

# Products for WOs



PestaRoo uses a very effective technique to select which products to print on each WO. This list of Products varies depending on which service you have selected and which products you have designated as your default products.

## Overview

PestaRoo potentially prints different Products on each WO depending upon the Service of the WO. Consequently, the products that appear on a printed WO will be different for a roach control WO than those that appear on a WO for termite control. Most software packages do not give you this flexibility. PestaRoo is unique in printing WOs that automatically display the products your technician is most likely to use. Even more, PestaRoo also prints those other general use products you might need for other services your customer surprises you with.

## Why a Custom Products on Each WO?

Each WO has room for up to ten products. At least two product slots are always left blank for the technician to use for unexpected treatments. This leaves eight for PestaRoo to fill in from a service-specific list and then a general list of frequently used products. When a WO is printed, PestaRoo fills first with the Service Specific Products and then finishes the fill from the General List. The result is that your technician almost always has the correct products pre-printed on each WO. Cool! This is a huge time saver for your technician. If we can save you 60 seconds per WO (the time it takes to write in a single product name, EPA Number, and rate) it adds up to around 40 hours of time by the end of the the year! Considering what a week costs you per technician . . . this is obviously a very valuable method of boosting your profits. And your technicians will love it! PestaRoo is absolutely committed to boosting your profits in dozens of small ways. So your first area of sav-

ings is in the time your technicians save by not needing to look up and write down specific product info.

There is another cost saving area that is also a very strong argument against using the more common pre-printed WOs. Most software packages are less powerful and require you to use their pre-printed forms. (It turns out that it is much easier to build software around generic pre-printed forms. The use of pre-printed forms should be a warning to you of inferior software.) A box of pre-printed WOs always leaves you stuck with a fixed set of products. As products come and go in our industry you will often be left with boxes of expensive and obsolete WOs. PestaRoo's ability to print custom product lists on blank NCR paper insures you'll never waste a box of WO's again.

Blank stock, like PestaRoo uses, is always cheaper to purchase than the pre-printed forms. Many of the software companies make a substantial component of their income from the forms they sell that you are also required to use. These forms prove to be very expensive on the long run. Many companies find they can nearly pay for PestaRoo's subscription fee just by the savings on forms alone. Wow. PestaRoo never requires you to buy any preprinted forms.

## Have You Entered All of Your Products?

Your full list of products that you use are defined by a value list. Home Page >> Value Lists >> Products. Here you will assign product names, EPA Reg Number, Percentages, and Application Rates. PestaRoo comes with about 150 products already typed in for you. You should

be sure to check this list for accuracy, and add the additional products you use. Getting this list accurate and complete is very important and will save you and your technicians LOTS of time. Be sure to assign product Names, EPA Reg Number, Percentage, and Application Rates to EACH record where appropriate. The time you spend here will boost your profits. Work on this list until it is complete! And update it anytime you add a new product to your arsenal. If you can only get the ten most common products done for now, that is a good first step. But eventually you will want this list to be fully accurate and complete.

## Deleting Products?

By the way, what do you do with a product in the product value list that loses its registration or can not be used any more for some other reason? Do you delete it? Generally no. If it has never been used deletion is OK. There is a 'trash can' icon on the Product value list for this purpose. (PestaRoo automatically checks for any past use before allowing you to delete.) But if you delete a product that HAS been previously used, your deletion would preclude PestaRoo from mining your old data for where and when you had used that product in the past. (Maintaining these records is mandatory in all 50 states.) So, for obsolete products we need to leave them in our product value list. To indicate they are no longer to be used, we mark their **Status** as 'No Longer Used'. This removes them from all future lists and yet preserves our legacy data.

## Editing Service Specific Products

Once your product list is full and accurate you can associate specific products with specific services. This is done from within the 'Service Types' value list. Home Page >> Value Lists >> Service Types.

On each Service Type record, there is a button called 'Products'. Clicking on this button opens a new window where you can designate which Products you want associated with that Service Type. You may specify up to seven, but will typically only choose 1-3 products. These products should be very tightly targeted to the Service Type of concern. Reminder: The products you

select here will appear on every WO for that Service Type. So choose your list carefully.

## Editing General Product List

After your Service Type Products are brought in, PestaRoo fills up to the eighth slot with your General Products.

To view and/edit your General Products, go to Home Page >> Preferences >> WO Products.

In this tab you will select the 7 most general purpose products your company uses. Yes, we want you to put in 7 products. Will these seven appear on every future WO? No. The products for a given WO are first drawn from the Service Specific list. Then, PestaRoo uses the General Product List, starting from the top, to fill in until seven slots are full.

Tip: A product that is widely used for many Service Types should be listed at the top of the General Product list. In other words, your list should be in priority order.

Those products that are unique to a specific Service Type should always be listed under that Service Type.

In effect, the General Products that we print on the WO are for those services that the customer surprises us with, "While you are here, could you also take care of . . ." So the Service Specific Products are for what know we will need, and the General Products are for the frequent surprise additions.

If a given product is listed under the General Product List, and a Specific Service Type, then that product may be printed twice on the the WO.