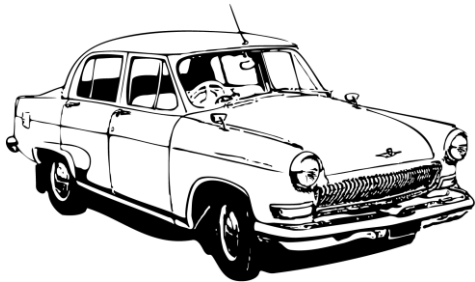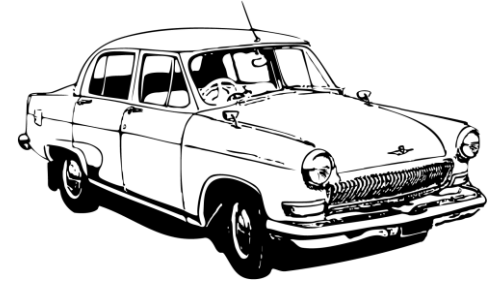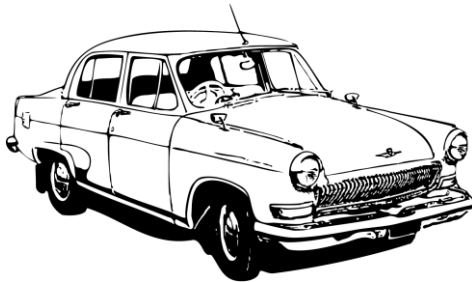# Jacquie's Used Cars

A Datascope Example
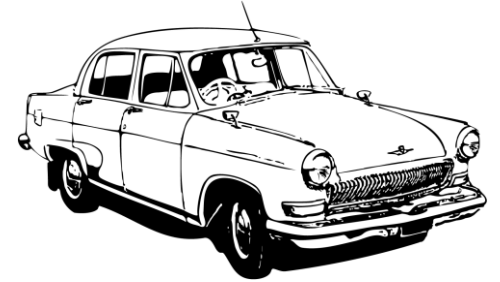
Jacquie's Used Cars – Some Background

Let's say that I have several old cars that I no longer need, and I decide to sell them.

Jacquie's Used Cars – Some Background

I'm happy because I get a really good price for them. I like looking for cars and buying them at a low price and then fixing them up.

Jacquie's Used Cars – Some Background

So, I decide to start a used car sales business. I call it *Jacquie's Used Cars* and I run it from my home.

Jacquie's Used Cars – Some Background

After I sold those first cars, I began looking for other used cars that I could buy and resell. Maybe I had to do some repair work on the body or on the engine. Maybe I just needed to do a thorough cleaning and detail so that they looked really good to a buyer.
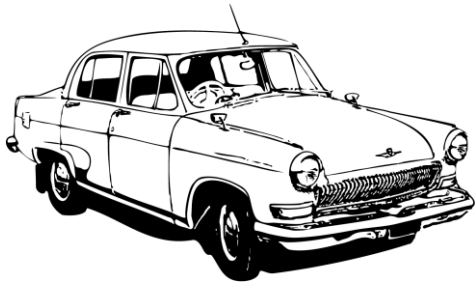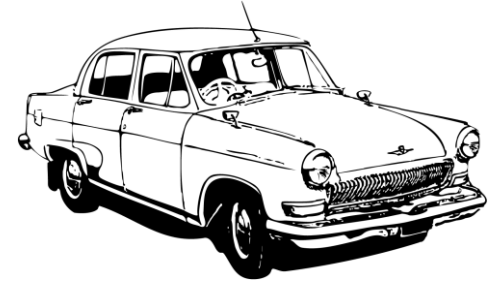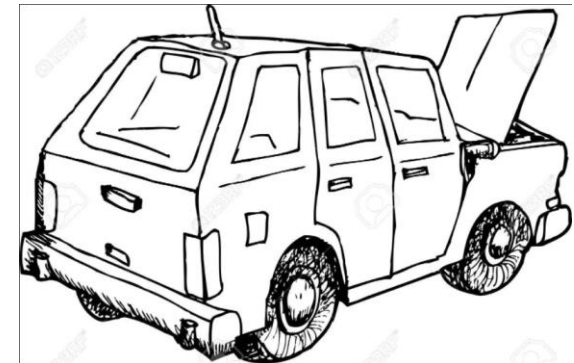
Jacquie's Used Cars – Some Background

