

TLRM AUCTION
Dealers' Development Program

A Ten Step Guide to Boost the Business

Contents

Preface	What is Dealers' Development Program (DDP)
First Step	Towards DDP
Second Step	How TLRM Auction team responds
Third Step	Get Registered
Fourth Step	Log on to TLRM Auction
Fifth Step	Managing 'My Panel'
Sixth Step	Managing homepage
Seventh Step	How to borrow Stock
Eighth Step	How to manage 'My Selection'
Ninth Step	How to manage 'My Stock'
Tenth Step	Ocean Auction
Appendix	Terms and Conditions

What is Dealers' Development Program (DDP)

DDP is a unique program to support the used car importers around the world. Traditionally, used car dealers import vehicles on credit or invest heavily to fulfill the demand of local buyers. TLRM Auction neither support credit nor investment plans rather gives a whole new way of trading in the shape of DDP.

DDP offers free stock from Japan. You can borrow as many of available cars from TLRM Auction. Under this program, TLRM Auction builds free website as well where you can display selected vehicles from TLRM Auction. You can customize your homepages and set your own stock prices in local currency. Once sold, the vehicle is shipped to you accordingly.

Further details are given in other sections of this guide. Fig 1 shows the general work-flow and benefits of DDP.

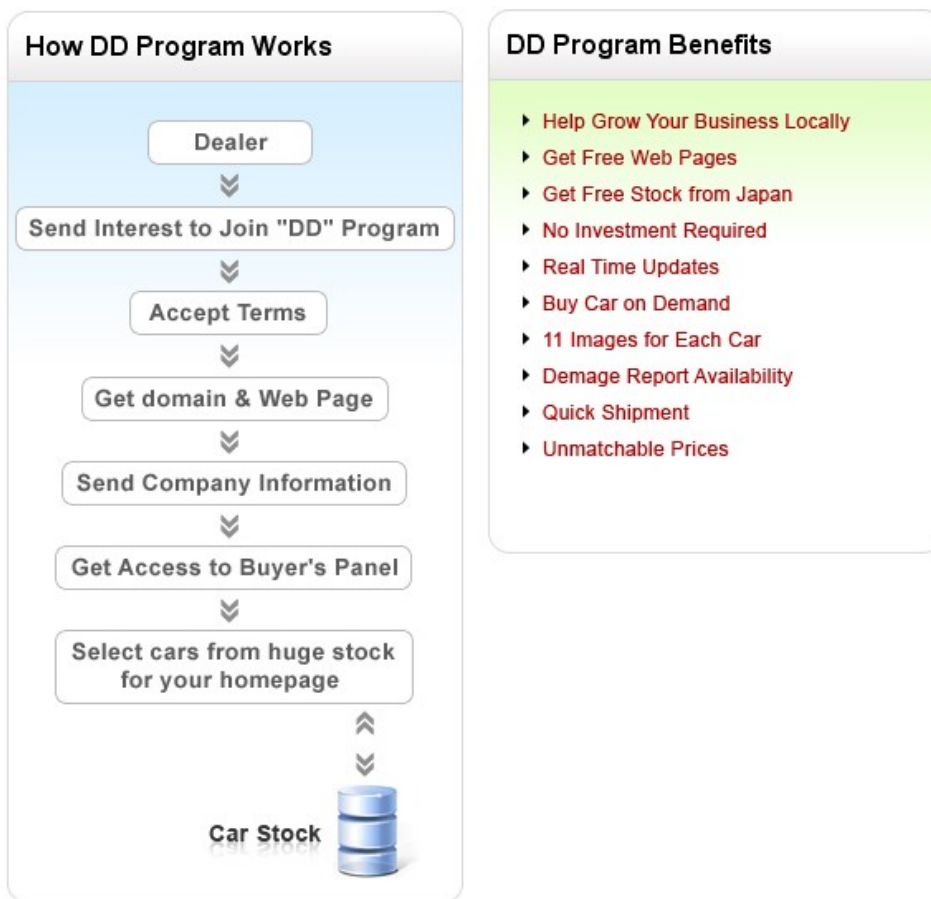


Fig: 1

First Step: Towards DDP

The first step is to apply for DDP through TLRM Auction's website. General information and application form are given on www.tlrmauction.com/subpages/ddp.php. Fig 2 shows the process to fill-up and send the application form.

The screenshot shows a web form with three input fields: 'Company Name *' containing 'Eyetii Inc', 'Contact Email *' containing 'contact@eyetii.com', and 'Phone Number *' containing '81-46-2361655'. A green box highlights these fields, with an arrow pointing to the number '1'. Below the fields is the text 'Please read our terms carefully' followed by a checkbox and the text 'I accept the terms' with an arrow pointing to the number '2'. Below the checkbox is a blue 'Send' button with an arrow pointing to the number '4'. A green arrow also points from the checkbox area to the number '3'.

Fig 2

1. Enter your company name, contact email and phone number. This is very vital information required by TLRM Auction team to contact you later for finalization of DDP Program
2. Read the terms carefully. Link shows terms in PDF format. Please download Adobe Acrobat if not installed
3. Turn the check box on thereafter
4. Press the send button. You will receive the email message and the same will be received by TLRM Auction team

Second Step: How TLRM Auction team responds

TLRM Auction team will send you website design format and domain requirements. TLRM Auction can not proceed until the required domain is configured.

Design Format: TLRM Auction provides simple and practical homepage design. The priority is vehicle stock not the design themes. The preset design format is already set and shown in Fig 3.

