



**AQUILON**  
ERP SOFTWARE SOLUTIONS

*Affordable, adaptable and proven.*

# Yarn Shop Supports a Worthy Cause with Aquilon Financials



*Once Upon a Sheep*  
yarn shop

<https://onceuponasheep.ca/>

The Shepherd's Heart Society is a non-profit society and the sole proprietor of the *Once Upon a Sheep* Yarn Shop.

Since 2006 the Society's mission has been to provide the community with a local yarn shop that carries quality yarn and knitting products, as well as an inviting atmosphere to enjoy your craft.

**CASE STUDY**

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[www.aquilonsoftware.com/](http://www.aquilonsoftware.com/)

## Once upon a time...

Heather Murray\* had long been a fan of Aquilon ERP software, having previously used it in several organizations. So when she became bookkeeper for the Once Upon a Sheep Yarn Shop, having the right financial package became a priority.

From its beginnings in 2006, the yarn shop was designed to support charitable projects, and is staffed entirely by volunteers. Today its profits go to Salvation Army Camps, attended by more than 4,500 children in Canada each summer. But how to know whether the store was generating any revenue for the cause? Without a comprehensive financial package, Heather wasn't sure. She wasn't fully confident in their financial statements, and neither was she able to determine their cost of goods, what the bestselling or non-selling yarns were, or whether in fact the shop was breaking even.

She sought out contacts at Aquilon Software, requesting special nonprofit pricing, and was able to go live with the system in June 2012. Eighteen months later, Heather is very pleased with her choice, finding it affordable, reliable, and helping all of the pieces of the business fit together. The capabilities she finds most useful are:

- Having accurate cost-of-sales information
- The ability to do sales analysis to highlight profitable and non-profitable items
- Accurate inventory information
- Easy bank reconciliation
- Paying suppliers on time with the Accounts Payable package
- Generating financial statement needed for month-end and year-end

Heather is very pleased with the progress that's been made. She is very comfortable using the system and is able to make sound management decisions based on the sales analysis. And operational tasks have been improved as well: "With Aquilon, I can now manage the retail operation to produce revenue for our nonprofit," says Heather, adding "while financial statements and bank reconciliation are a breeze."

The next step for Heather is greater systems integration. Currently she does a weekly transfer of cash register data into the Aquilon system, allowing her to have the benefit of the financial package. But by connecting her point-of-sale system directly to the ERP system as planned, the retail store operation will benefit from even more efficiency gains.

## At a glance

### Challenge:

- Insights to revenue and sales performance
- Comprehensive financial statements

### Outcome:

- Affordable and reliable system with Aquilon software
  - Accurate cost-of-sales
  - Accurate inventory
  - Easy bank reconciliation
  - Timely supplier payments
  - Simple financial statements
- Improved retail operations

"With Aquilon, I can now manage the retail operation to produce revenue for our nonprofit, while financial statements and bank reconciliation are a breeze."

**Heather Murray,**  
Bookkeeper at Once Upon a Sheep

\* Note: This case study was originally published in 2014. Heather Murray has since retired.

# About us

Aquilon Software offers a comprehensive, fully integrated business software solution tailored for small and mid-size manufacturers and distributors. Featuring many robust features, Aquilon seamlessly addresses all your financial, inventory, distribution, supply chain planning, and manufacturing needs. Our software is designed to provide SMBs with an affordable alternative to high-end systems, delivering comparable functionality without the hefty price tag. Additionally, Aquilon includes a 'FAST implementation methodology' and features to minimize costs and risks associated with system adoption, ensuring a smooth and cost-effective transition for your business.

## Why Choose Aquilon's ERP Software?

- Unparalleled Practicality and Functionality
- Unbeatable Value for Money
- Simplify Decision-Making with Full Data Visibility
- Eliminate Complexity with a Unified Solution
- Seamless Data Migration from QuickBooks, Sage, NetSuite, Syspro, Spreadsheets and many others

[Find out more](#)



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