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AccountMate®

Logo Products Manufacturer Replaces ‘Nightmare’ Spreadsheets With AccountMate Software System

PETALUMA, CA—(Marketwire - February 18, 2010) For over two decades Kolder, Inc. has manufactured high quality beverage insulators and Kooler bags. Founded in 1982, the Texas-based manufacturer produces a myriad of licensed and novelty products bearing the marks of the NFL, MLB, NBA, NHL, Anheuser-Busch, Corona, Miller Brewing, Coors, Molson and over 130 colleges. Kolder products are distributed nationally.

Kolder's results have been phenomenal since the integration of all manufacturing and accounting processes. "Now we can receive a purchase order from a customer for custom artwork, and process and ship the order within 24 hours" explains Jim Martin, Vice-President of Operations. "Previously, this took about 48-72 hours." From a financial standpoint, Kolder is transparent across locations and can easily report sales by product lines or by facility. The system efficiencies have also allowed the company to reduce administrative staff by 35% without compromising customer satisfaction.

In 2007 Kolder added private labeling and custom ordering to their repertoire of

product offerings with the acquisition of Numo Manufacturing. Today, the company manufactures products for promotional and retail markets in three North American facilities with over 450 employees company-wide.

Prior to acquiring Numo, both companies used different Enterprise Resource Planning (ERP) solutions. "After the Numo acquisition we operated two different businesses systems independently for a while," recalls Martin. "It was a nightmare. We used spreadsheets to manage day-to-day operations because we didn't have a comprehensive software system to manage our growing business. This was time intensive and required a tremendous amount of human resources." As a result, employees spent valuable time and resources each month managing inefficient business operations.

Kolder specifically looked for a robust business and financial management solution that would provide real-time information and automation, and integrate manufacturing, inventory, order entry and accounting processes at all three manufacturing locations.

Kolder contacted Tamlin Software Developers, Inc., an Elite AccountMate Solution Partner with a well-deserved reputation for providing comprehensive business solutions. Following Tamlin's recommendation, Kolder implemented AccountMate SQL with Manufacturing Conductor™ due to the program's scalability and open architecture to accommodate their expansive business.

With AccountMate SQL, Kolder now has a comprehensive financial business system. Company employees can access current customer and vendor account information, check inventory availability at multiple manufacturing facilities and verify order status instantly. Equipping the sales team with up-to-the-minute information creates a knowledgeable workforce ultimately boosting productivity, sales and customer service.

Integrating with AccountMate accounting software, Manufacturing Conductor™ provided comprehensive shop floor control and real-time management of production activities. Raw materials are identified, released to the plant floor and then bar-coded for tracking. As components and

subassemblies move through the manufacturing process, each movement is tracked with pertinent data so Kolder can provide accurate inventory, costing and up-to-the-minute order status in multiple facilities.

By also implementing AccountMate's Customer Relationship Management (CRM) module with real-time customer management and financial reporting, it ultimately synchronizes their multiple locations. All company employees have an instant snapshot of current product, pricing and customer information. They

can easily attach files for items such as customer artwork, invoices and other key documents, ultimately improving customer relationships.

AccountMate's open architecture, scalability and seamless integration with industry-specific programs provide a dynamic business management solution Kolder can build on. "I am very pleased with the end result," says Martin. "We have a very good complement of applications that will support our future growth."

About AccountMate Software Corporation

Founded in 1984, AccountMate develops and markets fully source code modifiable business accounting software. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at www.accountmate.com.

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