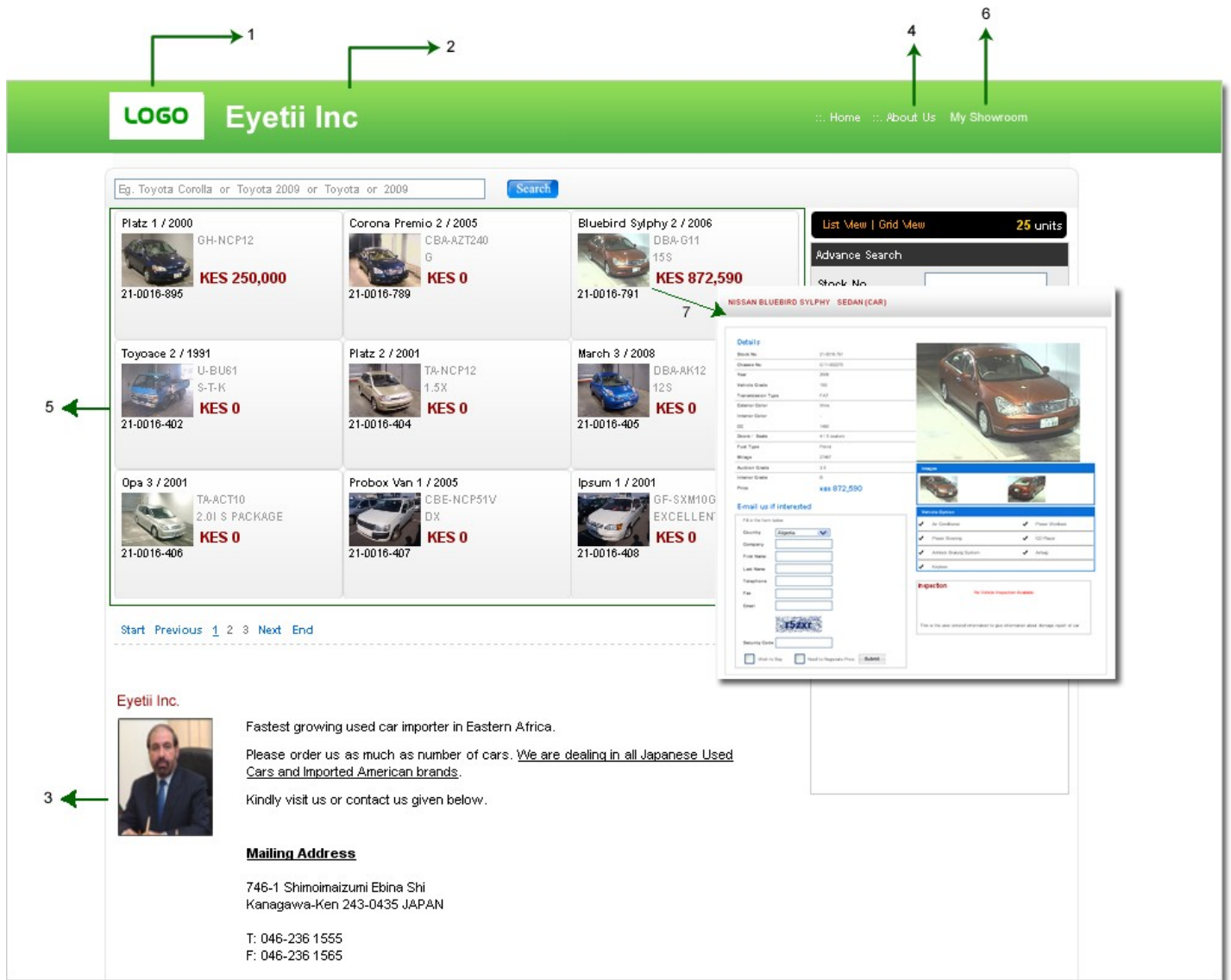


Fig 3

Homepage Design comprises 7 major sections. 1) Logo 2) Company name over the header 3) Main Page Text 4) About us page text 5) Borrowed vehicle stock 6) My Showroom 7) Vehicle detail page

Domain Requirements: In order to proceed, TLRM Auction has to finalize the domain registration and domain name. Domain name should be recommended by client but will be registered and configured by TLRM Auction. TLRM Auction does not configure the existing domains.

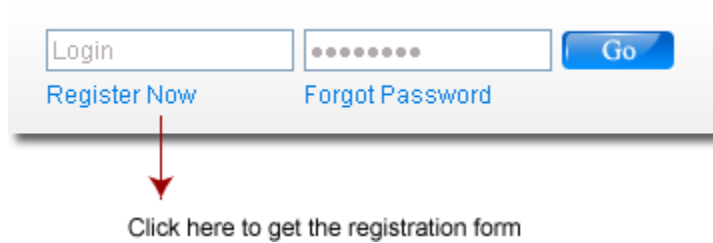
TLRM Auction uses two name servers.

ns1.eyetii.com

ns2.eyetii.com

Third Step: Get Registered

You can register with TLRM Auction anytime. Registration is imperative to use DDP and its complete set of options. Go to www.tlrmauction.com homepage and select the “Register Now” as given in figure below:



Clicking on “Register Now” brings the form shown in Fig 4. Please follow the steps and fill-in the information as described from 1 to 6.

Registration Form

Create an Account

Fields with (*) are mandatory

User Information

Company Name *

Your Name *

Telephone *

Fax

Eyetii Inc
David Hoff
81-46-2361655

→ 1

Login Information

Email *

Password *

Re-Enter password *

contact@eyetii.com (e.g trade@abc.com)
***** (Minimum 8 characters)

→ 2

Optional Information

Zip Code

Country

State/Province/Prefecture

City

Address

Website

Company Logo

Peru

Matarani
XY Street, B Building
www.eyetii.com

→ 3

Browse... (Minimize to 100px height ratio)

Yes, send me TLRM Auction news and special offers
 I agree the terms and conditions. (See our private policy)

→ 4

fqyb5

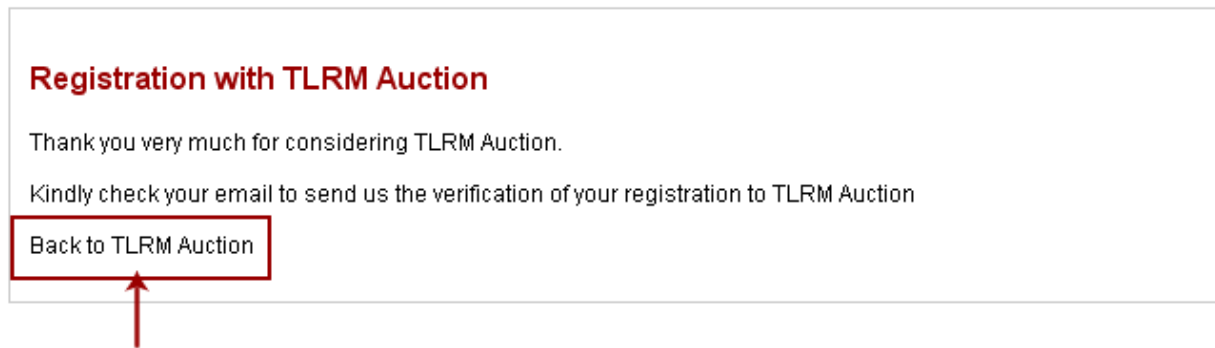
Enter Security Code *

→ 5

Submit → 6

Fig 4

After submitting the form, following message is displayed.



The email is sent carrying the verification link. The sample text of email is given below. Click on the link to get verified.

Your Registration is Under Process

Thank you very much for your kind consideration towards TLRM Auction.

Kindly click the following link to verify your registration to TLRM Auction.

<http://www.tlrmauction.com>

TLRM Auction
Registration Unit

Once verified, following message is displayed again showing the link. This time, if you click thereon, it takes you to TLRM Auction site. Congratulations! now you are ready to sign in.

