

Summit Case Study: Rackham Service Corporation

Rackham Service Corporation has been a Summit Software, Inc partner since January of 2001 using both Petrolac and Summit C-Store. Rackham Service Corporation has handled both home heating oil and gas and diesel direct deliveries since their incorporation in 1981. They operate 1 bulk plant and 1 convenience store with the assistance of 19 employees, 11 in their main office and 8 in their convenience store.

The need for Summit's accounting solutions began in 2000 when their accounting software, AccurateData, was bought out by a larger company. The staff at the time was frustrated by the lack of simplicity or ease of use of the software product. This began their search. Doreen Wawok, reflected,

"When we came across Summit, we grilled Joe for about a day. Every question we threw out, he could answer! He showed us how to get the data we needed, quickly and easily. It was so easy to use, easy to understand. It gave us the reports we needed on a daily and monthly basis. That's when we knew this was the software for us."

When asked how this decision has impacted her business, Doreen responded,

"Summit C-Store has dramatically saved us time. The owner's wife used to spend hours producing the end-of-day and over-short reports with a generic program. Not only can we produce them more quickly, they are more accurate as well! Petrolac, too, has helped improve profitability and accuracy. Unlike before, we can now make sure that we're generating a profit on each item we sell."

Summit Software, Inc. develops integrated accounting and inventory management software solutions for the petroleum, convenience stores, and biofuels markets. Summit has been serving its customers for over 25 years from its headquarters in Fort Wayne, IN. For more information on Summit Software, Inc., visit www.summit-soft.com or call 800.433.5724.