

Press release

Cordova, TN, February 11, 2011

WoodWare Systems, the leading software for door and window pre-hangers in the millwork industry and Pacsoft, an international POS software developer for retail building materials with US headquarters in Portland, ME have announced a joint marketing and sales initiative for lumber and building materials retail locations that also pre-hang doors.

“Over the past several years, we have run into numerous situations where a retail building materials dealer had opened a door pre-hanging division to serve the needs of their customers” according to Nick Carter, President of WoodWare Systems. “The issue they all face is that there are no point-of-sale systems designed to handle both. Conversely, WoodWare is a perfect fit for the door division, but we are not suited for the POS needs that make up the majority of their business.”

“We were approached by a large Do-It-Best retailer in the northwest last year who said that he had to have WoodWare regardless of any interface. They introduced us to Pacsoft, their POS provider, and we quickly determined that it would be in the best interest of numerous companies in this situation for us to tightly integrate our systems.”

According to Peter Stoops, President, Pacsoft USA, “WoodWare assured us that they had the tools available through their relational database to tie in almost seamlessly with Pacsoft’s Optimizer™. Within a few months, both companies completed the development and successfully installed WoodWare and the interface. Our joint customer now uses WoodWare’s Var-I-Frame™ and Configured Order Entry to easily manage the door shop. The required inventory, customer, and accounting information flows back and forth between the systems. The end customer has a great experience since all of their receivables are handled in Pacsoft. Our customer loves it because all of their internal accounting is maintained on their primary system. They now have the best of both worlds!”

For more information contact WoodWare at 901/763-3999, and Pacsoft at 207/774-6523.