



Joy TO THE WORLD



How EBMS Worked for their Company ZIMMERMAN AUTO BODY SUPPLIES, INC.

FOUNDED IN 1979 by Ed Zimmerman, Zimmerman Auto Body Supplies grew out of a body work shop he had managed since the age of eighteen. Since then, it has grown to four locations operating as separate entities but with the same function. It was after the addition of a York location that they chose to incorporate the Eagle Business Software into the fabric of their company. No longer just a body shop supplier, today Zimmerman Auto Body Supply has become an industrial, manufacturing and farm shop paint supplier.

Located in Ephrata, Pennsylvania, the business is a diversified one, lending itself to various fields and industries. One such field includes providing paint for carriage-making for the Amish. "Pretty much anything that takes paint, wheels or no wheels, we'll sell it to them," says Ed's son Cory, now General Manager of the business.

The customer base is broad, extending throughout Lancaster County and into Harrisburg. Somewhere between adding locations, Zimmerman realized "we needed to change software big time."

Some of the challenges resolved by the Eagle Business Software were the antiquated MS DOS based system as well as the point of sale and accounting, which Zimmerman felt was "very time consuming" and unable to be integrated smoothly into the system. He felt it necessary for the business to know the profit center and its own inventory. EBMS changed the way we did buying, taking it from a spreadsheet to a purchasing screen and allowed them to "figure out what went wrong where, and how to fix it," giving them the ability to measure the problem themselves.

Along with an increase in volume without increase in office work, the Vendor Catalog, Manipulated Prices and Automated Time Clock are

among the features that best benefit the business of Zimmerman's Auto today.

"What's really neat about [EBMS]," says Zimmerman, "is that when we run out of stuff, we are able to check other locations for supplies." Another positive feature he noted is that the business "does not need to go to the accountant to see where we're at financially. Before, we didn't know till the end of the year what our profits were. Now, it's just fantastic, you just go in and know what every store is doing."

Additional features, such as Barcode Scanning and e-Commerce web services, are available through the software at Esh Computer Center and may be Zimmerman's next step toward improving their quality of business.



above photo: Zimmermans was pleased to have their restoration of a '67 car place first in Maple Grove's SuperChevy Weekend



SERVICES OFFERED BY ZIMMERMAN AUTO BODY SUPPLIES, INC.

- Technical Consultant
- On-site Troubleshooting
- Collision Industry
- Custom Color Matching
- Technical Audits for a Shop
- Inspection on Auto Body Shops
- Training via Manufacturers
- Prospective client spend day, document violations, offer proposals

	-HOLIDAY SALE -ECC SERVICES	2
	-FALL SHOW -TECH TIP -CONTACT LIST	3
	-CHRISTMAS GREETING	4

GAP

5351 Lincoln Highway
Gap, PA 17527
Phone: 717.442.1080
Fax: 717.442.1076

www.eshcomputer.com

AKRON

321 South 7th Street
Akron, PA 17501
Phone: 717.859.4033
Fax: 717.859.4140



don't miss our **HOLIDAY SALE!** december 4-6

POWERTECH 3000 SERIES COMPUTER

Now on sale for \$499! Regular Price: \$650.00

- Mini Tower Case
- Intel G31 Micro ATX Motherboard
- Intel Dual Core E5200 2.5GHz Desktop Processor
- Western Digital 250GB SATA II Hard Drive
- LG 22x DVD-RW Super Multi Drive
- Microsoft Windows Vista Home Premium
- MS Business Hardware Pack Keyboard and Mouse
- Logitech S-120 Speaker System

LENOVO LAPTOP

Now on sale for \$775.00! Regular Price: \$850.00

- Intel Core 2 Duo T5670 1.8GHz
- 15.4" WXGA screen
- 2GB DDR2 SDRAM
- 250GB Hard Drive
- DVD-Writer (DVD-R/-RW)
- Wi-Fi
- Gigabit Ethernet
- Windows XP Professional

while supplies last!



HOLIDAY HOURS:

Thanksgiving—Nov. 27 | Closed
 Christmas Eve—Dec. 24 | Open 8:00 to 2:00
 Christmas—Dec. 25 | Closed
 New Years' Eve—Dec. 31 | Open 8:00 to 2:00
 New Years' Day—Jan. 1 | Closed

SALE HOURS: Open 8-7 Thursday & Friday
 Open 9-12 Saturday



ESH COMPUTER CENTER **SERVICES**

Esh Computer Center and Eagle Business Software offers a wide range of solutions to meet your business needs...

Sales and Maintenance

We build and maintain our own Powertech brand of computers with genuine quality parts from Intel, Western Digital, Kingston, LG and more. The benefits of our Powertechs are serviceability, priority service, a discounted labor rate, and high-end specifications at an affordable price. With our in-house tech department, we service all makes and brands of computers with a fast turn-around time. On-site service is also available.

Network Services

Our professional technicians offer their expertise to provide a comprehensive array of network solutions including network design, installation, and service, ongoing network administration and maintenance, network monitoring, network security solutions, help desk/remote support, video surveillance, and consulting services.

