



DEALER SECRETS TO SUCCESS

“Discover How This Utah Dealership Has Learned to Streamline its Business with *Ideal* While Serving the Needs of a Rapidly Growing Community”

This is your chance to learn how LaRene Cox and Colorland Sales and Service in St. George, UT, have used *Ideal for Windows* to help manage their inventory and service department while handling the growing needs of their community.

The business began in 1947 when Robert Cox used funds he saved during WWII to start a repair shop for automobiles and farm equipment. In 1981 Robert’s sons, Dean and Bob, along with their wives, LaRene and Ann, purchased the business. By this time much of the town’s farmland turned into residential area, so they decided to gear the business more toward outdoor power equipment. Since they purchased the business, the town’s population has skyrocketed from 10,000 to 100,000 and is still on the rise. Learn how they’ve made the transition after recently incorporating *Ideal* into their business.

Question:You have been in business for almost 60 years. During what time period did you see the biggest jump in sales? What factors contributed to this growth?

LaRene: “I would guess around 1983 or



Ann Cox, Bob Cox, Quinten Edwards, Dean Cox and LaRene Cox specialize in sales and customer service at Colorland Sales & Service.

1984 when we had the opportunity to take on Honda. That move produced a huge jump for our business because, at the time, Honda wasn’t available around here. Since then the town has multiplied 10 times in size, so that has also played a major part in our growth.”

Question: What do you consider to be the strengths of your business compared to most other retailers?

LaRene: “I would have to say that our people make the difference. Our employees greet

customers when they come through the door and have great people skills. Our mechanics in the back are the same way. Another big contributing factor is the fact that our main mechanic has been here for 15 years, so our employees have longevity. Our return customers all know these guys, especially our commercial customers, and it makes a big difference. We also make sure our employees are well-educated in their profession. We send them to school and we rarely miss an opportunity to educate them on products.

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I would also say the products we sell set us apart from the competition. We are really proud of our product lines and feel that we sell the best of everything.”

Question: What are the most effective methods you’ve used to attract new customers?

LaRene: “We’ve been very lucky. Through the years, things have rapidly changed in our town because it’s growing so fast. In years past, a lot of word of mouth has been great advertising. However, we have to do more advertising now so we continually advertise in newspapers and on the radio. We have always had customers tell us that they have heard from neighbors or friends that they should come here. But as far as new customers are concerned, I would say advertising gets them in the door. Once they are in the door, customer service is what keeps them coming back.”

Question: What methods do you use to advertise your business? Which method is most effective and why?

LaRene: “If you would have asked me last year, I would have said that we hadn’t done advertising in newspapers for years because we didn’t feel it was very effective. This year Stihl, Inc. did a huge national advertising campaign where they would place larger ads focused on dealers in a certain region. We spent a lot of our money on Stihl newspaper advertising and we have been pleased with it. I’ve yet to determine if radio or newspaper is better because we did both last year and will continue to do both. Most

Colorland Sales & Service

Location: St. George, UT

Opened: 1947

Owners: Dean & LaRene Cox and Bob & Ann Cox

Employees: 11

Merchandise:

lawnmowers, chainsaws, generators

Top 3 Brands:

Stihl, Honda, Walker



Dave Russell, Andy Wright, Quinten Edwards, Shan Cox and Ed Cox (not pictured) help make up Colorland’s highly experienced and knowledgeable service department.

businesses can’t afford to place a big ad on their own, but if you go through a big company, like Stihl, it’s easier to purchase a half-page ad.”

Question: Inventory management is hard for any dealer. With the growing demand of your customers, how have you been able to keep the right items stocked so you don’t lose sales?

LaRene: “We have experience about which products sell and which don’t. I think experience is a key factor when setting up mins and maxs on *Ideal*. We have only used *Ideal* for one year and, as time goes by, we’ll begin to see where we should have had more of a certain product and we’ll adjust them. It has been nice to track inventory. It is still not perfect, but we are still learning and we will have to check our inventory again at the end of the year to repair the mistakes we have made throughout the year.

Overall using *Ideal* has been great. I really like the min/max and being able to re-order when we get low on a part. It has been nice, from my standpoint, to look on the computer and see what we have. If a customer calls and I need to know if we have a Walker lawnmower, it is nice to go to my computer and see that.”

