



Brewing Business Over the Net

Sleeman Breweries Ltd. uses ScotiaConnect® electronic banking to manage its accounts online

Denise Magee,
Ontario Accounting
Supervisor and
Dan Rogozynski,
Vice President, Finance &
Administration, Sleeman
Breweries Ltd.

Looking forward to another great Canadian summer and the good times that go with it? Sleeman Breweries Ltd., Canada's leading brewer and distributor of premium beer, is ramping up for another busy summer season and saving time by managing its business finances securely over the Internet.

As a company that aims to be one of the fastest growing, most successful and innovative international beverage alcohol companies in the world, it makes sense that Sleeman Breweries has migrated its business banking online with Scotiabank's ScotiaConnect® electronic banking service.

An easier way to maintain control over corporate accounts

With 19 different accounts to administer, including U.S. dollar accounts, Denise Magee, Ontario Accounting Supervisor for Sleeman Breweries, appreciates the capabilities of ScotiaConnect electronic banking.

"We had been using the DOS-based version of ScotiaConnect for about five years, and upgraded to the Web-based version of the system when it became available," explains Magee. "The speed at which you can conduct business transactions is definitely the key advantage of the system. A routine function such as arranging a transfer of funds between accounts, which could take hours or even days done manually, can be done in seconds with ScotiaConnect."

Magee also values the online system's ability to control access and privileges to the company's business accounts, while allowing multiple users to securely use the system.

"I supervise a staff of 10 people in accounts receivable, accounts payable and payroll, so the ability to decide who has access to various accounts is something I need and use," she says. "With the old DOS-based system, restricting access to various accounts was impossible."

One of Denise's responsibilities is supervising payroll for 420 employees in Ontario, Quebec and the Maritimes. "With ScotiaConnect, it's much easier to track cheques and resolve any discrepancies. We can see exactly what's going through the payroll accounts, and when."

As to the system's user-friendliness, Magee comments that once you're set up to use the system, you simply log in with a password. "We're online with ScotiaConnect just about every day, and I can't imagine working without it."



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Dan Rogozynski, Vice President of Finance and Administration at Sleeman Breweries, feels ScotiaConnect is a strategic asset.

“By using ScotiaConnect to monitor our deposits, I can see what’s happening to our cash flow on a real-time basis,” he explains. “There are high and low cycles of cash flow in our business. When I’m dealing with larger volumes of outstanding receivables, ScotiaConnect is a fundamental tool for financial management.”

The flexible way to manage your banking transactions

Launched in March of this year, the Web-based version of ScotiaConnect replaces Scotiabank’s Windows-based business banking system. Product

Manager Mark Schlotzhauer notes that ScotiaConnect is designed with built-in flexibility to enable smaller companies and large corporations to manage multiple accounts and transactions more efficiently, and affordably.

“With four service packages to choose from, we’re giving our commercial and corporate customers more value for their money,” says Schlotzhauer. “We understand that all businesses, regardless of their size, need to have 24/7 access to their money – it’s the way the world works.”

ScotiaConnect provides businesses with immediate and secure online access to balance and transaction reporting, same currency and cross-currency transfers between Canadian and U.S. dollar accounts, bill payments and stop payments, plus many more capabilities. There’s no maximum number of accounts, so the system can really grow with you.

Schlotzhauer explains that account information is retained on the bank’s secure servers for up to two years, which helps simplify account reconciliation and record keeping. “There’s nothing to download; historical information is available and can be accessed as needed, and the customer decides what they want to see and when they want to see it.”

Customers can also earn higher interest from their desktop with the Treasury Account, a premium rate investment account that’s only available with ScotiaConnect. In addition, the service provides links to other business banking services such as ScotiaFX® foreign exchange trading, the Government Tax Payment and Filing service, and Procuron for e-purchasing.

“Essentially, ScotiaConnect brings the banks resources directly to our business customers, wherever they happen to be,” concludes Schlotzhauer.



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