



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 the 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.