Question: How do you reduce the amount of time that you spend on your inventory?

LaRene: “We had always kept track of it by memory. If a part was down to two or three, then the person had to manually enter into our old system that we need to re-order. Often times, we lost track. Now we can look it up a lot easier in *Ideal* and figure out if we have the part, then go get it out of the box. We no longer need to rely on memory.”

Question: How has *Ideal* helped you with your shop management?

LaRene: “The Work Order module works out great for us. We used to do everything by pen and paper. When an invoice came in, we’d write it down. Then it would go into a filing cabinet and the mechanic had to pull it when he needed it. We are now paper free. We just go to the computer to see what they’ve done. There’s no longer any questions as to where the progress is on a job.”


Question: What were the deciding factors that led you to purchase *Ideal* for Windows?

LaRene: “We actually had a fairly significant system before we had *Ideal*. We immediately began working with computers when we

purchased the business from Dean's father. We started with AppleWorks. From there we went to Access and finally settled on FileMaker. FileMaker was great and my husband is a really good programmer so he was able to build modules for ordering, work orders, vendors, and wholegoods. The main thing we couldn't do was track inventory. We couldn't tell how many parts we had and we couldn't track wholegoods. None of the programs could interface with PartSmart and we wanted something that could do that.

Also in past years, we were basically a smaller Ma and Pa store. Just a few of us could run the front counter and remember all that needed to be done. It was easy to not worry about cash control and end of day reports. With the growth in our community, things have changed. We have grown along with it. We have more employees and more to remember. When *Ideal for Windows* was introduced, we contacted a sales representative immediately. They took us through an on-line demonstration and visited

with us about our concerns. We decided to purchase *Ideal* at that time. Learning the system is always a continuing process and learning how to use *Ideal* is becoming easier for us. I think it has been a great asset to our business.

I also can't say enough about *Ideal's* customer service. Every time I've had to call in, the staff has been incredibly helpful and that's important to me. I'm very pleased we decided to go with this system." 

What Makes Some Businesses So Successful at Pleasing Customers - And How You Can Use This Information to Increase Sales by 50% or More

by Jeff Haefner

There is NO doubt about it! Customer service is the most important thing for any retailer or service provider to think about - because it can realistically increase your sales by 50% or more. Great customer service is such a simple concept, yet a very powerful strategy for success.

What's amazing is that SO many dealers get too busy and forget what's important...


If you're not currently doing almost ALL of the customer service tips listed below, then you need to change something fast!

Here are 15 quick and easy tricks that I've noticed other successful dealerships doing to keep their customers coming back for more. This works because when you let your customers know that you appreciate them, they'll show that they appreciate you by purchasing more of your products and will become a loyal customer, guaranteed.

Here you go:

1. Always say hello. Your sales people, your cashiers, and all your employees must always say hello.
2. Acknowledge your customers' children.

3. Ask your customer their name and use it.
4. Suggest accessories and other items that enhance your customer's purchase and their life. Be sure to enter "suggested add-on items" in your *Ideal* system, so your employees receive reminders and start remembering on their own.
5. Open the door for customers whenever possible.
6. If you're busy and a customer is waiting for help, give them an estimate of how long they'll have to wait.
7. When a customer says "Thank you", say "You're welcome" followed by "It's my pleasure" to show your sincere gratitude.
8. Have the owner personally call a high-ticket customer and thank them for their purchase. You can easily print off a list of your high-ticket purchases in seconds through your *Ideal* system.
9. Send handwritten thank you notes.
10. Offer to carry your customer's purchase to the car (even if it's small).
11. Send a birthday card with a gift certificate or coupon for a free product. If you have *Ideal for Windows*, you can use the Customer Relationship Management portion of your software to quickly identify and track customers' birthdays.
12. Tell the customer why a product isn't right for them. This type of honesty will surely create a life-long loyal customer!!
13. Teach the customer how to use the product they purchased.
14. Make your return policy as easy as possible.
15. If your customer lost their receipt, reprint the receipt for them on the spot.

Bottom line, train your employees to do the little things that improve your customers' satisfaction and your sales will increase, guaranteed. 

