

A call to action

for the Australian automotive aftermarket industry



autoEtrade

The Automotive Aftermarket eCommerce initiative



Your trading partners and industry colleagues invite you to embrace a system that will save the Australian automotive aftermarket industry millions of dollars every year and boost your bottom line.

autoEtrade

Connecting the Australian automotive aftermarket industry

Accurate ordering, delivery, invoicing and product tracking are essential to the automotive aftermarket industry's profitability – now and in the future.

Errors rapidly erode that profitability. International research shows that data errors occur in the majority of all business transactions, costing millions each year.

The answer is the automotive aftermarket Product Information, Numbering and Bar Coding and eMessaging Guidelines, collectively known as **autoEtrade**.

Implementation of **autoEtrade** will result in benefits to all parties in the trading cycle by increasing accuracy and efficiency through management of the entire supply chain.

Your business will make substantial savings, but most of all, keeping pace with trading partners means you can face the future with confidence.

autoEtrade is based on innovative, yet proven technology that is already working for Australia's retail, grocery and liquor industries. Representatives from the Australian automotive aftermarket industry have thoroughly tested the system to make sure it meets your requirements.

First, industry members developed Numbering and Bar Coding and eMessaging Guidelines to manage special industry needs. The guidelines are based on the GS1 international standards and are consistent those used by other industries in Australia.

The industry then developed message implementation guidelines for 8 key electronic messages.

These messages are:

- > Purchase order,
- > Purchase order response,
- > Purchase order change,
- > Inventory report,
- > Despatch advice,
- > Invoice,
- > Remittance Advice, and,
- > Price Catalogue.

Finally, the industry developed a Product Information Standard to ensure the consistency and integrity of all the data trading partners exchange.

With this **call to action**, we invite you to join us and share in our success.

Your decision to be part of **autoEtrade** gives you the support of the Australian automotive aftermarket industry, the Australian Automotive Aftermarket Association (AAAA) and GS1 Australia. You will be offered expert guidance every step of the way to enable successful **autoEtrade** implementation.

How to join us

Follow these simple steps to successful **autoEtrade** implementation:

1. Join GS1 Australia. Application forms can be downloaded from www.gs1au.org
2. Understand how **autoEtrade** and the GS1 System works by visiting the Automotive Aftermarket Association web site www.aaaa.com.au or the GS1 Australia website at www.gs1au.org. The relevant guidelines can be downloaded from both of these web sites.
3. Talk to your trading partners about implementing **autoEtrade**.
4. Consider integrating **autoEtrade** with your current information systems for seamless, efficient ordering invoicing and stock control.

Remember expert help from GS1 Australia is only a phone call away. You can contact the GS1 Australia Member and Industry Support Department on 1300 366 033.

"autoEtrade, developed specifically for the Australian automotive aftermarket industry will intensify our efforts to identify, track, manage and control the flow of goods with our trading partners.

"Using a standard numbering and bar coding approach on logistic units will deliver benefits of speed, accuracy and labour savings throughout the entire supply chain."

Tom Panic, General Manager - Merchandising, SuperCheap Auto

"Only by adopting national, uniform standards can we all benefit from the introduction of eCommerce in our industry."

Mark Blacker, National Marketing Manager,
Robert Bosch Australia Pty Ltd

"The savings available to us by removing errors from the purchasing and fulfilment processes are immense. All of us in the automotive aftermarket industry in Australia need to get behind this whole of industry initiative."

Warren Dick, General Manager, National Parts

"We must embrace technology in all aspects of our daily activities to ensure we are able to reduce errors and the associated costs. I hope all members of our association understand this necessity and implement autoEtrade for the mutual benefit of the industry".

Peter Hein, Director, NGK Spark Plug (Australia) Pty Ltd

"We understand the issues associated with e-commerce adoption from a supplier and customer perspective and believe an industry approach is critical to realising the associated benefits. This is why we support autoEtrade and look forward to the successful implementation with all our trading partners."

David Fraser, Group General Manager – Automotive, Coventry Group Ltd



An open letter to manufacturers, re-manufacturers, importers, distributors, wholesalers, resellers and retailers of automotive parts, accessories, tools and equipment... a call to action

autoEtrade has been developed by the Australian automotive aftermarket industry and GS1 Australia. Whilst *autoEtrade* has been specifically developed for the automotive aftermarket industry, relevant international industry eCommerce developments have been taken into account.

The member companies represented on the Automotive Aftermarket Industry Supply Chain Improvement Project (the undersigned) are committed to adopting the *autoEtrade* as an essential foundation for a range of emerging business-to-business eCommerce initiatives. Accordingly, we would call upon all industry participants to commence their preparations for adopting *autoEtrade*.

In May 2002, we formed as an industry representative group with the aim of adopting and enhancing eCommerce to support the automotive aftermarket industry. Our goal is to use *autoEtrade* to conduct business electronically and therefore minimise the need for the use of paper based transactions.

To date, we have made significant progress in the implementation of *autoEtrade* including:

- > Development of GS1 Numbering and Bar Coding Guidelines,
- > Development of Message Implementation Guidelines,
- > Development of an industry Product Information Standard,
- > Completion of a pilot implementation program, and,
- > Scheduled an industry awareness and education program.

The benefits of *autoEtrade*:

With industry wide adoption of *autoEtrade*, we anticipate the following benefits:

- > The ability to identify goods and shipments quickly and accurately,
- > Faster delivery of goods,
- > Fewer handling and shipping errors,
- > Better inventory management practices and reduced inventory holdings,
- > Reduction of order and replenishment times, and,
- > Provision of a solid foundation to support other industry eCommerce initiatives and applications.

A call to action...

We strongly encourage manufacturers, re-manufacturers, importers, distributors, wholesalers, resellers and retailers of automotive parts, accessories, tools and equipment to consider the business imperatives to improve supply chain management practices in our industry by adopting *autoEtrade*.

