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## Little Halifax software company that could signs first American customer

### Our Staff

*A small Halifax software firm specializing in Internet reservations for the hotel industry has signed up its first American customer.*

*B4Checkin! founding partner Martin MacKinnon said Wednesday the company has inked a deal with Focus Hospitality Services' Splash Universe Water Park Resort in Shipshewana, Indiana.*

B4Checkin! will manage all the online reservations for the indoor water park and family entertainment destination.

B4Checkin! has been in operation since 2004, developing its "booking engine" now used by properties that include Centennial Hotels Limited, Hotel Arts and Lord Nelson Hotel and Suites.

"If you go to any of their websites and you see the button that says 'Book Now', that's us," said Mr. Mackinnon.

The company was formed after Centennial was having trouble with an earlier booking system and approached Mr. MacKinnon for help. He met with Saar Fabrikant, who

wrote a program that became the base of the software they now use.

Mr. Fabrikant, an immigrant from Israel, is now president of the company.

Mr. MacKinnon said the growth of the company has been financed from personal sources but, with its first American customer and three more likely to sign on within weeks, he is actively looking for investors to help the business become a leader in the hotel and resort booking sector.

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This certificat is issued to Mr Martin MacKinnon for personal and temporary display.

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