Congratulations! You are successfully registered

Kindly use the following entered Login and Password

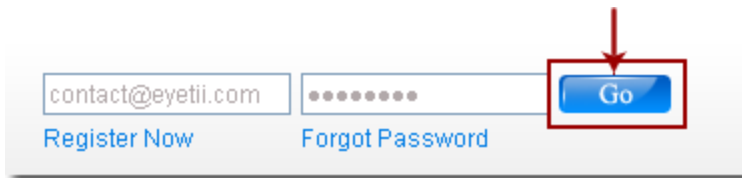
<http://www.tlrmauction.com>

Login: contact@eyetii.com

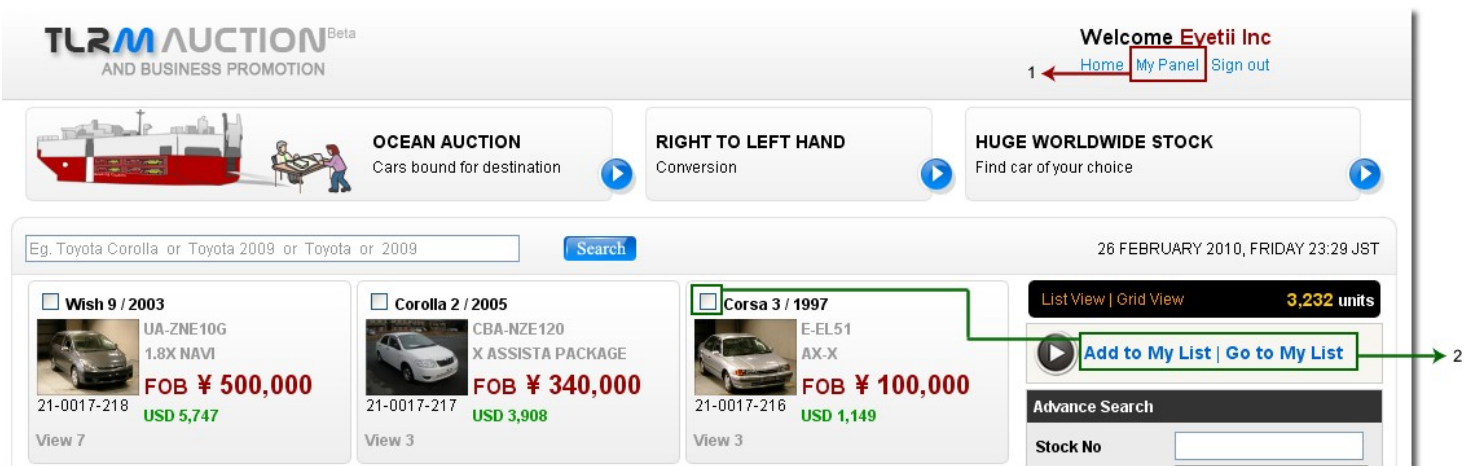
TLRM Auction
Registration Unit

Fourth Step: Log on to TLRM Auction

TLRM Auction's login is your registered email.



Once logged-in, you can manage website, select vehicles, update website contents and manage stock through My Panel.



- 1) My Panel: It is a control panel to manage homepage contents, selection list, and profile.
- 2) Vehicle(s) can be selected and “Add to the List”. This list is a selection list for sending sale confirmations.

My panel can only be accessed by signing in to www.tlrmauction.com.

Fifth Step: Managing 'My Panel'

This section describes how My Panel helps you manage your stock and website.



Update Your Profile

It update the company information, company logo, address and bank information.

Update Profile

Fields with (*) are mandatory

User Information

Company Name *	<input type="text" value="Eyetii Inc"/>
Your Name *	<input type="text" value="David Hoff"/>
Telephone *	<input type="text" value="81-46-2361855"/>
Fax	<input type="text"/>
ID Card / Lisence	<input type="text"/>
ID Card / Lisence Image	<input type="text"/> <input type="button" value="Browse..."/> (Minimize to 100px height ratio)

Optional Information

Zip Code	<input type="text"/>
Country	<input type="text" value="Peru"/>
State/Province/Prefecture	<input type="text"/>
City	<input type="text" value="Matarani"/>
Address	<input type="text" value="XY Street, B Building"/>
Website	<input type="text" value="www.eyetii.com"/>
Company Logo	<input type="text"/> <input type="button" value="Browse..."/> (Minimize to 100px height ratio)

Bank Information

Account Name	<input type="text"/>
Account Number	<input type="text"/>
Account Type	Select <input type="button" value="v"/>
Bank Name	<input type="text"/>
Branch Name	<input type="text"/>
Swift Code	<input type="text"/>

Change Password

User can change the password anytime. It is recommended to select strong password which contains special characters, digits and alphabets.

Change Password

Login ID **Eyetii Inc**

Old Password*

New Password*

Re-Enter New Password*

My Selection

This option contains list of vehicles selected from TLRM Auction's homepage.

My Selection

Stock No	Vehicle Name	Model No	Grade	Year	Location	Trans	Ext Color	CC	Fuel Type	Mileage	Auction Price	New Price	Vehicle Status
<input type="checkbox"/>	21-0017-290	Honda CR-V	E-RD1	1996		CAT	Dark Blue	2000	Petrol	166933	180,000	<input style="width: 50px;" type="text" value="0"/>	Sale Conf Remove
Total Records: 1													
1 of 1													

Sales Confirmation | Cancel Negotiation | Under-Negotiation | Remove

Update Homepage

Member of DDP who avails free homepage service can update the homepage contents. In order to fully utilize this feature, one must understand basic HTML concept, good formatting skills in MS Word or Open Office and a bit design skills. Please refer Sixth Step to learn more on that.

My Stock

All vehicles purchased from TLRM Auction are placed in this section of control panel. TLRM Auction updates the shipment related information that also reflects in this sections.

Sixth Step: Managing Homepage

First establish good contents of your homepage using "Update Homepage" options from My Panel.