Accounting Software

The extensive versatility of Eagle Business Management Software provides accounting solutions to the small business owner. Our software solution extends to many vertical markets including Distribution & Inventory, Point of Sale & Retail, Service & Repair, E-commerce, Manufacturing, Auto Parts & Accessories, Outdoor Power, Orchard & Produce Growers, and Rental. Eagle Business Software provides tools to accomplish many functions including General Accounting, Inventory Control, Job Costing, Scheduling & Work Orders, Business Forms & Reports, and Point-Of-Sale.

Web Services

Eagle Business Software has web solutions to get your business' name out and around the world. We build professional websites for small and large businesses along with providing many different options and features to meet the needs of your company. Email services with spam filtering are also available.



ebms at THE GREEN INDUSTRY & EQUIPMENT EXPO

Eagle Business Software has developed **all-inclusive management programs** for many different vertical markets. A couple of these markets have been the Power Equipment & Lawn Care industries. The Power Equipment industry is challenged by an immense amount of inventory. The wide variety of products within the market generates a list of available parts that is hundreds of thousands of parts long. Managing this inventory is crucial to customer service and business profitability. Also prevalent in this industry is the need to manage a service department. Eagle Business Software has rolled out a comprehensive work order management system that makes this task very straightforward for both the service technician and management.

Another common segment of the Power Equipment industry is the Rental Division. Equipment coming in, equipment going out, pre-billing, post billing, scheduling, billing of consumables, and proper depreciation of equipment all make a rental department one of the most demanding departments to manage. Eagle Business Software has developed a software package specifically for rental companies that is powerful, affordable and easy to use.

For several years Eagle Business Software has been presented at several trade shows throughout the country. Each October for the last four years it has been demonstrated to both the Power Equipment and the Lawn Care markets

at the GIE+EXPO in Louisville KY. This is the largest show of its kind in the business and has given Eagle Business Software the opportunity to network with some of the industry leaders and visionaries. Collaborating with business owners, listening to their needs and the needs of their businesses has allowed this software to mature into a product that has been garnering the attention of both small and medium-sized businesses.

Owners are attracted to the fact that a single software package can provide both the detailed accounting their financial consultants require as well as the specific management tools they need to ensure that their business remains profitable and efficient even as costs increase and the market becomes more challenging.

The commitment of Eagle Business Software is to provide each small business owner the tools they need to bring their business to increased levels of efficiency and profitability. Your small business is a part of the backbone that makes our society great. As we work together in providing solutions to achieve that end, we will make a positive difference, not only in the world of our business, but also in the communities in which we live. If you are interested in knowing how Eagle Business Software can be a benefit to your company, please contact one of our Business Software Consultants at 717.442.3247 or visit us at www.eaglebusinesssoftware.com.

DO YOU NEED HELP BUT
DON'T KNOW WHO TO
CONTACT WHEN YOU CALL
ESH COMPUTER CENTER?

717.442.1080
1.800.508.9712

GENERAL HARDWARE SALES

Karen Keller
kkeller@eshcom.com

John Wiggins
jwiggins@eshcom.com

NETWORKING

717.442.1080
Ryan Bowman
rbowman@eshcom.com

WEB DESIGN

717.442.1080
Krissy Esh
kristalyn@eshcom.com

EBMS SALES

1.800.818.5761

Jake Esh
jesh@EagleBusinessSoftware.com

Nathaniel Gingrich
ngingrich@EagleBusinessSoftware.com

EBMS CUSTOMER SUPPORT

717.442.3247

Duane Friesen
dfriesen@EagleBusinessSoftware.com

Larry Ressler
lressler@EagleBusinessSoftware.com

Marvin Kauffman
mkauffman@EagleBusinessSoftware.com

2008
2009

Computer Basics Level I Classes
Beginning December 4
Contact us or look for more information about 2009 classes in our next newsletter...

tech tip by technician tom lieberher

HOW TO ELIMINATE SPAM

If you are a human being that uses email, then spam is most likely an issue for you. Here are some steps that can help you eliminate or reduce your spam intake.

1. If you have an email address that gets bombarded by spam, then your first step will be to start over with a brand new address. Open up a new email account from your Internet Service Provider or from a free email host. Some free email providers include: Gmail, Hotmail, Yahoo, AOL, etc.

2. After your new account has been established, send an email to your contacts and provide them with your new email address. Some email programs offer tools to transition from one email to another.

3. Keep the new email address *very private* and

share it only with family, friends, and businesses you *trust completely*.

4. Open another email address that will be used for shopping, signing into websites that you're not sure about when an email is required, entering sweepstakes, filling out questionable forms that may request an email, etc. When filling out your personal info on the secondary ("spam") email account, keep your info very vague and do not reveal too much. The reason for this secondary account is because there are companies out there that sell or give away your email address to third-party spammers.

These procedures do not guarantee your immunity to spam, but as the months go by, you will see that your spam box is empty or has relatively few emails.

ESH COMPUTER CENTER
5351 Lincoln Highway, Suite 9
Gap, Pennsylvania 17527
www.eshcomputer.com



*Merry
Christmas*



from **ESH COMPUTER CENTER**