

# WHOLESALE DISTRIBUTION – CLIENT CASE STUDY



## Allmetal Fasteners Ltd.



Operating out of massive new 20,000 Square foot warehouse and office complex in North Park, Finglas, Dublin 11, Allmetal Fasteners can certainly lay claim to be one of Ireland's biggest wholesale suppliers of metal fasteners to Irish industry.

AF supply standard fasteners such as nuts, bolts, rivets and screws as well as non-standard ones including miniature screws, security screws, helical screws etc. Customer service is always given top priority within the firm, as it has been since the company was founded over 27 years ago by Mr. Frank Kearney.

Under Frank's steady guidance – and a fair amount of savvy business acumen - Allmetal Fasteners have expanded progressively over the years, moving premises three times and each time to a larger premises. Today AF carry over 24,000 stock items which includes tools, abrasives and adhesives as well as every variety of fastener. Because of the company's adherence to the principal of providing superb customer service, AF have become a highly respected name in the market sectors they supply to.

Upgrading to the right business management software to support the company's "superb service" philosophy and expansion was high on the agenda back in 2004 when Frank decided that he needed a more flexible system to replace his aging Unix-based accounting system. The plan was to source a windows client-server business management and accounts solution that would integrate all the business processes into one pipeline; starting from quotations and ending with a quarterly profit and loss account; nothing was to be left to chance in finding the best system for the company.



Mr. Frank Kearney, MD of Allmetal Fasteners Ltd

We were the suppliers of Allmetal's Unix system and because Frank and his team were very happy with the support they got from us over the previous eight years whilst using that system, he was confident that we could provide him with a new solution that would not only fit his business operation like a glove, but one that could he could be sure would be well supported and capable of expanding as his business grew. Once we were able to prove that the IRIS Exchequer system would do everything that was required (and lots more besides) and demonstrate that we had the capability of migrating his Unix data files lock stock and barrel to Exchequer, Frank placed his order with us. The order was for a full 8-user system, which included eight new workstation PCs, an Epson colour laser

printer, an OKI dot matrix printer for the trade counter, a powerful file-server PC and a Microsoft 2003 client server network. The system was installed by our system implementers over a weekend in April 2004 and Allmetal commenced live running on the Monday morning; the first trade-counter invoice produced by the Exchequer system was in the customer's hands at 9:30 am!

Thanks to good management, hard work and their Exchequer system, Allmetal have gone from strength to strength since the system was first installed and Frank is happy to admit that he is a very satisfied customer. As he says himself: *the flexibility of the system coupled with the wide range of quality modules available to cover all the aspects of our business has made the system a complete success. I am delighted to be able to say that the Exchequer software and EuroSoft have never once failed to deliver what we needed*".



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