Setting up the Currency, Price and Type of Web Price

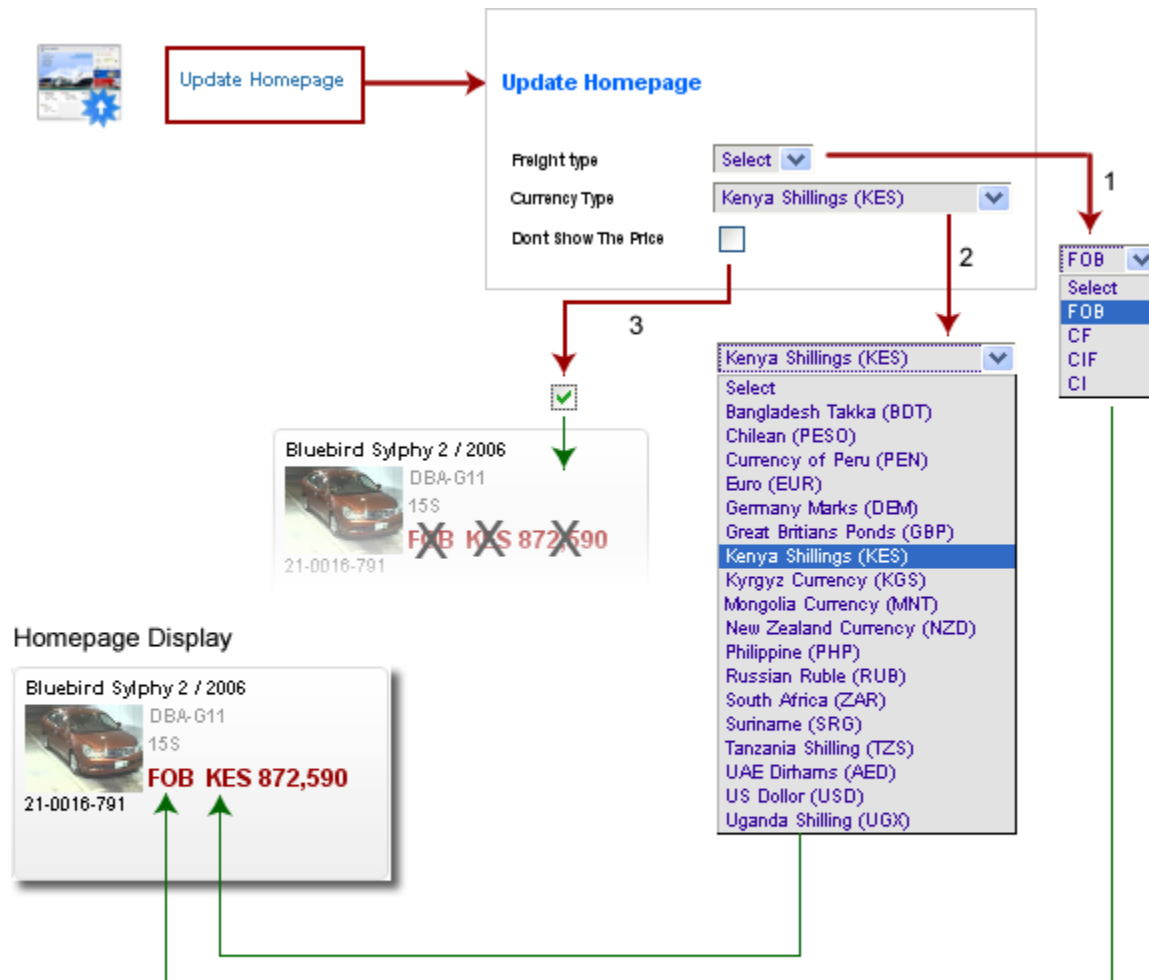


Fig 5

Fig 5 shows how one can set and unset information of vehicle stock over the homepage

- 1) Select type of price (FOB, C&F etc) if required
- 2) Select the currency which you would like to show. Remember that it is default setting and will apply to all selected vehicles
- 3) Check 'Don't Show the Price' box on if you do not want to show the price

Setting up Homepage Contents

We will show here the best and fastest possible way of organizing information and images for your homepage. The most important thing is that TLRM Auction has set the formats and DDP member can not obtain the customized format.

How to modify website pages

[Please refer to Fig 6]

1. It is recommended that use MS Word or Open Office Writer to compose the page or change the contents of website pages. Use the formatting toolbox in MS Word to write text. As you can see, one can change the font, text format, alignment and indentation
2. Page text composed within table makes the format more controlled. Make the border transparent after inserting the table and entering the text therein. You can use variety of other options for border lines and styles
3. After composing and finalizing the page, select all and press CTRL-C. You can use the tool box to copy
4. Paste the contents to the required Editor given in "Update Homepage"

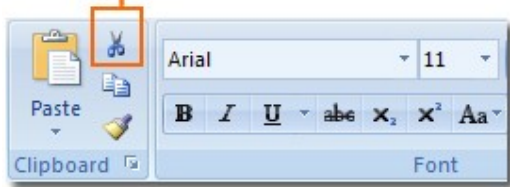
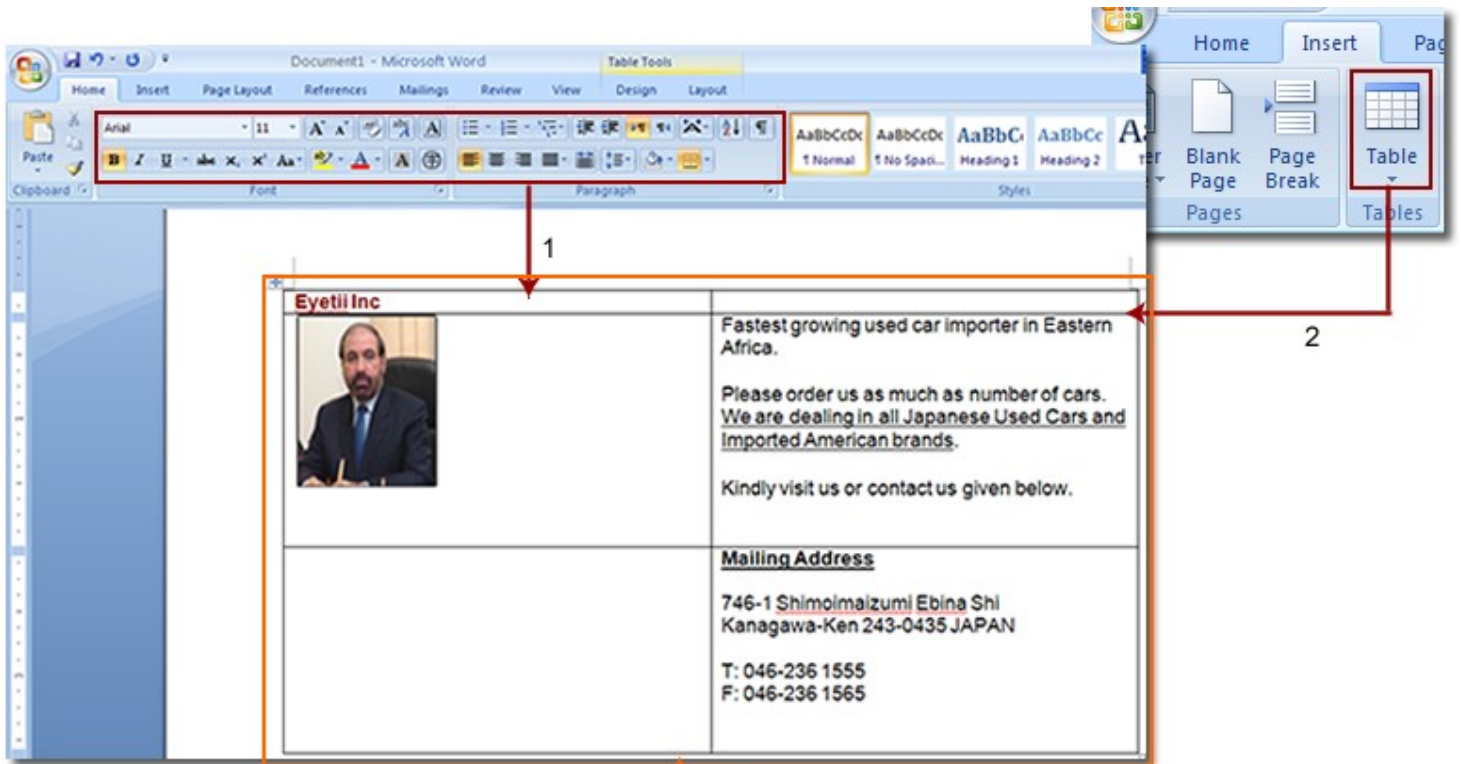
How to insert Images and Flash Movie

The page designed in MS Word or Open Office will not insert the images in editor if copied using copy-paste method. Tables, text, formatted text, indentation etc place well in editor whereas image has to be imported using editor's own image insertion process.

