



Software That Fits

Client

Hampton Forge, Ltd.
www.hamptonforge.com

Type of Business

Importer and distributor of
cutlery and flatware

Number of Locations:
5

Number of Employees:
40

**AccountMate Users
on System:** 40

AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Business Intelligence
Powered by ClickBase
- Consolidated Ledger
- General Ledger
- Inventory Control
- Purchase Order
- Return Authorization
- Sales Order

3rd Party Applications:

- ACCU-DART
- Sales Commission Module
- ShipIT

"After using AccountMate system and ACCU-DART for 12 months, year-end inventory was off by under \$1,000."

**Kenneth Siletski, CFO
Hampton Forge**

International Importer / Exporter Dramatically Improves Inventory Management Using RF Bar Code Scanning and AccountMate Software

Founded in 1992, Hampton Forge, Ltd. is a privately-held design, importing, marketing and sales company headquartered in Eatontown, New Jersey. Recognized as a key innovator in the tabletop and housewares industry, Hampton Forge creates exceptionally designed flatware, cutlery, serveware and metal-based kitchen tools.

In addition to its branded Hampton Forge collections, the company markets private label products for retailers such as Walmart, Williams-Sonoma and Target.

Hampton Forge employs approximately 40 people in five locations in Asia, South America, and the United States. Inspired by the newest trends, Hampton Forge melds remarkable form with quality and affordability. From casual to contemporary designs, Hampton Forge's array of trendsetting and traditional flatware and signature cutlery options appeal to consumers world-wide.

Since 1995, Hampton Forge has leveraged AccountMate's secure financial management system with integrated third-party solutions to solve forecasting and inventory challenges, process EDI orders, and manage multiple company profiles. Originally, the company used Visual AccountMate for LAN when they had 5 users. Since then, Hampton Forge has upgraded to AccountMate SQL.

Due to AccountMate's scalability and open architecture to incorporate integrated third party solutions seamlessly, Hampton Forge has a comprehensive front-to-back office solution that accommodates their global, multi-million dollar business.

Working directly with AccountMate Elite Business Partner AKA Computer Consulting, Hampton Forge has fully automated its international business processes.

Managing Global Stock Levels

Over the years, keeping pace with sales and maintaining optimal stock levels became increasingly challenging as the company expanded to five locations in Asia, South America, and the United States.

AccountMate's Business Intelligence *Powered by ClickBase* module provides dynamic business insight with real-time analysis and reporting capabilities. Company personnel can analyze with dynamic 'slice and dice' and drill-down capabilities to leverage data and to report what matters by sales person, department, division or region.

Data is obtained from the Sales Forecast and Demand Planning Report and provides "a forecast that is tied directly to cash flow projections," said Kenneth Siletski, Hampton Forge Chief Financial Officer. "We can see our entire business from acquisition to cash receipts instantly."

With real-time access to current and historical information at their finger-tips, Hampton Forge employees can have an instant snapshot of current inventory and sales information, business operations and projected growth opportunities so they can maintain minimal inventory levels without compromising customer satisfaction.

Multiple Company Consolidation

As an international conglomerate, Hampton Forge has multiple companies in the US, Canada and other countries around the world. General Ledger's standard drill-down feature enables company personnel to quickly analyze information by sales person, department or division.

Multi-view capability allows Hampton Forge employees to toggle between companies, view pertinent company data and track global trends by company, country or division.

With Consolidated Ledger, Hampton Forge has the ability to quickly combine account balances and budget information from multiple companies into a single unified ledger to present consolidated financial statements and other reports as well. Using AccountMate as their financial management solution, company policies and procedures help monitor management and organizational metrics at any given time.

Efficient Order Processing & Warehouse Management

Over the years, continual multi-national growth provided several business challenges which significantly impacted Hampton Forge's shipping operations. Previously, outdated inventory remained in stock which was costly to the company's bottom line.

Consequently every warehouse required oldest inventory pulled, packed and shipped first following the LIFO (last in, first out) inventory management technique. This processes was time consuming and inefficient.

To solve this business challenge, AKA Computer Consulting customized AccountMate logic by adding received dates to the inventory and travels from location to location. As a result, the necessary internal system required to pull orders utilizing LIFO was automatically generated for all of Hampton Forge's warehouses around the world.

With AccountMate's award-winning program design, adding on industry-specific programs to solve shipping challenges was a seamless integration. As consumer demand increased for Hampton Forge's private-label brands, they needed an automated pick-pack order fulfillment solution. With the integration of Accurate Direct Access Remote Terminal system (ACCU-DART), the company has a real-time shipping and inventory management solution. Using radio-frequency bar-code scanning technology, ACCU-DART automates inventory management, controls FIFO inventory processing and instantly updates AccountMate.

This supports a knowledgeable workforce that ensures the continuum between planning, picking and shipping. Routine cycle counting is tailored to focus on items with higher value, higher movement volume, or that are critical to business processes by season, design-type or warehouse.

"After using the AccountMate system and ACCU-DART for 12 months, year-end inventory was off by under \$1,000," recalls Siletski.

With the increase of internet orders generated, Hampton Forge needed to pick, pack and ship small packages. ShipIT integrates directly with UPS and FedEx, and posts the order status online instantly, providing shipping and tracking information to the consumer on-the-spot.

To solve the complexity of calculating commissions to inside/outside sales representatives, Hampton Forge installed Sales Commission Module by AKA Consulting. Designed to automate commission payments, Sales Commission Module seamlessly integrates with AccountMate so every transaction is posted in real time.

Hampton Forge also needed an Electronic Data Interchange (EDI) solution that automates order acknowledgments, invoices, ASN's and other status updates with customers. Auto-generated e-mail alerts report key inventory and sales information and document time sensitive operations.

A bulk picking solution that supports wave picking from bin locations and for multiple orders helped solve warehouse inefficiencies. Leveraging AccountMate's open database architecture, Hampton Forge solved EDI and alert challenges easily with seamless third-party integrations.

As a result, these changes have enabled Hampton Forge to effectively and efficiently manage warehouse functions with minimum effort. "We're completely satisfied with AccountMate in all aspects: inventory management, forecasting, purchasing, reporting," said Siletski. "With international trading, we need to be on top of our game, and AccountMate gets us there."

About AKA Computer Consulting

Since 1995, AKA Computer Consulting has established an outstanding reputation in the New York City Metro and Tri-State area for first-class implementation of business management systems, innovative and flexible custom software development and utmost dedication to customer service. AKA offers a wide array of services and solutions to manufacturers, wholesalers, distributors, importers and exporters. AKA Computer Consulting can be reached at www.akaconsulting.com.

About Third-Party Solutions

AKA Computer Consulting – Sales Commission Module enables complete automation of paying commissions to outside and inside sales representatives. And they supply ShipIT, which fully automates shipping processes. www.akaconsulting.com

Executive Concepts – Accurate Direct Access Remote Terminal (ACCU-DART) system wirelessly connects warehouse operations in real-time to record shipping and receiving. www.executiveconcepts.com

About AccountMate

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for

local installation, hosted or as SaaS. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at www.accountmate.com.

AccountMate Software Corporation

1445 Technology Lane | Suite A5 | Petaluma, California 94954 | USA
800-877-8896 | 707-774-7500 | www.accountmate.com

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