I'm happy because I get a really good price for them. I like looking for cars and buying them at a low price and then fixing them up.
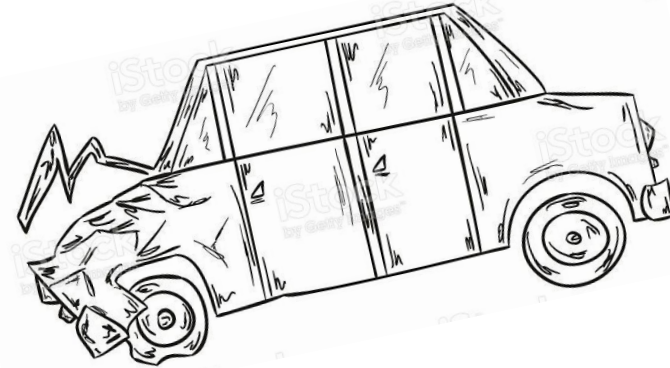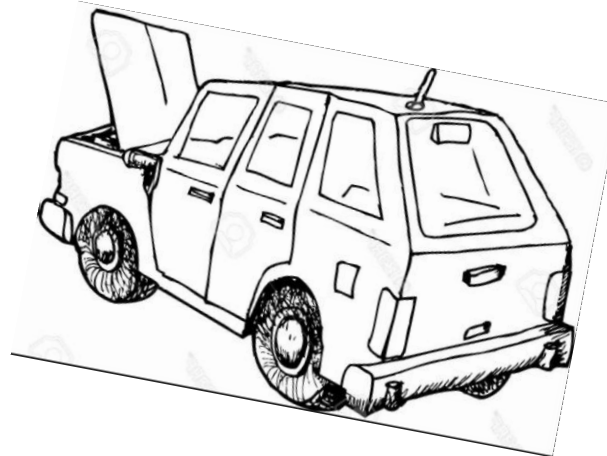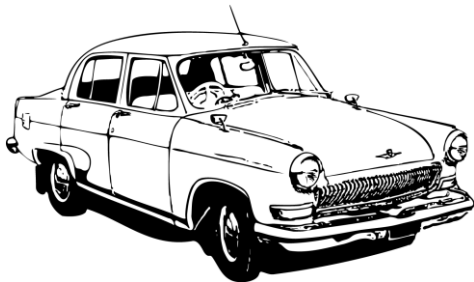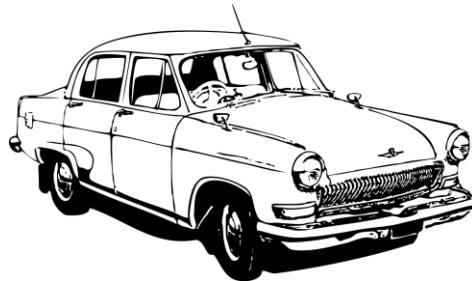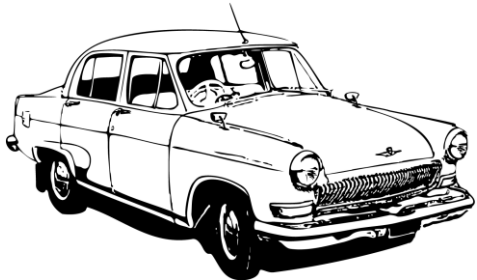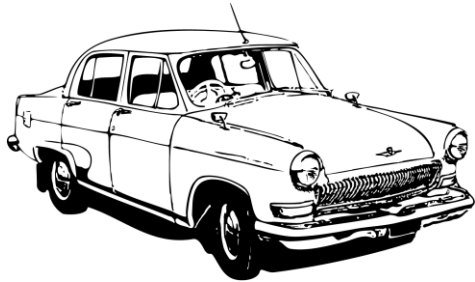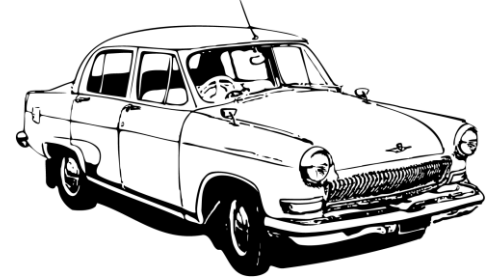
Jacquie's Used Cars – Making $$