[Please refer to Fig 7-1]

1. Press the "Insert Image" toolbox
Select "Browse Server" from Image Properties pop-up window

Check Fig 7-2 for further steps



Update Homepage

Freight type
 Currency Type
 Dont Show The Price

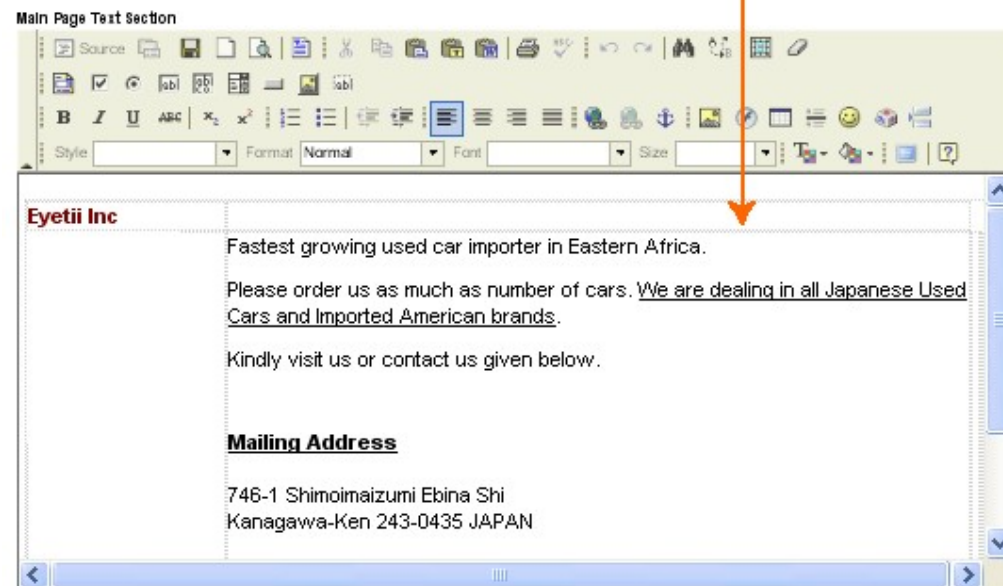


Fig 6

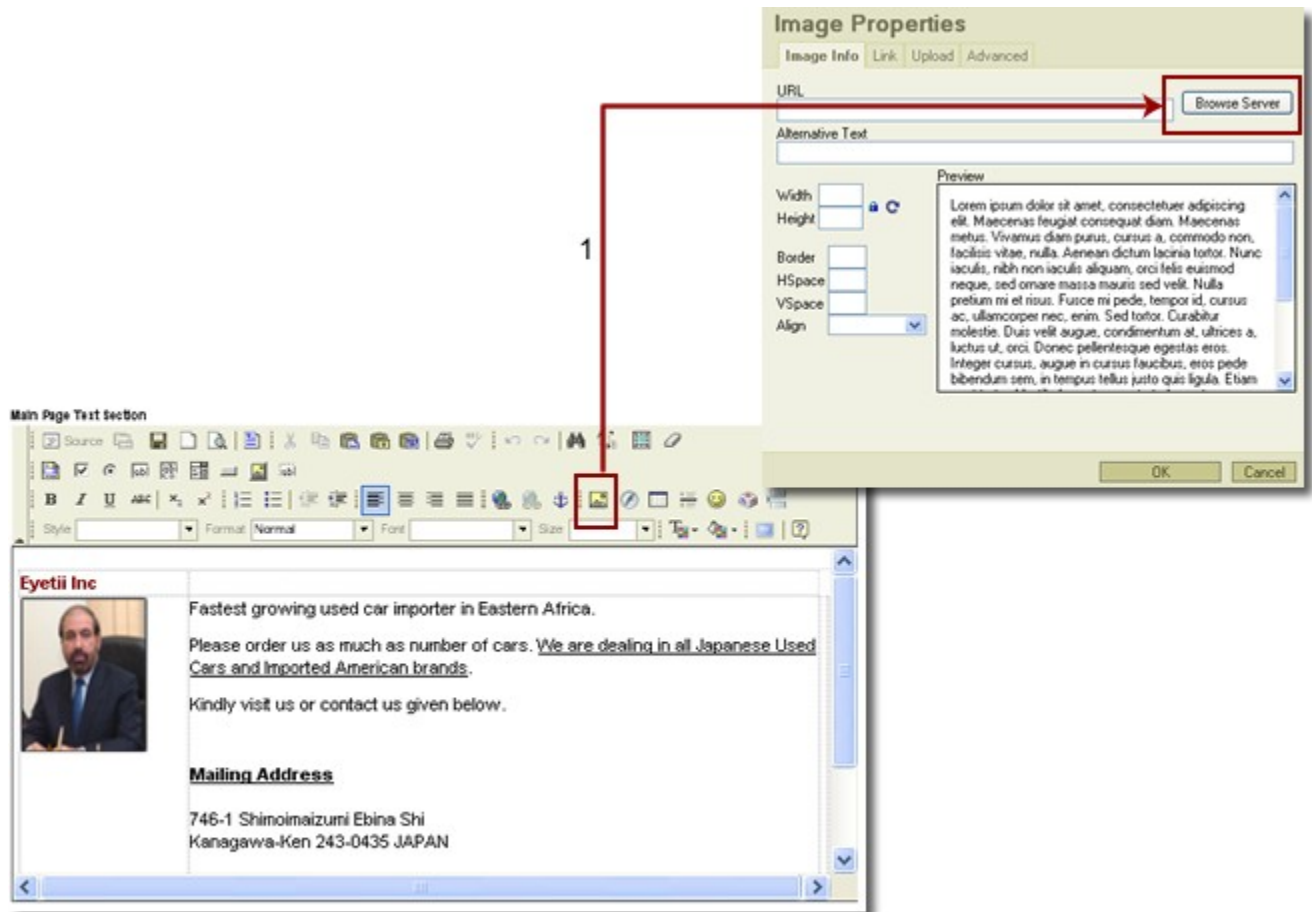


Fig 7-1

[Please refer to Fig 7-2]

2. A dialogue box will appear where select “Browse” to view the files
3. Select file and then press Open
4. Press Upload button
5. The file will appear in file listing area
6. Once again “Image Properties” dialogue box will appear. Press OK.

Adjust the image in Editor and press update button.

