

Case Study Farmer's Building Supplies

Improving Efficiency



"I believe we are effectively using SciBuy and are profiting from it. I am certain our turns are going to be significantly improved"

Lowell Stutzman, Manager, Farmer's Building Supplies

Background

Farmer's is a family business that opened in 1962, and grew over the next few decades. From the original store in Grants Pass, a second store was added in Illinois Valley, then a truss plant and a feed and grain store – all in local, though separate locations. All of the branch operations report back to the main office in Grants Pass, which is run by the second-generation of Stutzmans.

Challenges

In 2008 Lowell Stutzman began looking for a new software solution to replace their "sun-setting" program. That older program provided them with branching capabilities over a dedicated phone line, but was antiquated in its design, and had no future development planned for it. Eventually, the system would cease to be supported.

Lowell also realized that this change-over represented an opportunity to break away from some of the less efficient ways of doing business that the old system had forced them into. He understood that a new POS system could be an investment in improving how Farmer's managed their business.

When Lowell and his staff looked at new solutions, they had these critical improvements in mind:

- Centralized pricing
- Centralized accounts receivable
- A branching arrangement less vulnerable to total shut-down, and more accurate in transfers
- Greater control over their inventory investment
- Interfacing their door shop manufacturing process to their POS program
- General Ledger consolidation of four business entities so that they could be viewed individually or as a total
- Increased efficiency through new technological developments

Pacsoft's Solution

Optemizer is focused on bringing money-saving and money-generating solutions to retail. In the case of Farmer's Building Supply, these solutions were many-fold:

- Farmer's chose centralized pricing as a way to control retails between their stores. This allowed them to maintain consistent pricing regardless of where an item was purchased

Sites	4
Pacsoft	66 Users
Implementation	2009
www.farmersbuildingsupply.com	

Results Summary

- Scientific Buying immediately improved their inventory investment
- Centralized Pricing
- Optemizer's GL automated the flow of transactions into one set of books
- Customers only receive 1 statement with all purchases over the branches consolidated

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"We are also pleased at Pacsoft's ability to be flexible, and to work "outside the box. By partnering with WoodWare, they created a seamless solution that has saved our staff a significant amount of time, and our customers love it."

Lowell Stutzman, Manager, Farmer's Building Supplies

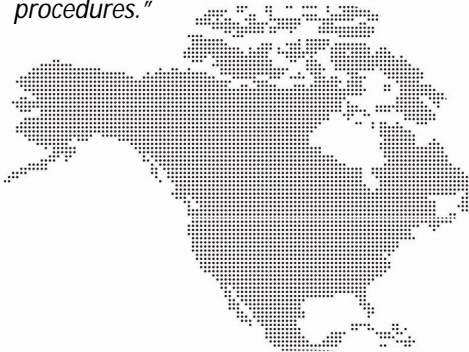


The pricing dove-tailed with their receiving process for commodities, and hardware products from Do It Best – and could now all be done from one location

- By centralizing AR, customers now received only 1 statement with all purchases over the branches consolidated – resulting in far less time to process (and collect) their receivables
- If Farmer's old central server went down, or lost its phone connections, all their stores were dead in the water. But by having servers in each store, connected over the internet, any loss of connection is no longer a problem – Optimizer simply updates itself when the connection is restored, and business flow is maintained
- Ordering in the stores used to be done with manually set min-max's – there was no automatic fluctuating of order points based on sales history. The result: lost sales or too much product. Farmer's implemented Scientific Buying as a priority, and immediately began to improve their inventory investment
- When Farmer's needed to automate their door shop, they chose WoodWare, and asked Optimizer to integrate with it. This allowed them to seamlessly (and far more easily) manufacture, sell, and account for their door products and the inventory they are made from

- Farmer's old GL was a highly manually-oriented process, particularly since it required maintaining branch sites separately. Optimizer's GL automated the flow of transactions into one set of books
- Farmer's is now looking at using Pacsoft's new OptMobile technology with Apple's iPads and iPods for everything from remote inventory control to sales transactions. And, the third generation of Stutzman's, Kyle, has been actively performing a number of key operational tasks remotely – from India!

After several years of working together, Lowell says: "Pacsoft has shown willingness to help us turn our challenges into opportunities. We've developed a close relationship with them, and I know they understand our business in great depth. We've worked very hard together on a large variety of issues that go to the heart of improving our business procedures."



About Pacsoft

Since 1984 Pacsoft has helped hundreds of businesses worldwide get control of their inventory issues. Pacsoft takes great pride in ensuring complete customer satisfaction by providing the highest level of professional service and a highly effective inventory management solution.

We make Our Customers Money by Improving their Efficiency and Profit

Pacsoft Australia Pty Ltd

12-14 Cato St

East Hawthorn, Vic, Australia 3123

Ph 1300 734 832 | Fax +61 3 8831 9090

Email info@pacsoft.com.au

Pacsoft USA

300 Fore Street,

Portland Maine, USA 04101

Ph +1 207 774 6523 or

Ph 1300 734 832 | Fax +1 207 774 5461

Email info@pacsoftusa.com

www.pacsoft.com