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# AccountMate®

## Building Specialty Products Distributor Dramatically Increases Inventory Efficiency and Accuracy with Integrated Software

**PETALUMA, CA (March 30, 2011)**— Working in synch, AccountMate Software's business financial system and an industry-specific business management system have created a complete front-to-back office solution for CanSave.

CanSave is a wholesale distributor of top quality, name brand products for new construction and renovation projects. In business since 1982, the company focuses resources in three core business areas: building materials, kitchen and bath, and doors. Providing simple, innovative solutions with a knowledgeable team of building specialists is the foundation of their success.

Today, the company serves over 1,600 retail lumber/building material (LBM) dealers, specialty retail dealers and OEM accounts in Ontario, Quebec and Atlantic Canada.

Dan McArthur, CanSave President and CEO, said, "Being in the building material industry, we know the importance of a solid foundation."

With continual growth and increasing competition from larger national distributors, the company eventually outpaced their technology infrastructure. Maintaining accurate inventory levels and processing customer orders was a logistical challenge. As distribution requirements increased, managing the company's expanding inventory and production planning became increasingly difficult. Employees spent valuable time and human resources each month solving inventory discrepancies. Additionally, wrong or incomplete customer shipments resulted in unfavorable back-orders and costly delivery inaccuracies.

Consequently, CanSave needed to upgrade their accounting system and wanted a more sophisticated business solution that would integrate their distribution requirements, increase customer satisfaction plus keep pace with increasing sales demand.

In order to accomplish this, CanSave turned to Elite AccountMate Business Partner, Executive Concepts, and implemented

AccountMate SQL business financial software due to the program's scalability and open architecture to solve their logistical requirements. Adding on industry-specific programs to solve inventory and distribution challenges was seamless with AccountMate's award-winning program design. With ACCU-DART, CanSave has the real-time warehouse and inventory management solution it needed.

To solve CanSave's logistical challenges, Executive Concepts modified AccountMate and ACCU-DART logic to ensure that the necessary internal paperwork required to place, track and follow-up on custom and direct ship orders was automatically generated. Using radio-frequency bar-code scanning technology, ACCU-DART automates the pick-pack-ship process and dramatically improves inventory management. Instant updates to AccountMate data ensures that all users throughout the CanSave organization have the most up-to-the-minute information. As a result, these logistical changes have dramatically reduced customer order errors, back-orders and inventory discrepancies. Additionally, order accuracies have increased from 87% to over 96%. By sharing all pertinent information company-wide, ACCU-DART creates a knowledgeable workforce ultimately improving customer satisfaction.

McArthur feels strongly that "In terms of our business, AccountMate and ACCU-DART gave us that solid foundation upon which we could grow and evolve our business in a rapidly changing marketplace. That solid foundation has been critical to our surviving and thriving in a challenging marketplace."

### About AccountMate Software Corporation

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support hundreds of users simultaneously. AccountMate software is available for local installation or as SaaS. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at [www.accountmate.com](http://www.accountmate.com).

### AccountMate Software Corporation

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