



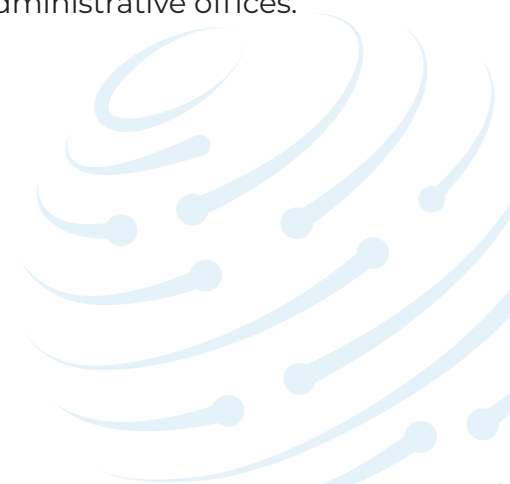
Ponderosa Helps Cleary Millwork Reduce Manufacturing Time by Almost 30%

Cleary uses Ponderosa to define, manage and track the manufacture of built-up interior and exterior wood, steel and composite doors, window units, stair systems, moulding and any other custom shop unit—at the time of order and without pre-defined bills of material.

Cleary Millwork uses Ponderosa's Production Scheduler to track work center tasks, labor and overhead costs. The software also performs standard and actual cost comparisons to maximize profitability.

Cleary Millwork, part of the North Atlantic Corp (NAC) family, is one of New England's leading wholesale distributors and manufacturers of doors, windows, stairs and millwork. Located in Somerset, MA and Rocky Hill, CT, Cleary distributes its products to the region's finest lumberyards and millwork specialty dealers. In addition, the company custom manufactures stairs, stairs parts, wood windows, doors and mouldings through their Architectural Products Division.

NAC today employs more than 450 employees throughout all of their divisions. The company assembles, manufactures and ships its product from its Rocky Hill, CT and Somerset, MA production facilities. The Somerset office also houses the company's administrative offices.



ERP Software Helps Manufacturing Plant Operate at Peak Efficiency

Prior to installing CAI's Ponderosa millwork software, Cleary used a combination of internally developed software throughout its sales and production departments. "Our manufacturing plant was certainly not operating at peak efficiency, so we evaluated a number of software solutions and found that Ponderosa was just what the doctor ordered," said Peter Humphrey, owner of NAC.

While implementing the full Ponderosa ERP solution, Cleary Millwork uses the software's Production Schedulers extensively. This powerful module lets the company easily schedule deliveries in the production area and manage production schedules based on requested delivery date as well as the current capacity of Cleary's labor departments. "With Ponderosa, we have reduced our manufacturing time by almost 30% while virtually eliminating errors," Humphrey added.

Cleary Millwork also utilizes CAI's e-Ponderosa web-based account management solution. This module enables its customers to access Cleary's secure website and perform a variety of self-service account management tasks. With e-Ponderosa, clients can view account information, balance summary, invoices, statements, adjustments and payments, view order history, check order status and a host of other functions. "The e-Ponderosa web module helps us save significant time and money while providing our customers with a higher level of service, 24 x 7," Humphrey said.

Another area of Ponderosa used widely by the Cleary Millwork staff is the software's flexible Service Work Module. "Our service personnel can easily track appointments, schedule service personnel, monitor service-related expenses, identify materials and costs, track the type of work performed, and highlight charge-back customers and vendors," Humphrey added.

Ponderosa's Product Configurator is also a staple in NAC's sales and production departments. Using the Product Configurator, you can define, manage and track

the manufacture of built-up interior and exterior wood, steel and composite doors, window units, stair systems, moulding and any other custom shop unit—at the time of order and without pre-defined bills of material. "While our customers are on the phone, we can capture detailed customer information, accurately price, cost and set-up product, including special-order windows, doors or stair systems, relieve inventory, track labor and schedule assembly time," Humphrey added.

Jim McCooley, president of Computer Associates said, "Time and time again, our clients tell us that Ponderosa is far and away the simplest, easiest-to-use program. We are extremely proud of our partnership with North Atlantic Corporation which now spans more than a decade, and we look forward to continuing to develop software that automates and optimizes every aspect of their manufacturing businesses."

Ponderosa Customer Sales Portal Keeps the Store Open 24/7

Cleary also utilizes Ponderosa's powerful, web-based Customer Sales Portal to help fast track sales and improve service. Cleary's contractor customers, as well as Cleary's sales reps, can access the Sales Portal on-demand for 24/7 access to the business. Users log on to your secure website where they can design their millwork product, build and submit quotes and place orders on-demand from the office, from home or at the job site.

The Portal's Configure, Price and Quote (CPQ) user interface presents logical selection options for door systems, window units and other customized millwork products as high-resolution image. For a custom entry door, for example, they simply select, view and price their desired door slab type, sidelights, transom, exterior trim and other options to fit their project. Only compatible components are presented, eliminating the potential of costly returns and rebuilds. The Sales Portal also features a convenient 'My Account' self-service module that lets customers check order status, view AR balances, invoices and payments on demand.



Cleary Optimizes Dispatch and Delivery with Ponderosa Mobile Fleet Manager

Cleary Millwork's parent company, North Atlantic Corporation (NAC) recently purchased Ponderosa's integrated Mobile Fleet Manager to improve customer service, increase the productivity of their dispatchers and drivers, and lower vehicle and fuel expenses.

Mobile Fleet Manager is an easy-to-use, cloud-based dispatch management solution that provides cost-effective compliance with the Federal Motor Carrier Safety Administration's (FMCSA) Electronic Logging Devices (ELD) mandate for fuel tax reporting without requiring the purchase of ELDs. Instead, Mobile Fleet Manager utilizes tablet PCs to meet the federal requirements. You get all of the electronic logs required by the FMCSA mandate in a single solution that covers Telematics, Federal Compliance, Dispatch and Vehicle Maintenance.

In addition, Mobile Fleet Manager offers route sequencing optimization, real-time GPS delivery vehicle tracking, e-signature capture and image-based Proof of Delivery, and Driver Vehicle Inspection Reporting (DVIR). Karl Almond, Sr. Special Projects Manager for North Atlantic Corporation said, "Ponderosa's Mobile Fleet Manager has reduced our delivery costs and improved our service levels to our customers on many different levels. This is an absolute 'must-have' for anyone looking to improve operationally who serves the building materials industry."

"After your inventory, and depending on the size of your fleet, your delivery and dispatch operation can be your second most expensive asset," McCooey added. "We're so pleased to be able to apply this latest technology to helping Cleary proactively managing your resources to improve efficiency and minimize impact to the company's bottom line. Our roll-out of Mobile Fleet Manager is another example of Ponderosa Software's steadfast commitment to offering our clients the very best business technology solutions."

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