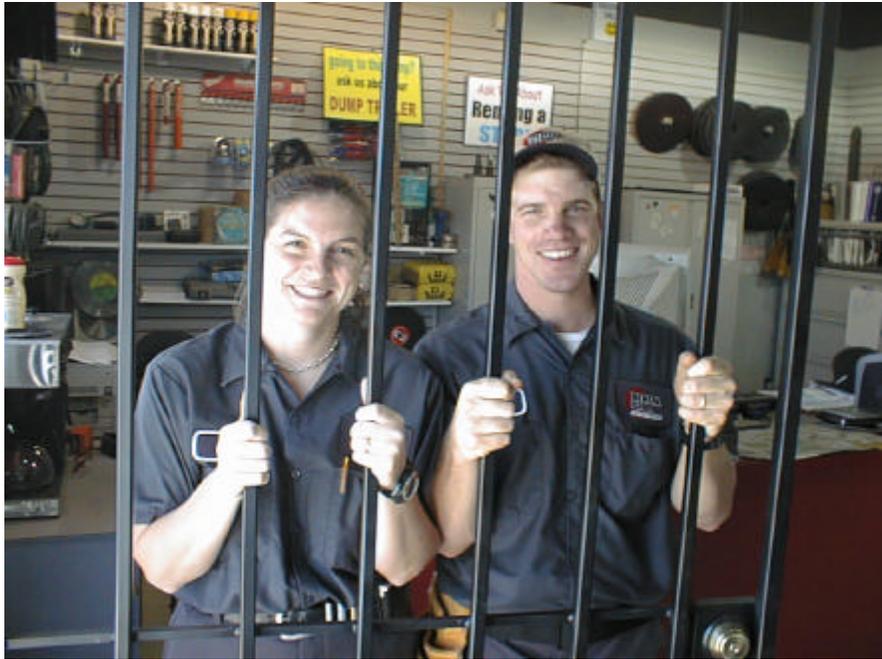
Enterprise Software
QuickBooks Training…Intuit, the company that owns QuickBooks offers three types of training. Pricing starts at $40 for their Web-Based training. Other options are Seminar-in-a-Box™ and Instructor-Led-Seminars. For further information, check out "Training Options for QuickBooks" on their web site at www.quickbooks.com. For information about how to integrate Enterprise with QuickBooks and other PC based accounting programs see appendix "P" in your Enterprise Reference Manual.

Customer record notes…By simply putting a ~ character anywhere in the notes, you can change the nominal white background of the notes section of the Customer record to yellow. (Hint: The ~ character is an upper case ` which is probably in the upper left hand corner of your keyboard). So, the next time you have an existing customer with questionable credentials and/or intent, use the ~ symbol in the notes to describe the problem for your counter personnel. Since the only background colors normally displayed are white or red (bad-guy), the yellow will really catch their attention.

Legacy Software
Customer record notes…Of course you can't change the display color of Customer Record notes in Legacy, but you can start a line flashing by using the ~ symbol at the start of the line. You can also flash a string of characters by simply using the ~ symbol at the start and end of the string of characters that you want to flash.

many of them are at the end of their useful life. Unfortunately, it is difficult to buy a PC with *any* ISA slots since the advent of the PCI slot. So, Alpha Microsystems came up with an updated version of the original Falcon designated the "Super Falcon." It slips into a PCI slot and programs running on it process data four times faster than the original. So, if your Falcon PC dies, you have two options. Upgrade to Enterprise which is our Windows® based product or buy the Super Falcon Legacy Server. It consists of a Super Falcon board in a Dell PC with CD-R backup and a 3 year on site warranty from Dell.

David and Jill Husbands are the new owners of the Rental Stops located in Arlington and Grand Prairie, Texas. So why are they behind burglar bars? Read about their initiation into the rental business in the article at right.

A Renal Rental Initiation

David and Jill Husbands became the proud owners of the Rental Stop stores beginning Monday, May 10, 2004. That very evening just before midnight their new business was burglarized! A bunch of small tools were stolen along with a candy dispenser. Burglars struck again the following Saturday morning at about 5:00am with more small tools taken. Defensive measures (burglar bars, see photo, left) were installed that same weekend. A few weeks later, a gust of wind blew over a 19 foot scissors lift (extended) that was on the lot for display… so kiss away another $600!