Since my goal is to make money doing this, how can I know how much profit I am getting from each car? Since I work alone and from my home, it's pretty easy:

selling price - car cost = profit

Jacquie's Used Cars – Making $$

Selling price – car cost = profit

What is the cost of the car? That could be a lot of things, but let's just choose 3:

the price I paid + repair cost + cleaning/detail cost = car cost

Jacquie's Used Cars – Making $$

Selling price – car cost = profit

Here's an example: Let's say I buy a used 2006 Honda CRV-EX with 80,000 miles on it for $3,500 from someone in my neighborhood. I fix the brakes at a cost of $700 and I do a thorough detail (wash) of the interior and exterior of the car at a cost of $200. So, I have invested $4,400 in this car. I sell it for $7,000.

$$\$7,000 – \$4,400 = \$2,600$$

I make $2,600 from this car.

Jacquie's Used Cars – Vehicle Information

In addition to keeping track of the cost of the car, I also need to remember all the information about each car:

- what kind of car it is
- how many miles the car has
- how old the car is
- whether it has ever been in an accident
- Other things like that
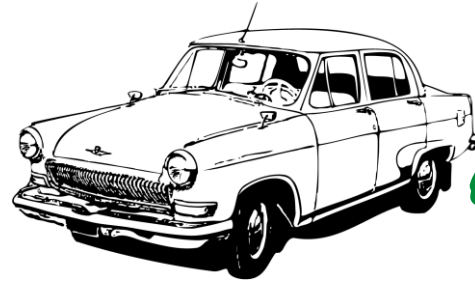
Jacquie's Used Cars – Information Overload

