

# DART Board

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www.accu-dart.com

STAY  
CONNECTED  
TO YOUR  
INVENTORY

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## Best Insights Conference 2004

Insights  
2004

June 10-13, 2004

Gaylord Palms  
Resort & Convention Center  
Orlando, Florida

Executive Concepts exhibited at the Best Insights Conference in Orlando June 10-13 2004 with over 170 exhibitors and approximately 3,000 attendees. There was plenty to see and do, and, once again, ACCU-DART was extremely well received. The message is clear - there is a definite need for a solution such as ACCU-DART! The feedback was unanimous. The product is extremely well priced! Easy to use! Easy to install! The real time updating of the accounting and inventory system was a real winner!

Because you can purchase only the modules you need, ACCU-DART is affordable, even for the smaller end user who wants accurate inventory and increased customer satisfaction.

Many resellers were amazed at the benefits their clients would get by installing ACCU-DART. Simply buying the shipping module, for example, can greatly improve their clients' operations. For approximately \$7,500 at retail you can install hardware and software for 2 R/F Bar Code scanners doing sales order shipping. Because of the real time updating, as the goods are being picked, ACCU-DART validates that the right goods are being picked for that order. As soon as the shipment is completed and posted, the invoice is generated automatically, just as if it was being entered on the screen. ACCU-DART ensures that the right goods are being shipped to the right customers quickly and effortlessly the first time.



## New Radio Frequency Hardware

Worth Data have just released new hardware that is superior and **less expensive** than before, making ACCU-DART **even more powerful and affordable!**

The Base Station has a range of 3,000 feet. 500,000 square feet is what you can realistically expect in terms of warehouse coverage. Remember that relays are available if you need a larger range.

The new R/F devices are lighter (14 oz) and smaller (6.3" x 3.3" x 1.3") than the old ones, and have a longer battery life (24 hours of usage).



R/F Terminals with a built-in scanner are now \$1595 (down from \$1790). Base Stations are also less costly at \$745 compared with the old price at \$795.

For less than \$9,000 you can get 5 R/F Terminals and a Base Station to run with ACCU-DART! No competitor can come close to offering the same features for less!

Please visit the Worth Data website at [www.barcodehq.com](http://www.barcodehq.com) for more details on the new R/F hardware.



## New AccountMate Functionality

Executive Concepts is excited to announce a new release of ACCU-DART for AccountMate. This new release has some fantastic enhancements and additional features.

- The ability to define field lengths for bins, items, Sales Orders, Purchase Orders, Lot Numbers, Serial Numbers, etc.
- Improved handling for customizations, making it even easier for you, or us, to enhance ACCU-DART functionality for your customers.
- Case quantities for all functions that scan item #s. Now you can configure ACCU-DART so that it will automatically convert case and/or skid quantities. Assuming that you have the values in the item file we can use them for all inventory movements. Simply scan a case bar code and the system will update based on the case quantity. Just think how this can speed up operations within the warehouse! For example, shipping 2 cases of 144 units each can be done with only 2 scans! You can still scan individual units if required.
- There will be three new functions to handle shipping with cartons or manifests. In keeping with demands from our user community, we are providing the ability to pack and/or ship with cartons. As you are packing orders, ACCU-DART will assign carton numbers to each box. The updating of carton manifest tables will allow for generation of manifests, carton tracking, etc. We are already looking at feeding this information into ASN files for EDI processing.

ACCU-DART is getting smarter and more sophisticated, and is still very easy to use!

## New ACCU-DART Website and Videos

We have recently revamped the ACCU-DART website ([www.accu-dart.com](http://www.accu-dart.com)).

The new site contains feature lists, explanations about radio frequency technology, links to compatible accounting systems, and much much more!

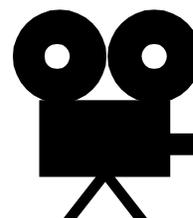


ACCU-DART Resellers are listed on the site along with links to their websites. If you would like to become an ACCU-DART Reseller, simply complete the form on the Reseller page, or send us an email at [info@accu-dart.com](mailto:info@accu-dart.com). There is no charge to sign up and the benefits are impressive! One of our resellers made a sale simply by being listed on the ACCU-DART website!

One of the best sales tools for ACCU-DART are the videos. The videos illustrate the capabilities of ACCU-DART in a real warehouse. There are two videos (a 5 minute video, and a 1 minute video) to communicate the ACCU-DART functionality in varying levels of detail.

If you have not already seen the videos, please visit our website to watch them. The videos will help you understand how ACCU-DART can work for your clients, and help your clients envision how ACCU-DART can become a part of their operation.

According to one of our resellers:



"The video is an AWESOME Sales Tool! It allows the user to easily picture the entire concept, and if it didn't quite sink in the first time - watch it again."

[www.accu-dart.com](http://www.accu-dart.com)