Then they discovered that all of their customer's credit card transactions were being listed on the customer's statement as "The Renal Stop." Now, Webster defines renal as referring to kidney. So it is no wonder David and Jill were getting mysterious calls, mostly from women, inquiring as to exactly what "The Renal Stop" offers!

But, things have gotten better. A storm hit the area downing many trees and creating a massive power outage for several days. Generators, chippers and chain saws rented at near record rates and revenue for June shot up!! Best of luck to David and Jill.

"If you are going through Hell, keep going." ~ Winston Churchill

Business Booms, continued...

(Continued from page 1)

tion of our Windows® based Enterprise rental management software, our company owned Rental Stop stores were floundering due to inattention. Bob and Steve knew it was time to sell but they wanted to keep it all in the family. Something had to give and on May 10, 2004, it did! On that day, The Rental Stop stores (but not the real estate) became the property of Steve's son David and daughter-in-law Jill.

Of course owning rental stores provided a great laboratory to shake down and test new updates of Point-of-Rental™ software and we wanted to retain that huge advantage over our competitors. That was amicably resolved by exchanging a no cost license to use Point-of-Rental™ Software for the right to install "alpha" or untested versions of the software at the Rental Stops for evaluation purposes. So, we still have our laboratory minus the many rental store operational headaches that you all can certainly relate to! Be sure and read about David and Jill's initiation to the rental business in this issue.

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

1-STOP RENTAL, Fairfield, IA
AAA RENTALS, Redwood City, CA
ACE RENTAL & SALES, INC., St. Louis, MO
ALL AMERICAN EQUIPMENT RENTAL, Buffalo, MN
ALL IN ONE RENTALS, Talent, OR
ALL IN ONE RENTALS, Medford, OR
BADGER EQUIPMENT RENTAL & SUPPLY, Abilene, TX
BARBER TOOL RENTAL, North Vernon, IN
BLOOMINGTON RENTAL CENTER, Bloomington, MN
BLUEGRASS RENTALS & SALES, Lawrenceburg, KY
BRADENTON RENT-ALL, Bradenton, FL
C J TOOL RENTAL & SALES, Plainfield, CT
DURANGO PARTY RENTAL, Durango, WY
EVANS EQUIPMENT CO., Burton, MI
FIRST PLACE RENTAL, Oswego, IL
FISH CREEK TOOL, Calgary, AB
GUY RENTS, Chico, CA
GUY RENTS, Anderson, CA
GUY RENTS, Redding, CA
HANDI RENTAL, Brighton, MI

HARCO RENTAL, Buford, GA
HARCO RENTAL, Jefferson, GA
HAZ PARTY RENTALS, Placentia, CA
HOMETOWN EQUIPMENT RENTALS, Santa Fe, TX
HORIZON EQUIPMENT, Raleigh, NC
KUTCHA'S PARTY RENTAL, Jackson, MI
MASON SOURCE, Lexington, KY
MESA RENTALS, Delta, CO
PARKLAND PARTY & EQUIP. RENTAL, Red Deer, AB
RHINEBECK GRAND RENTAL, Rhinebeck, NY
ROCHESTER RENTAL, Rochester, MI
ROSALS RENTALS, Willimantic, CT
TOLEDO TENT CO., Oregon, OH
TOM'S RENTALS & SALES, Farmerville, LA
U-RENT-IT SALES & SERVICE, Terrell, TX
U-RENT-IT SALES & SERVICE, Rockwall, TX
WOLVERINE RENTAL & SUPPLY, Ann Arbor, MI
OHIO RENTAL, Mt. Vernon, OH
TAYLOR RENTAL CENTER, Westbrook, CT

And those having upgraded from Legacy to Enterprise:
AAA GRAND RENTAL STATION, Raleigh, NC
AAA GRAND RENTAL STATION, Cary, NC
CAPITOL EVENTS, Raleigh, NC
BANDON RENTAL & EQUIP. REPAIR, Bandon, OR
HARCO RENTAL, Winder, GA
HARCO RENTAL, Loganville, GA
TAYLOR RENTAL CENTER, Wareham, MA
TAYLOR RENTAL CENTER, Manahawkin, NJ
TAYLOR RENTAL CENTER, North Falmouth, MA
ABS RENTAL, Cleburne, TX
HUDSON TOOL RENTAL, Anderson, IN
HUDSON TOOL RENTAL, Muncie, IN
HUDSON TOOL RENTAL, New Castle, IN
LINDSEY RENTAL CENTER, Columbia, MO
LLOYD'S RENTAL SERVICE, Meadville, PA
MIDWAY RENTAL & POWER EQUIP, Whitefish, MT
MIDWAY RENTAL & POWER EQUIP, Kalispel, MT

