



SYSPRO Software Gives Boost to Buckhorn Operations

1 CUSTOMER STORY

At a Glance

Buckhorn Canada

Brampton, Ontario, Canada

CHALLENGE:

Buckhorn Canada is a leading distributor of plastic containers for numerous industries. Buckhorn required the ability to perform on-line queries, standard reporting, flexibility for financial statement design and the analysis provided with multiple level budgets. Buckhorn also needed the ability to integrate Excel spreadsheets to budget statements.

The Company

Buckhorn Canada Inc. has been operating for over 18 years as a leading distributor of plastic containers out of Brampton Ontario. The thrust of Buckhorn's business is the distribution of injection molded plastics that service a variety of industries such as: food processing, automotive, agriculture and governments.

The Challenge

The U.S parent, Myers Industries, with over \$340 million US annual revenues, has numerous divisions across North America and has recently acquired three new companies. These acquisitions will increase Buckhorn Canada's sales next year by 20%. "There is a main belief at Buckhorn that permeates the company, which is customer service. Our aim is to provide the customer with a very good product and get the customer what they want, when they want it."

The Solution

In 1988, Buckhorn Canada purchased SYSPRO and chose it over several other packages because of its flexibility and for the range of features built into the software especially SYSPRO's strong inventory control. This year, Buckhorn migrated to SYSPRO 6.0 at the same time they converted from a UNIX to NT environment.

Migrating Buckhorn's staff to SYSPRO was relatively painless. Barb Bruns, the Controller for Buckhorn, comments on the migration to SYSPRO: "We are familiar with the look and feel of a Windows™ product, coupled with SYSPRO's strong query capabilities; it's

quick and easy to navigate through the system. Being a distribution company, Buckhorn benefits from the extensive inventory reporting offered by SYSPRO, especially the purchasing worksheet where staff can view min/max and reorder quantity information on the fly."

The Results

When asked which feature Buckhorn's management benefits most from Bruns listed a few: on-line queries, standard reporting, flexibility for financial statement design and the analysis provided with multiple level budgets. Buckhorn is in the process of expanding their ODBC reporting and the company is currently working on integrating an Excel spreadsheet to budget statements.

Bruns is confident that Buckhorn will handle this increase in sales while maintaining their excellent customer service record through a minimum investment in operation costs largely due to the efficiencies their SYSPRO system provides. Buckhorn Canada continues to work closely with their local SYSPRO dealer in planning the implementation of further IT projects such as SYSPRO's Web Enablement module, Office Automation and improved data collection procedures, which will assist Buckhorn in delivering leading edge service to their customers.