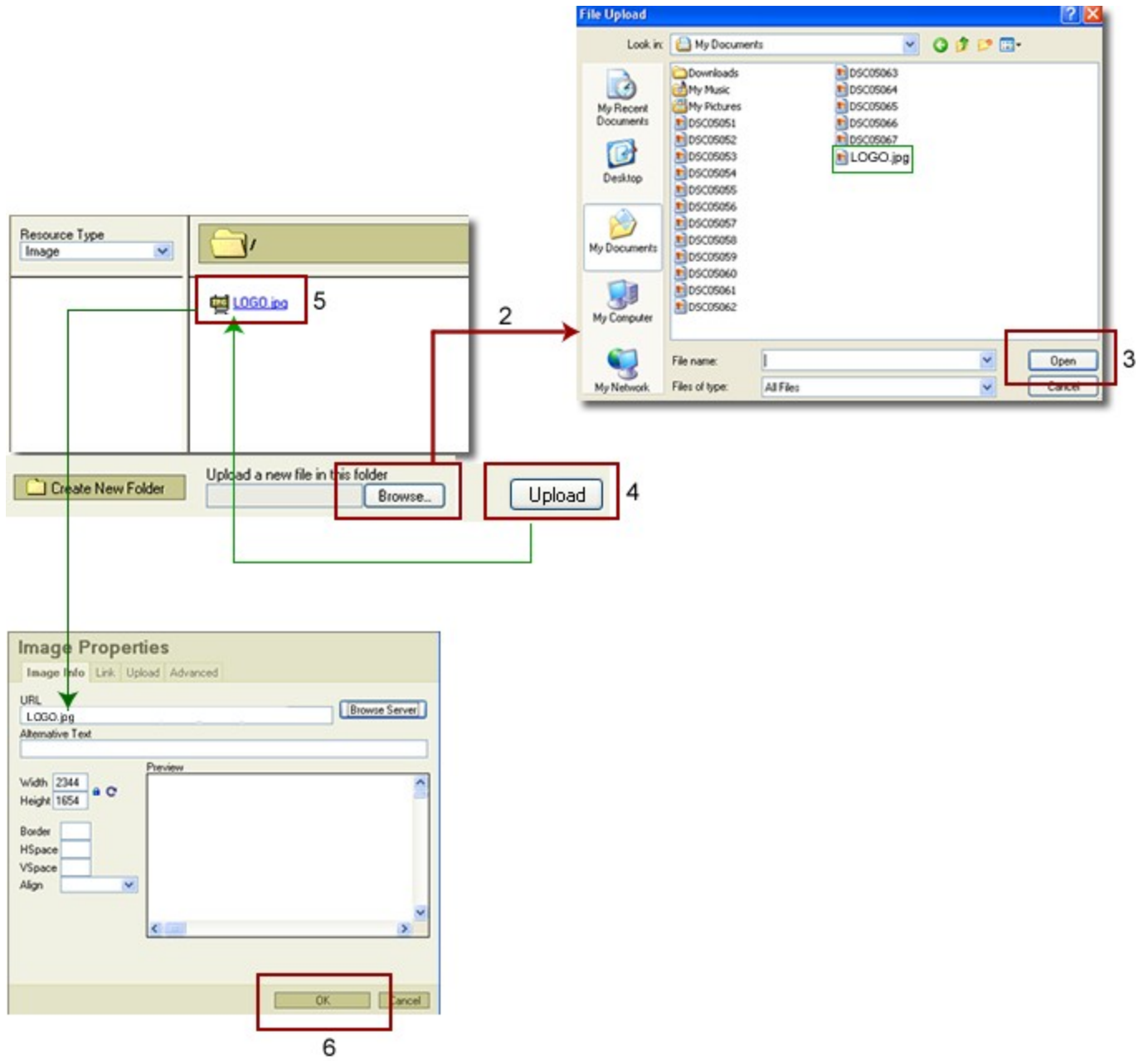


Fig 7-2

Seventh Step: How to Borrow Stock

Sign in to TLRM Auction www.tlrmauction.com.

1. Select the vehicles and add it to list using “Add to My List”
2. “Go to My List” to find the selected vehicle

The screenshot shows the TLRM Auction website interface. At the top, there is a search bar with the text "Eg. Toyota Corolla or Toyota 2009 or Toyota or 2009" and a "Search" button. The date and time "1 MARCH 2010, MONDAY 17:06 JST" are displayed in the top right corner. Below the search bar, there are several vehicle listings, each with a small image, a title, a model number, a price, and a "View" button. A green box highlights the "Add to My List" button for the "March 2 / 2005" vehicle. A red box highlights the "Go to My List" button. A red arrow points from the "Go to My List" button to the "My Selection" pop-up window. The "My Selection" window shows a table of selected vehicles with columns for Stock No, Vehicle Name, Model No, Grade, Year, Location, and Tran. The first row is highlighted in red.

Stock No	Vehicle Name	Model No	Grade	Year	Location	Tran
<input type="checkbox"/> 21-0017-388	Nissan March	CBA-AK12	12C B PACKAGE	2005	AT	
<input type="checkbox"/> 21-0017-290	Honda CR-V	E-RD1		1996	CAT	

Total Records: 2
1 of 1

Fig 8

The concept of borrowing stock is that one selects vehicles from available stock of TLRM Auction. The selection check box will be shown as disabled if vehicle has already been reserved by TLRM Auction or sale confirmation has already been sent by any of DDP member.

This should be clear that one car can be selected by multiple DDP members. And TLRM Auction will sell the car to **the member whose money is received first.**

If you are confident that the car you are selecting is highly demanded then talk to TLRM Auction's sales executive to reserve car beforehand. Send TLRM Auction \$100 or 10,000 JPY per car in advance to ensure that the selected vehicle will be blocked right after the selection. In this case you have to inform TLRM Auction as no auto process thereof is available.

Please read the [Appendix](#) for terms and conditions.

Eighth Step: How to manage 'My Selection'

After selecting the vehicle from www.tlrmauction.com, you can access the list of selected vehicles from two areas.

- a) www.tlrmauction.com → “Go to My List” [Fig 8, Point 2]
- b) www.tlrmauction.com → My Panel → My Selection [Fig 9]

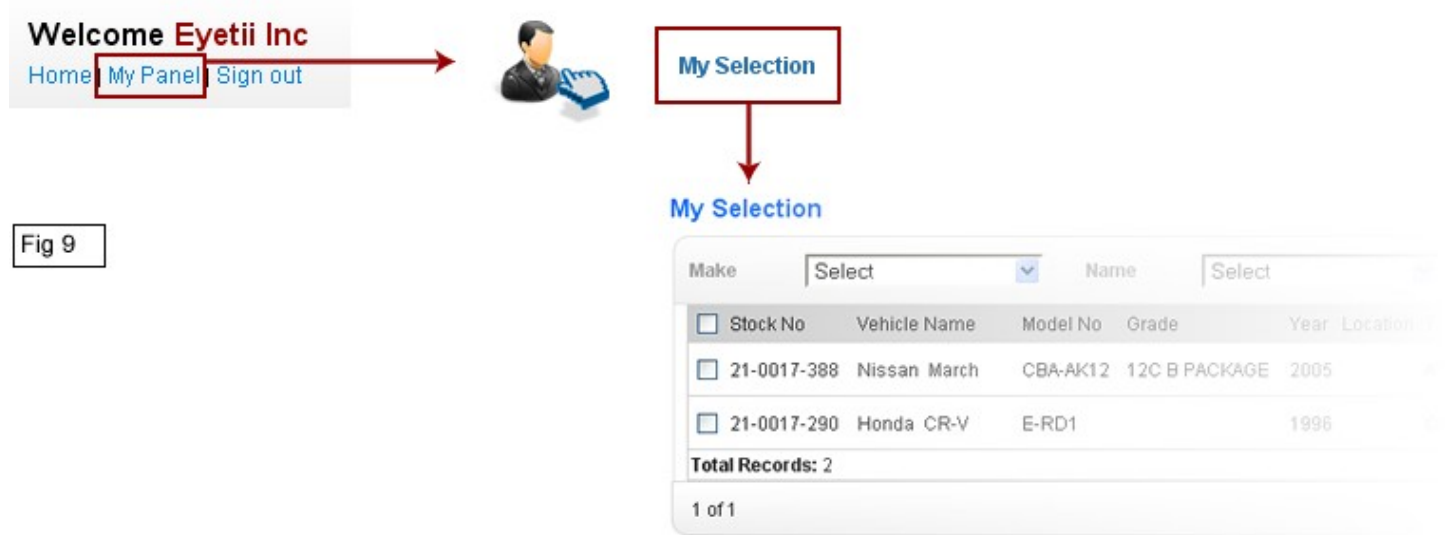


Fig 9

Now enter the prices of selected vehicles that will be shown on your homepage. If you do not need to show the prices then read [Fig 5, Point 3] once again otherwise make up a proper setup described in Sixth Step.