Ideal's Revamped Accounts Payable Module

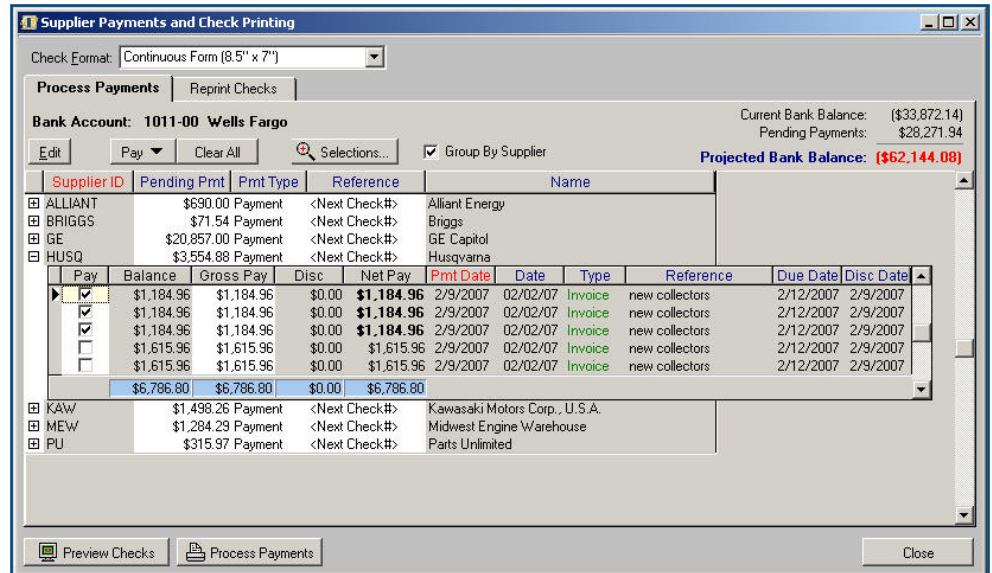
By Mary Mulligan and Erin Zein

After receiving helpful feedback and suggestions from our customers over the last two years, we are pleased to say that a "new look" Accounts Payable module was released to Ideal customers in March.

Several new features and improvements have been added to the revamped Accounts Payable module. In addition, certain functions now work differently to better suit the needs of your business.

Some of the NEW enhancements that you'll find in the *Ideal for Windows* Accounts Payable module include...

- A new **Supplier Payment and Check Printing** screen has been added to manage selecting your invoices for payment. This screen includes ways to view, select, unselect, sort, record payments without printing checks (EFT payments), and manage the process of making payments to suppliers.
- In selecting transactions for payment, you are now able to take credits without first applying the credit to a specific invoice.
- A new setting on the *Supplier Properties - Additional* tab allows more flexibility in planning payments, to allow custom settings for each supplier. This enhancement was made to allow for scheduling the payment for a specified number of days from the due date, discount date, or the invoice date.
- An *Autofill* option has been added to the *Payables Setup* that allows you to default the GL accounts and the amounts for a new payable to the same accounts and amounts from the most recent transaction to a supplier.
- After posting a new charge into payables, you now have an option to



A new screen has been added to the *Ideal for Windows* Accounts Payable module that allows you to view, select, unselect, sort by, print checks, record payment without printing checks and manage the process of making payments to suppliers.

- print a check. You are taken to the Supplier Payment screen to confirm the selection and print a check.
- In response to your requests, the system now repeats the last supplier entered.
- A new *Pay* option allows you to quickly make a lump sum payment to one or more suppliers.
- A revised option in *Payables Setup* allows the check number to print on the check stub.
- The *Supplier Properties* screen now allows setting the payment type for each supplier, determining whether a paper check is needed or not. This selection is linked to the *Payables Setup - Type* tab.
- You can now sort and search by the Reference field in the *Supplier Activity - Payable* tab.

- We removed a popup message in invoice entry related to payments or credits.
- The serial number, model number, and manufacturer now appear when applying payable transactions. Users may need to scroll the display to the right.
- In the *Supplier Payment* screen, you can now right click to view the serial number.
- An option has been added to payable setup that allows you to require a reference when entering a payable.

If you would like to learn more about Ideal's Accounts Payable module, please contact your sales representative today at **800-737-1620** or visit www.idealkit.com/7000

Are You Letting Potential Sales Slip Through the Cracks?

Most Dealers Make This Mistake and Don't Even Know It!

