

Client

Carver Industries
carvercovers.com

Type of Business:

Leading manufacturer of boat covers and bimini tops

Number of Locations: 1

Number of Employees:
60

AccountMate Users on System: 20

AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Business Alerts
powered by Info-Alert
- Customer Inventory Manager
- General Ledger
- Inventory Control
- Item Specification
- Manufacturing
- Payroll
- Price Control
- Purchase Order
- Return Merchandise Authorization
- Sales Order

3rd Party Applications:

ACCU-DART
ShipIT

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– April Fisher,
Vice President and
General Manager, Carver
Industries

Boat Cover Manufacturer Recognizes a Significant 40% Reduction in Production Time and Costs Using AccountMate to Control Fabrication Processes

When it comes to manufacturing and fabricating boat covers and bimini tops, no other company leads the industry like Carver Industries, Inc. Located in Landrum, South Carolina, Carver Industries manufactures, fabricates and distributes products through local marine dealers and internet retailers throughout the United States, Canada, the Caribbean and Europe.

For the past 30 years Carver has fabricated quality-made products that withstand the rigors of boating. While most of their competitors have moved manufacturing facilities offshore to save production costs, Carver manufactures all of their boat covers, tops and specialty canvases in the United States.

By constructing their products in a state-of-the-art manufacturing facility in the United States, the company can control quality, promptness and customer satisfaction with every item carrying the Carver name.

The Challenge

The company experienced explosive growth which led them to re-evaluate their entire business process. Far too many manual steps occurred in different areas of the business. As a result, the company needed an automated, efficient system from order entry to order fulfillment and turned to Personal Computer Accounting, an Elite AccountMate Business Partner, for a solution.

The Solution

After conducting a thorough needs assessment, Personal Computer Accounting implemented AccountMate SQL. By implementing and customizing their AccountMate system, Carver had a sophisticated, modifiable business solution that provided superior scalability for their growing business.

Overhauling Order Processing

The first step in the Carver's technology make-over included an overhaul in the batching, routing and processing of all orders. To handle these transactions, Personal Computer Accounting built a highly customized system within AccountMate's Sales Order and Inventory Control modules that communicates directly with Carver's material handling system called Eton.

The product is cut, loaded onto the Eton system and then routed to the specified sewing machine operators for fabrication. Once canvas covers are built to specification, pre-made accessories and frames are added to complete the order.

As a result, the necessary internal processes required to place, fabricate and build custom orders increased production efficiency by 25-30% and allowed Carver to expand from 10 to 15 work stations without adding additional costs.

Order Pick, Pack and Ship Automation

The next step in Carver's system enhancement involved modifying their packing and shipping process. AccountMate's award-winning program design allows industry-specific programs to be seamlessly integrated. To reduce delays in order packing and shipping, Carver needed an order fulfillment solution that automated the pick, pack and ship processes. With the integration of the Accurate Direct Access Remote Terminal system (ACCU-DART), the company uses radio-frequency bar-code scanning technology to scan orders as they move through the warehouse. Then, order information is transferred to the Ship-IT system, which automatically prints shipping labels. Integrating directly with UPS and FedEx, shipping and tracking information is available to

authorized Carver personnel and internet retailers instantly.

“Before implementing AccountMate, it took 3-4 hours to place shipping labels on 300 boxes,” recalls April Fisher, Vice President and General Manager, Carver Industries. “Now all the guesswork is eliminated and we’ve reduced packing and shipping time by at least 40%. Order accuracy has increased by a minimum of 50%.”

Internet Order Requests

To expand Carver’s capability to accept order requests via the internet, Personal Computer Accounting used AccountMate’s sales import functionality to link to the company’s website where internet retailers could place their orders with the data uploaded to an FTP site. In the past, this process was handled manually, which was extremely inefficient. “Previously it took 20 days to ship several hundred orders in bulk from the warehouse to distributors”, said Fisher. “Now these orders can ship in 10 days.”

Streamline Corporate Communications

The final step in Carver’s technology update involved streamlining communications. Previously, company personnel manually e-mailed order acknowledgments and mailed invoices to their customers. AccountMate’s Business Alerts *Powered by Info-Alert* module provides real-time data monitoring and sends automated e-mail alerts and reports to predefined users based on event driven activities.

With Business Alerts, Carver e-mails an acknowledgement to customers every hour and automatically e-mails invoices at the end of each day. Recalls Fisher, “Business Alerts has added a significant improvement in our customer service at no cost, increased our office productivity an hour a day and provided over \$4,000 a year savings in postage.”

The Result

With an award winning, scalable program design, Carver has a comprehensive front-to-back office solution using AccountMate SQL as its business backbone and industry-specific solutions for warehouse functions. According to Fisher, “we would not have come this far without AccountMate and Doug Meredith. All I had to do was pitch the idea to Doug, and he made the magic happen.”

About Third Party Applications

ACCU-DART is a real-time warehouse & inventory management solution that is designed to integrate directly with AccountMate. Using radio-frequency, bar-code technology, it allows the warehouse staff to instantly update the AccountMate accounting system, ACCU-DART functionality includes: shipping sales orders, receiving purchase orders, put aways, picking, bin transfers, warehouse transfers, bin replenishment, physical counts, serial/lot control and more. www.accu-dart.com

ShipIT is a fully integrated shipping solution that allows a company to process shipments from within the Ship Sales Order, Create Invoice and Create RMA Screens. www.akaconsulting.com

About Personal Computer Accounting

Since 1986, Personal Computer Accounting has been a consulting firm that blends both accounting knowledge and accounting software together. An AccountMate Elite Business Partner, Personal Computer Accounting specializes in Windows-based custom accounting solutions to meet the business strategy needs of over 100 small to midsize customers in the U.S. and abroad. The company has over 15 years of experience in the corporate accounting world, including Cost Accounting, Payroll, Inventory Control, Financial Planning and Reporting. This background helps to match the right software with the right PC hardware and provides the proper accounting information for both owner and CPA. Personal Computer Accounting can be reached at www.pca-consult.com.

About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or www.accountmate.com.

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