Fig 10-1 shows where you should enter the web price.

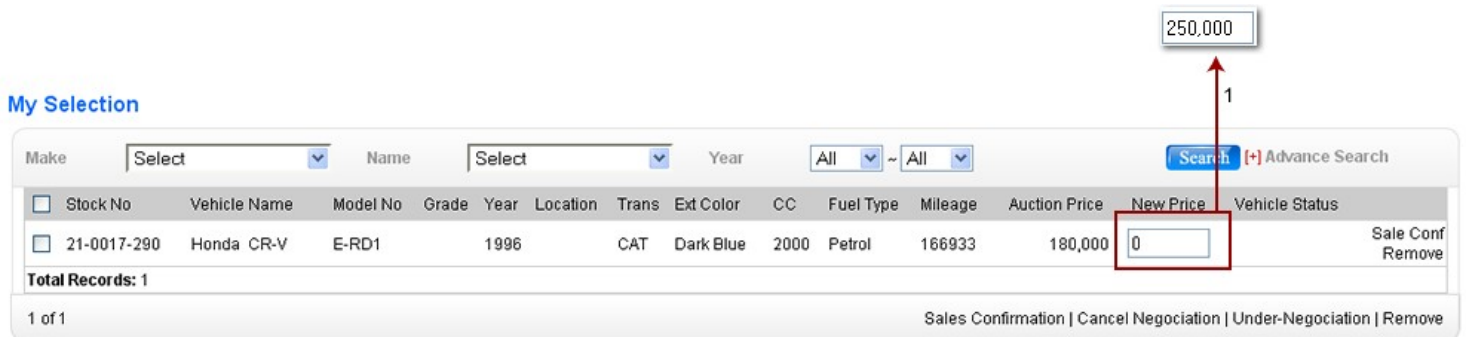


Fig 10-1

Now it depends when the car is sold. Vehicle status is all you have to consider. Currently four status are available:

- a) Under-Negotiation
- b) Cancel Negotiation
- c) Sale Confirmation
- d) Remove

Under-Negotiation

You can change to this status anytime until the vehicle is available in My Selection.

My Selection

The screenshot shows the 'My Selection' interface with a table of vehicle listings. The first row is highlighted, and a red box around the checkbox is labeled '1'. A red arrow points from this box to a checkbox in a 'Negotiation' modal window, which is also labeled '1'. The modal window has a 'Submit' button and a text box. A red arrow labeled '2' points from the 'Under-Negotiation | Remove' link in the table to the 'Submit' button in the modal. A green arrow points from the 'Submit' button back to the 'Under-Negotiation | Remove' link. A red arrow points from the 'Cancel Negotiation' link in the table to the text 'To Cancel Negotiation'.

Stock No	Vehicle Name	Model No	Grade	Year	Location	Trans	Ext Color	CC	Fuel Type	Mileage	Auction Price	New Price	Vehicle Status	Sale Conf Remove
<input checked="" type="checkbox"/>	21-0017-290	Honda CR-V	E-RD1	1996	CAT	Dark Blue	2000	Petrol	166933	180,000	250,000	[You are Negotiating]	Sale Conf Remove	

Total Records: 1
1 of 1

Sales Confirmation | Cancel Negotiation | Under-Negotiation | Remove

Fig 10-2

Negotiation

I am Negotiating

Negotiation means that currently you are on the way to finalize the sale but still not sure.

1. Check the box of selected car
2. Click on Under-Negotiation
3. Check the box "I am Negotiating"
4. Press Submit Button

This will change the vehicle status to [You are Negotiating]. You can cancel this status by selecting the vehicle and clicking on "Cancel Negotiation"

Sales Confirmation

Once the deal is finalized, you must send the sales confirmation along with T/T scan copy to TLRM Auction to block the car. TLRM Auction will ensure that the car has been sold to you after the payment reflects in TLRM Auction's bank account.

Remember, TLRM Auction will sell the car to the person or company whose amount reflects in TLRM Auction's account first. So it is more or less “First Come, First Serve”

My Selection

The screenshot shows the 'My Selection' interface with a table of vehicle listings. The first row is highlighted, and a modal window titled 'Sales Confirmation' is open over it. Red boxes and arrows indicate the steps to confirm the sale:

- 1. Check the box of selected car (checkbox next to Stock No 21-0017-290).
- 2. Click on Sale Confirmation (button in the row actions).
- 3. Upload scan copy of T/T (input field with 'Browse...' button).
- 4. Check the box "I confirm that the sale has been made" (checkbox in the modal).
- 5. Press "Submit" Button (button in the modal).

1. Check the box of selected car
2. Click on Sale Confirmation
3. Upload scan copy of T/T
4. Check the box “I confirm that the sale has been made”
5. Press “Submit” Button

This will change the Vehicle status to [You sold]. Send the email to TLRM Auction if you would like to cancel the sale as soon as possible. Cancellation fee will be charged if TLRM Auction has to send the money back of sold vehicle. Please see [Appendix](#) for details.

After changing the status to [You Sold] the check box will be disabled until the sale team of TLRM Auction cancels it.

After receipt of payment, TLRM Auction change the status to SOLD. This status will remove the vehicle from My Selection and insert it into “My Stock”

Remove

Removing from My Selection is only possible if sales confirmation is not sent.

My Selection

Make: Name: Year: ~

<input type="checkbox"/>	Stock No	Vehicle Name	Model No	Grade	Year	Location	Trans	Ext Color	CC	Fuel Type	Mileage	Auction Price	New Price	Vehicle Status
<input checked="" type="checkbox"/>	21-0017-290	Honda CR-V	E-RD1		1996		CAT	Dark Blue	2000	Petrol	166933	180,000	<input type="text" value="250,000"/>	Sale Conf Remove

Total Records: 1

1 of 1

Sales Confirmation | Cancel Negotiation | Under-Negotiation | Remove

1

2

1. Check the box of selected car
2. Click on Remove link

Ninth Step: How to manage 'My Stock'

Once TLRM Auction sales team change the status of vehicle with sale confirmation to SOLD, the vehicle will shift from 'My Selection' to 'My Stock'.