By Dennis Haefner

It's no secret that many dealers put a lot of time and effort into selling wholegoods. But are you getting all that you can out of those sales... or are you overlooking a simple practice that allows you to cash in on even more money per sale?

I'm surprised at how many dealers let add-on items and potential sales slip through the cracks - and many times they don't even know it's happening!

Let me explain by giving you an all too common scenario, and then I will provide an easy solution to this problem...

Just this last winter, a good buddy of mine decided to purchase a snowmobile. He was very excited because he and a group of friends were headed to the upper peninsula of Michigan for a snowmobiling weekend. When I saw him that following Monday and asked him how the trip went, I was shocked at his response!

He explained that the beginning of the trip was good. They started their journey and everything was going great. Then about 50 miles into the trip, the face shield on his helmet started to fog over. Because he didn't have a heated shield, it was hard for him to see and he ended up almost rear-ending one of his friends. He also didn't have a studded track so he couldn't stop or accelerate as fast as his friends, making his risk of rear-ending someone ever greater. The story gets better...

Once he got 100 miles into the trip, the snowmobile threw a belt. His friends asked him to get his spare belt out and they'd help him put it on. My friend was unaware he should have spare belts with him. He also

had a different brand of snowmobile than his friends, so their spare belts weren't compatible. His friends decided to tow him back, but none of them had tow straps. Long story short, his friends had to ride back 100 miles to get help, leaving him in the cold with his broken down snowmobile, and then traveled 100 miles back to help him. Needless to say, my friend was extremely upset with his entire experience.

Here's the important part of my story that can be a great profit making lesson for any business...

My friend was even more annoyed that the place he purchased the snowmobile from didn't give him the heads-up on the other equipment he should purchase, so he decided to look elsewhere for the extra belts, tow straps, studs, and heated shield.

Can you just imagine if the dealer he purchased the snowmobile from would have stressed the importance of carrying extra belts and tow straps and explained the benefits of purchasing a heated shield and studs?

Not only would you have extra revenue from that sale, you would also have a happy and loyal customer for life. By not offering add-on items, you run the risk of losing a customer, giving your competition sales, and receiving bad word of mouth.

It's extremely important that you and your employees are making the effort to offer your customers everything they need.

Think about it... if you were able to increase sales through add-on items even just five percent of the time, how much would that add to your revenue?



Note: In order to use Ideal's related items feature, you must include the wholegood as one of the related items during the setup. When selling related items, you must select both the wholegood and the related item before you click Replace.

I know that with the challenges of running a business, you might not always be able to monitor your employees 24-7 to see if they are making the push to sell add-on items. Fortunately, this is where your *Ideal for Windows* software can step in and help...

Ideal includes an "add-on sales" feature that gives you the ability to associate add-on products. This can prove to be incredibly beneficial in making sure your employees are offering these items. Let me use the snowmobile example again to explain how it works...

When the employee sells the snowmobile, *Ideal* can trigger a message, while the snowmobile is being added to the invoice, that reminds your employee to sell helmets, belts, tow straps, studs, etc.

I recommend using *Ideal* as a tool to remind your employees to always sell add-ons. Not only will it boost your customer service, you'll also begin to notice an increase in profits. 📈

DID YOU KNOW?

Ideal's Sales Reports Can Help You Boost Profits and Improve Customer Service by Helping You Keep Tabs on Vital Areas of Your Business

Ideal's powerful sales reports can prove to be a very valuable asset by pinpointing key areas of your business. A great example is the Sales Summary reporting option which contains two very useful reports - the **Sales Financial by Volume** and the **Sales Quantity by Volume**.

The Sales Financial by Volume report gives you the ability to specify your highest or lowest sales quantities from your customers, products, sales reps, manufacturers and locations. The report shows you the actual sale amount, the cost, and the gross profit in both dollars and percentage. By using this report, you can tell exactly how much money you are making off of a customer, manufacturer, or product category. This information can be useful in a variety of different ways.

For example, you can easily create a report that displays your top selling customers who have bought Arctic Cat products from you. You can then take that information and send a promotional mailer to those customers, offering them a discount on their next Arctic Cat purchase. All of your information is 100 percent real-time and can be generated in a matter of seconds!

Another great example is using this report to determine your top sales representatives. You may even want to use this information to implement an incentive program for your sales staff.