When I first started the business, I only had a couple of cars to sell, so I could keep track of everything in my head.
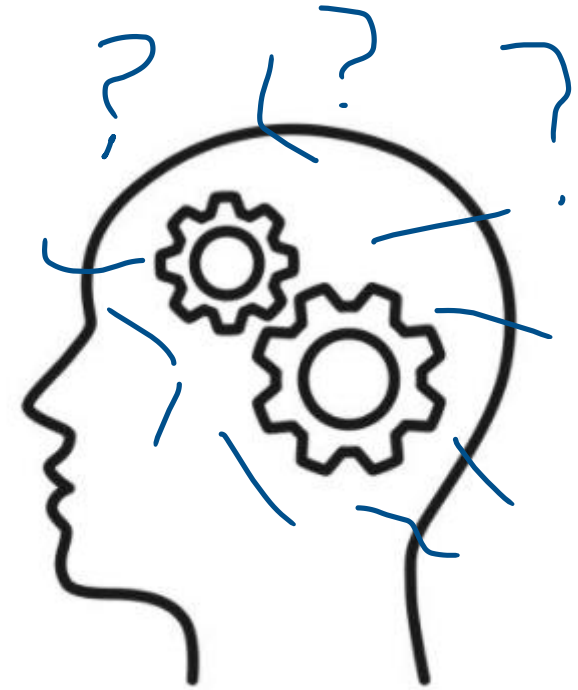
1976 Datsun 210
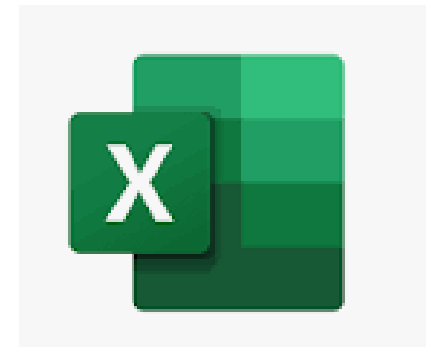250,000 miles
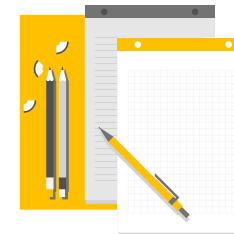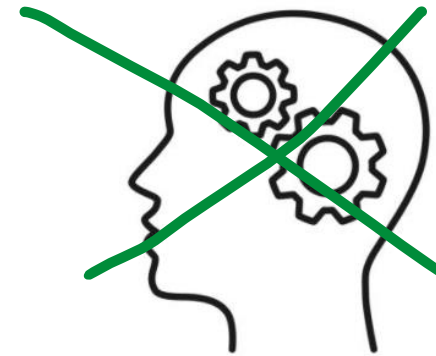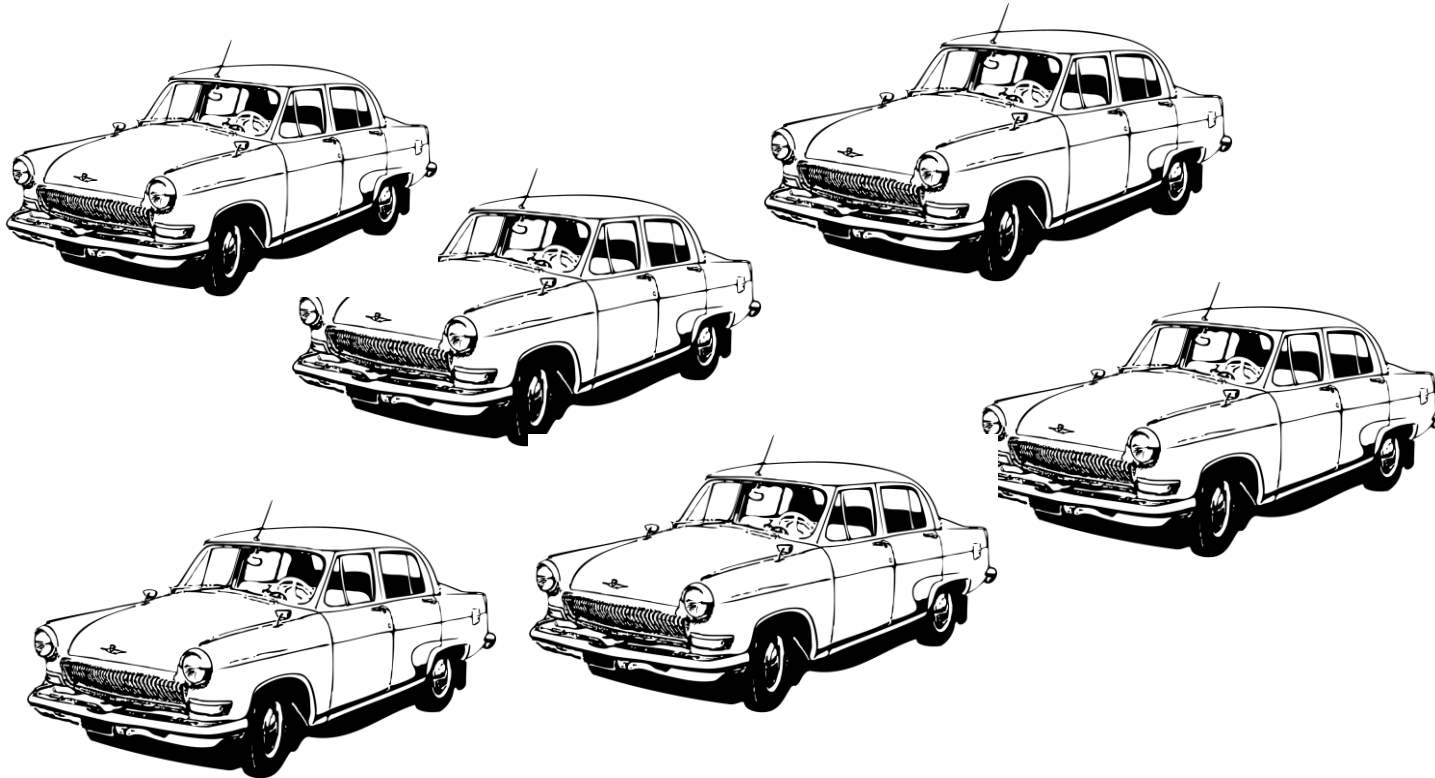2 accidents!

