

# Success Stories

Bringing You Success, One Story At A Time.

## Auto Dealerships

### Sales & Service Files

**Overview:** The distributor was brought into this sales situation by way of a shelving manufacturer's sales lead. A call was made on the Controller (who also had the title of Secretary/Treasurer) of the dealership. Files for both the Sales Department and the Service Department were kept in top tab folders in vertical cabinets. The file information was hand-written on the top tab of the folder.

**Solution:** Two side-by-side mobile filing systems and three different folders were recommended. Conversion services were provided, and two NetLabels designs were provided. To quote the distributor: "The Controller only brought me in for a shelving quote originally, but I showed her a NetLabels brochure also. She was immediately interested in NetLabels and wanted me to provide a quote on it together with the shelving proposal. I asked her at that time about her folders for the conversion. She mentioned that she had it all taken care of and could get them less expensively through Reynolds & Reynolds Company, which specializes in auto dealerships. When I came back to present a total solution with shelving, folders, and NetLabels, I had GBS prepare a sample of two label designs for their Service and Sales Departments. I put the labels on three different folders and made the presentation. The Controller fell in love with the proposal and wrote me a purchase order; she did not even question the pricing on any of the items, including the folders."

**Additional information:** The distributor plans on contacting the other six auto dealerships in his territory.

The label styles used were 0185 & 0202 #. You can view or print a sample of this label by going to [www.netlabels.com](http://www.netlabels.com). Now, click on the "print labels" box. Enter "guest" under username and password. Lastly, just scroll down the label styles until style # appears and click on it.

To contact our NetLabels Support Group, call (800)873-4427 and ask for NetLabels, or send an E-Mail to [netlabels@gbscorp.com](mailto:netlabels@gbscorp.com).