The Sales Quantity by Volume can easily help you determine your slowest or fastest moving parts. This can be incredibly beneficial in helping you determine if certain products aren't selling and need to be moved

Customer	Product	Sales Rep	Sales	Cost	Gross Profit
1001	Arctic Cat	John Doe	\$1,200.00	\$800.00	\$400.00 (33.3%)
1002	Arctic Cat	Jane Smith	\$950.00	\$650.00	\$300.00 (31.6%)
1003	Arctic Cat	Bob Johnson	\$750.00	\$500.00	\$250.00 (33.3%)
1004	Arctic Cat	Alice Brown	\$600.00	\$400.00	\$200.00 (33.3%)
1005	Arctic Cat	Charlie White	\$450.00	\$300.00	\$150.00 (33.3%)
1006	Arctic Cat	Diana Green	\$300.00	\$200.00	\$100.00 (33.3%)
1007	Arctic Cat	Frank Black	\$150.00	\$100.00	\$50.00 (33.3%)
1008	Arctic Cat	Grace King	\$100.00	\$70.00	\$30.00 (30.0%)
1009	Arctic Cat	Henry Lee	\$50.00	\$35.00	\$15.00 (30.0%)
1010	Arctic Cat	Ivy Hill	\$25.00	\$17.50	\$7.50 (30.0%)
1011	Arctic Cat	Jack Adams	\$12.50	\$8.75	\$3.75 (30.0%)
1012	Arctic Cat	Karen Baker	\$6.25	\$4.38	\$1.88 (30.0%)
1013	Arctic Cat	Liam Clark	\$3.13	\$2.19	\$0.94 (30.0%)
1014	Arctic Cat	Mia Evans	\$1.56	\$1.09	\$0.47 (30.0%)
1015	Arctic Cat	Noah Foster	\$0.78	\$0.55	\$0.23 (30.0%)
1016	Arctic Cat	Olivia Grant	\$0.39	\$0.27	\$0.12 (30.0%)
1017	Arctic Cat	Peter Harris	\$0.19	\$0.14	\$0.06 (30.0%)
1018	Arctic Cat	Quinn King	\$0.09	\$0.06	\$0.03 (30.0%)
1019	Arctic Cat	Rachel Lee	\$0.05	\$0.03	\$0.02 (30.0%)
1020	Arctic Cat	Samuel Hill	\$0.02	\$0.01	\$0.01 (30.0%)
1021	Arctic Cat	Tina Adams	\$0.01	\$0.00	\$0.00 (30.0%)
1022	Arctic Cat	Uma Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1023	Arctic Cat	Victor Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1024	Arctic Cat	Wendy King	\$0.00	\$0.00	\$0.00 (30.0%)
1025	Arctic Cat	Xavier Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1026	Arctic Cat	Yara Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1027	Arctic Cat	Zoe Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1028	Arctic Cat	Adam Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1029	Arctic Cat	Bella Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1030	Arctic Cat	Carl King	\$0.00	\$0.00	\$0.00 (30.0%)
1031	Arctic Cat	Dora Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1032	Arctic Cat	Ethan Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1033	Arctic Cat	Fiona Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1034	Arctic Cat	Gavin Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1035	Arctic Cat	Helen Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1036	Arctic Cat	Ian King	\$0.00	\$0.00	\$0.00 (30.0%)
1037	Arctic Cat	Jane Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1038	Arctic Cat	Kevin Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1039	Arctic Cat	Laura Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1040	Arctic Cat	Mark Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1041	Arctic Cat	Nancy Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1042	Arctic Cat	Oscar King	\$0.00	\$0.00	\$0.00 (30.0%)
1043	Arctic Cat	Peter Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1044	Arctic Cat	Quinn Hill	\$0.00	\$0.00	\$0.00 (30.0%)
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1048	Arctic Cat	Uma King	\$0.00	\$0.00	\$0.00 (30.0%)
1049	Arctic Cat	Victor Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1050	Arctic Cat	Wendy Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1051	Arctic Cat	Xavier Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1052	Arctic Cat	Yara Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1053	Arctic Cat	Zoe Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1054	Arctic Cat	Adam King	\$0.00	\$0.00	\$0.00 (30.0%)
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1110	Arctic Cat	Ethan Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1111	Arctic Cat	Fiona Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1112	Arctic Cat	Gavin Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1113	Arctic Cat	Helen Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1114	Arctic Cat	Ian King	\$0.00	\$0.00	\$0.00 (30.0%)
1115	Arctic Cat	Jane Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1116	Arctic Cat	Kevin Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1117	Arctic Cat	Laura Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1118	Arctic Cat	Mark Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1119	Arctic Cat	Nancy Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1120	Arctic Cat	Oscar King	\$0.00	\$0.00	\$0.00 (30.0%)
1121	Arctic Cat	Peter Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1122	Arctic Cat	Quinn Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1123	Arctic Cat	Rachel Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1124	Arctic Cat	Samuel Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1125	Arctic Cat	Tina Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1126	Arctic Cat	Uma King	\$0.00	\$0.00	\$0.00 (30.0%)