1964 Studebaker
150,000 miles
No accidents!

1987 Toyota Corolla
187,000 miles
1 accidents!

Jacquie's Used Cars – Information Overload

As I deal with more and more cars, it becomes too much to keep in my head, so I have to start keeping track in a different way, so I start using a spiral notebook or an Excel spreadsheet.

Jacquie's Used Cars – Information Overload

But business is going really well, and I have a lot of sales and customers call me all the time, wondering if I have a certain car and how much it costs, etc. I am so busy that I need to hire some employees. I need some people to do repairs and the detailing and some sales.
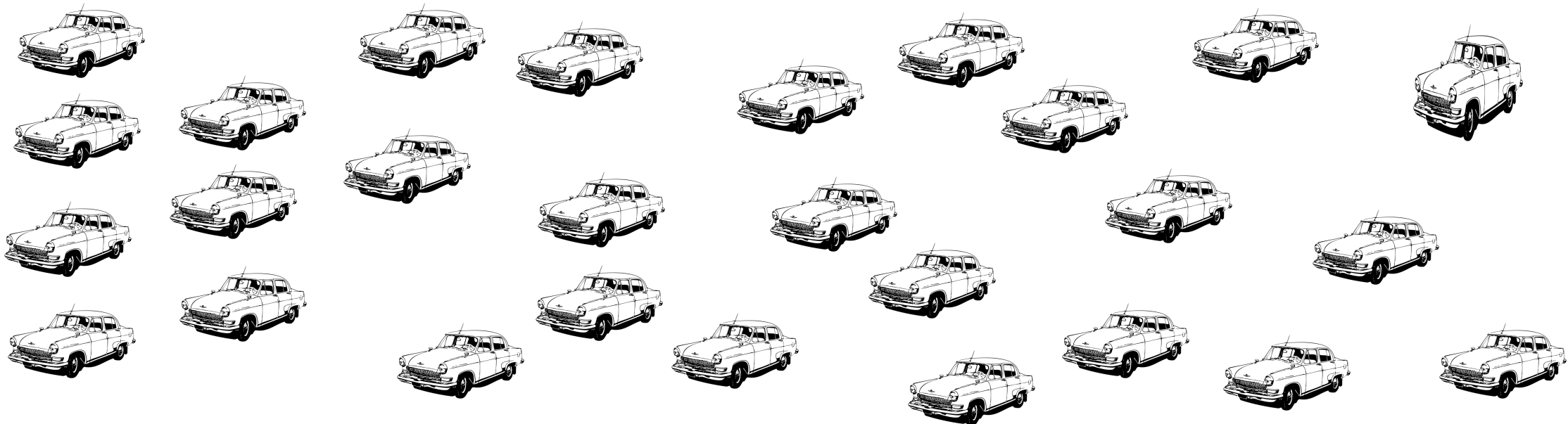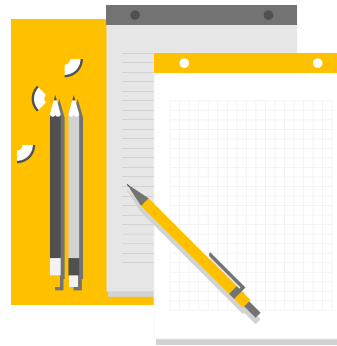
Jacquie's Used Cars – Information Overload

- I want to be a good employer, so I want to offer:
  - Benefits after a 6-month probation period
  - Bonuses for every employment anniversary
  - Evaluations every 6 months

- Looking towards the future, I might want to offer:
  - Profit-sharing
  - Discounts on cars

Jacquie's Used Cars – I need a database!

For sure now, there is way too much information to keep track of in my head or in a spiral notebook or with an Excel spreadsheet. It is clear that I need a database!

Jacquie's Used Cars – I need a database!

Based on the information above, what is the scope of the *Jacquie's Used Cars* database?

- What does Jacquie need to be able to do?
- What will the database need to include to work for her?
- Are there constraints?

Also, can you create a 1-sentence history of Jacquie's Used Cars?

- Don't copy and paste – just put the history into your own words