



POS System Investment You Can't Afford Not To!

- **The Facts**
 - ◆ Any Store Volume!
\$40,000 to \$140,000
 - ◆ System costs
\$4,800 (one time investment)
 - ◆ Investment period
4 years
 - ◆ Annual Costs
\$1,200
 - ◆ Monthly Costs
\$100
 - ◆ **Weekly Costs - \$23**
- **The Calculations**
 - ◆ Your time @\$10 hr
2 hrs week = \$20 (or)
 - ◆ Return 2 items @\$14 ea
week = \$28 (or)
 - ◆ Sell 3 items @\$6 GM
week = \$18 (or)
 - ◆ Weekly Savings - add it up!
Labor savings = \$20
Overstock return = \$28
Missed Sales margin = \$18
 - ◆ **Savings per Week - \$66**

Trinity & Associates, Inc. - Franklin, TN

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POS System Investment Inventory Reduction - You CAN Afford It

- **The Facts**
 - ◆ System costs (high side)
\$4,800 (one time investment)
 - ◆ Investment period –
4 years
 - ◆ Annual Costs
\$1,200
 - ◆ Monthly Costs
\$100
 - ◆ Weekly Costs
\$23
- **The Calculations**
 - ◆ Cost of Goods Sold
60% or \$60,000
 - ◆ Inventory Value
2.5 turns = \$24,000
 - ◆ Overstock % = 15%
Value = \$3,600
 - ◆ Lost Sales % = 7%
Value (lost Margin) = \$768
 - ◆ Weekly Savings
(no labor calculated!!)
\$83

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IM/POS System Vendors

- Major CBA POS Solution Providers
 - ◆ Booklog: <http://www.booklog.com>
 - 800-977-8212 Nancy Crane
 - ◆ Bookstore Manager: <http://www.bsmgr.com>
 - 800-997-6724
 - ◆ IBID/ie: <http://www.ibid.com>
 - 800-443-8897
 - ◆ IRT: <http://www.irtnet.com>
 - 800-443-8897
 - ◆ Revelation Retail: <http://www.r2ionline.com>
 - 813-967-5037 Kevin Castora