1127	Arctic Cat	Victor Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1128	Arctic Cat	Wendy Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1129	Arctic Cat	Xavier Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1130	Arctic Cat	Yara Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1131	Arctic Cat	Zoe Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1132	Arctic Cat	Adam King	\$0.00	\$0.00	\$0.00 (30.0%)
1133	Arctic Cat	Bella Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1134	Arctic Cat	Carl Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1135	Arctic Cat	Dora Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1136	Arctic Cat	Ethan Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1137	Arctic Cat	Fiona Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1138	Arctic Cat	Gavin King	\$0.00	\$0.00	\$0.00 (30.0%)
1139	Arctic Cat	Helen Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1140	Arctic Cat	Ian Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1141	Arctic Cat	Jane Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1142	Arctic Cat	Kevin Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1143	Arctic Cat	Laura Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1144	Arctic Cat	Mark King	\$0.00	\$0.00	\$0.00 (30.0%)
1145	Arctic Cat	Nancy Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1146	Arctic Cat	Oscar Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1147	Arctic Cat	Peter Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1148	Arctic Cat	Quinn Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1149	Arctic Cat	Rachel Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1150	Arctic Cat	Samuel King	\$0.00	\$0.00	\$0.00 (30.0%)
1151	Arctic Cat	Tina Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1152	Arctic Cat	Uma Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1153	Arctic Cat	Victor Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1154	Arctic Cat	Wendy Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1155	Arctic Cat	Xavier Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1156	Arctic Cat	Yara King	\$0.00	\$0.00	\$0.00 (30.0%)
1157	Arctic Cat	Zoe Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1158	Arctic Cat	Adam Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1159	Arctic Cat	Bella Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1160	Arctic Cat	Carl Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1161	Arctic Cat	Dora Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1162	Arctic Cat	Ethan King	\$0.00	\$0.00	\$0.00 (30.0%)
1163	Arctic Cat	Fiona Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1164	Arctic Cat	Gavin Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1165	Arctic Cat	Helen Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1166	Arctic Cat	Ian Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1167	Arctic Cat	Jane Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1168	Arctic Cat	Kevin King	\$0.00	\$0.00	\$0.00 (30.0%)
1169	Arctic Cat	Laura Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1170	Arctic Cat	Mark Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1171	Arctic Cat	Nancy Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1172	Arctic Cat	Oscar Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1173	Arctic Cat	Peter Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1174	Arctic Cat	Quinn King	\$0.00	\$0.00	\$0.00 (30.0%)
1175	Arctic Cat	Rachel Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1176	Arctic Cat	Samuel Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1177	Arctic Cat	Tina Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1178	Arctic Cat	Uma Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1179	Arctic Cat	Victor Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1180	Arctic Cat	Wendy King	\$0.00	\$0.00	\$0.00 (30.0%)
1181	Arctic Cat	Xavier Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1182	Arctic Cat	Yara Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1183	Arctic Cat	Zoe Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1184	Arctic Cat	Adam Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1185	Arctic Cat	Bella Clark	\$0.00	\$0.00	\$0.00 (30.0%)
1186	Arctic Cat	Carl King	\$0.00	\$0.00	\$0.00 (30.0%)
1187	Arctic Cat	Dora Lee	\$0.00	\$0.00	\$0.00 (30.0%)
1188	Arctic Cat	Ethan Hill	\$0.00	\$0.00	\$0.00 (30.0%)
1189	Arctic Cat	Fiona Adams	\$0.00	\$0.00	\$0.00 (30.0%)
1190	Arctic Cat	Gavin Baker	\$0.00	\$0.00	\$0.00 (30.0%)
1191	Arctic Cat	Helen Clark	\$0.0		