My Stock

Stock No + Frame No + Client Invoice No

<input type="checkbox"/> Show On Show Room	Stock No	Chassis No	Vehicle Name	Reserved For	Proforma	Inv	Sale Price	Initial Payment	Sale Conf.	Ex-Masho	Shipment Arrangement	Inspection	Shipping/Charges	Rest Payment	Document Prep	Sent Documents
<input checked="" type="checkbox"/>	YES	21-0017-290	RD1-1050858	Honda CR-V	David Hoff	2010-02-25	--	0 JPY	--	--	--	--	--	--		--

1

2

1 of 1 Total Records: 1

1. Clicking on check box and pressing the “show on showroom” button show vehicle on “My Showroom” page.
2. Rest of the fields will be filled up gradually when TLRM Auction enters information. This is like tracking the shipment.

Tenth Step: Ocean Auction

Ocean Auction is another milestone from TLRM Auction. As the name suggests, it displays vehicles which are on the way to destination. In other words it shows vehicles being shipped.

To access TLRM Ocean Auction, click on OCEAN AUCTION button on www.tlrmauction.com or visit http://www.tlrmauction.com/subpages/ocean_auc.php.

The screenshot shows the TLRM Auction Ocean Auction interface. At the top, there is a search bar with the text "Eg. Toyota Corolla or Toyota 2009 or Toyota or 2009" and a "Search" button. Below the search bar is a navigation menu with "Chaser" and "OCEAN AUCTION" (highlighted with a green box). The "OCEAN AUCTION" section features a banner with a ship and the text "Cars bound for destination".

Below the banner is a login/register section (highlighted with a red box) containing a "Login" field, a password field, a "Go" button, and links for "Register Now" and "Forgot Password".

The main content area displays a table of vehicles (highlighted with a red box) with the following columns: Stock No, Vehicle Name, Mon / Year, Model No, CC, FOB Price, Bound To, and Days Left. The table contains one record: Stock No 21-0017-290, Vehicle Name CR-V, Mon / Year 3 / 1996, Model No E-RD1, CC 1970, FOB Price 180,000, Bound To Arica, and Days Left Sold. A red arrow (labeled 4) points to a checkbox in the first column of the table. A "Total Records: 1" is shown at the bottom right of the table.

On the right side of the table is an "Advance Search" panel (highlighted with a red box) with the following fields: Bound To (Select), Stock No (text), Make (Select), Name (Select), Model No. (text), Type (Select), Vehicle Grade (text), Fuel Type (Select), CC (text), Price (text), and Year (All - All). A "Search" button is at the bottom of the panel.

At the top right of the page, there is a "Back to TLRM Auction" link. A red box (labeled 1) highlights the login/register section. A red box (labeled 3) highlights the "Add to My List | Go to My List" button.

1. Sign in, if not logged in yet
2. 'Bound To' shows where the vehicle is being shipped. Search is available to filter the vehicles bound for specific port
3. It show number of days left. Generally it displays the vehicle for 15 days after ship leaves Japan. It shows **Sold** if vehicle is sold within 15 days.
4. The selection check box is available only if vehicle is not sold.

One can select vehicle(s), if signed in and not sold by TLRM, from Ocean Auction exactly like normal TLRM Auction. Before shipment, the ship name and voyage number might have attached to vehicle. TLRM Auction shows a sign of ship with vehicle record both on TLRM and Ocean Auction.



All prices are FOB on Ocean Auction. The sale over the Ocean Auction is pretty fast. As for the Ocean Auction, the full amount has be sent if selection is made in order to receive the vehicle(s) right on time.

Appendix : DDP Terms

In this contract following are referred as:

Dealer Development Program	referred as "DDP"
Member Dealer Development Program	referred as "Member"
Member's Control Panel	referred as "Buyer's Panel"

I fully agree to the terms and conditions set by TLRM Auction for Dealers' Development Program.

Vehicle Stock:

1. TLRM Auction will offer only available stock to DDP. TLRM Auction will not entertain any special demand from the Member to make the specific vehicle available on TLRM Auction.
2. TLRM Auction will offer only FOB prices in Yen as its major price with converted amount in Dollar.
3. TLRM Auction will provide open option to Member to set its own price while selecting the stock onto the Member's site in any currency. Therefore, Member has to calculate the conversion from Yen or Dollar to local currency.
4. TLRM Auction will feed images and data to Member's site same as on TLRM Auction.
5. Vehicle will be disappeared from Member's site if sold by any other Member or TLRM Auction's main team.
6. TLRM Auction will allow Member to select unlimited vehicles from available stock. It is up to Member to select or non-select vehicle(s) which are in negotiating status.
7. Member can select stock from Ocean Auction. The stock from Ocean Auction is available only for 15 days after the ship leaves the first port of Japan.
8. Ship's sign appears on TLRM Auction with the vehicle which is tentatively or intentionally assign to a ship for export.

About Stock Time-line

1. TLRM Auction will offer three types of status. a) Selection b) Negotiation c) Sold
2. Vehicles status will be shown on Buyer's Panel.
3. TLRM Auction will sell vehicle with negotiating status to the Member whose payment is received first.
4. TLRM Auction will decide to convert the status to Sold when Member's payment reflects in the bank. Once sold, the vehicle goes out of My Selection and Member's website and displays in My Stock of Buyer's Panel. The same vehicle will disappear from other Members' My Selection automatically.
5. Member is free to select and non-select unlimited vehicles for its site for unlimited time from TLRM Auction. Vehicle will be displayed on Member's Website's My Showroom for unlimited time if selected for My Showroom.

About Website

1. TLRM Auction will offer free three-page website to the Member with free Buyer's Panel for controlling status
2. DDP will offer only set format for Member's website.
3. DDP will provide edit options to Member to modify the website contents which includes contact information; about us and main page contents. These changes can be made by Member through Buyer's Panel.
4. Member is responsible for all modified contents of website.
5. DDP will offer two types of formats. a) Set Format b) Customized
6. Set Format: This is limited format which is free for Member.
7. Customize: Member is allowed to change the format. Therefore \$100 will be charged for basic HTML page. Flash and heavy graphics will be charged as per requirements.
8. Member will allow TLRM Auction to use its own keywords over the Member's website and Meta tags.
9. Member will allow one banner space to TLRM Auction to promote Eytii Inc Japan or its products.
10. TLRM will reserve the right to own Member's domain till the period of use of service. Thereafter, TLRM Auction will charge as per calculations set by market, business value or volume of business between TLRM Auction and Member.
11. TLRM Auction reserves the right to own all the contents, photos and data over the Member's website.
12. TLRM Auction reserves the right to transfer of domain as TLRM Auction owns the domain.

About Payment

1. Member will send the copy of TT in order to finalize the deal with TLRM Auction. Buyer's Panel can be used to upload the TT image for sold vehicle(s). TT must contain the bank stamp.
2. TLRM Auction will send all documents to Member after the shipment and receipt of complete payment
3. In case the security deposit and advance payment transferred beforehand, the typed confirmation of sale must be sent in place of TT. TLRM Auction will consider it as initial payment made.
4. TLRM Auction will bear the charges of website development, domain acquisition, website maintenance and data backup.
5. Member must accept the general payment terms of TLRM Auction [see how to buy].
6. Member must transfer the full amount if vehicle is bought from Ocean Auction.

About Shipment

- 1) Member must provide consignee and notifying party information well on time
- 2) Cancellation of shipment will be handled as per TLRM Auction terms and conditions for shipment
- 3) General shipment terms will be same as TLRM Auction terms and conditions for shipment