Visit Us at These Upcoming Trade Shows:

Northwest Rental Conference	Double Tree Riverside Hotel, Boise, ID	October 18-19, 2004
CRA "Rental Rally"	Town & Country Resort & Hotel, San Diego, CA	October 26-27, 2004
ARA "The Rental Show"	Mandalay Bay Convention Center, Las Vegas, NV	February 15-17, 2005

Hour Meter Items...continued

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Legacy users, try the following:

To define the "Format:" From the Program Menu select #15 Report Generator; Items; Manual Selection; #1 (Key); #2 (Name); #21 (Part Number); #32 (Meter In); #41 (Purchase Date); #56 (Return/Sld). Then select 0 to Quit; 0 to Change; lastly 0 to Sort.

To define the "Selection Criteria:" Select #32 (Meter In) then beginning position 1 and ending position 6; enter GT for Comparison Operation and when asked to Input Comparison Operation, enter 1500 (or whatever you want the meter cut-off to be); select #12 (Type) and enter NE for comparison operation; when asked if user will input the comparison value; enter U for type counter when asked if you want to AND this; select #4 (Quantity) then beginning position 1 ending position 5; enter NE for Comparison Operation and N when asked if the user will input the comparison value; enter 0 for Qty selection value and Y for do you want to AND this; enter 0 to change; 0 for enter line to change. For Report Description type in HIGH METERED ITEMS. Enter 1 to generate the report and N to save report format. Select the last

Canadian Cold Front

Point-of-Rental™ Systems exhibited at the Rental Association of Canada show in January, 2004 at a hotel in Niagara Falls, Ontario. The show coincidently collided with a "cold front" which resulted in waist deep snow and a cold Bob Shaffer.

site. If record is displayed enter P to proceed.

Enterprise users try the following:

To define the "Format:" From the Program Menu select #11 Report Generator; Click on the Item File; from Report Format click on ADD; select; #1 (Key) and enter or click through the defaults; select #2 (Name) and repeat the defaults; select #39 (Part Number) and the defaults; #50 (Meter In) and the defaults; #59 (Purchase Date) and the defaults; #80 (Last Date) and the defaults. Then select Done. You will be asked if you want to save the report. Select No.

To define the "Selection Criteria:" Select Add; then #50 (Meter In); select GT for comparison operation and enter 1500; select #12 (Type) and enter NE for comparison operation; enter U; click YES when asked Do You Want to And This?; select #4 (Quantity); enter NE for Comparison Operation; enter 0 for comparison operation and N when asked if you want to save it. Click on Done. Enter ? if you are a multi-store operation when asked for the store number. When the first item record is displayed enter P to proceed. The report will

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HIGH METERED ITEMS   GREATER THAN 1500
For Friday, July 09, 2004
Store number = ?

key	name	serial number	meter in	pur date	last date
BOB453	BOBCAT, LOADER 453	561987476	2380	11/27/01	07/02/04
BOB753-B	BOBCAT, LOADER 753-576 SMOOTH	50000	1873	03/28/02	07/08/04
BOB753-C	BOBCAT, LOADER 753-577 TOOTH	50002	1539	03/28/02	07/08/04
COMPD-A$	COMPRESSOR, AIR DIESEL IR 185	265348UEG327	2089	07/01/96	07/08/04
COMPD-B	COMPRESSOR, AIR DIESEL KAE 185	1106	2379	01/04/02	07/03/04
EXCA-2-1	EXCAVATOR, TRACK RUBBER CC	BC002037	1834	05/18/01	07/07/04
EXCA-3-2	EXCAVATOR, TRACK RUBBER BABY	50056	1919	09/27/02	07/07/04
TERRA-1	TERRAMITE, LOADER/BACKHOE CC	5990738	2349	09/27/02	07/08/04
TERRA-C	TERRAMITE, LOADER/BACKHOE 20HP	5990341	1679	03/07/02	07/08/04
TRAC-1Z	TRACTOR, 18.5 HP W/LOADER ~CC~	50186	1849	05/19/04	07/05/04