CANCO CRANES

RECEIVES HELP WITH THE HEAVY LIFTING FROM BAASS BUSINESS SOLUTIONS

> " BAASS BUSINESS SOLUTIONS TOOK THE TIME TO REALLY UNDERSTAND WHAT WE DO AND HOW WE DO IT. THEY WORKED TO KEEP ALL OF OUR PROCESSING SIMPLE AND STRAIGHTFORWARD, MAKING IT A VERY USABLE SYSTEM FOR OUR ENTIRE STAFF.

Canco Cranes and Equipment LTD is a leading manufacturer of overhead cranes and material handling equipment. For more than 35 years, the North Vancouver company has been engineering, building, installing, and servicing equipment for customers around the world. For more than a decade, Canco Cranes has relied on one ERP solution – Sage 300 (formerly Sage ERP Accpac) expertly supported by BAASS Business Solutions.

Canco Cranes has relied on Sage 300 since it was a DOS product. "When we were preparing to upgrade to the Windows version back in 2002, we engaged BAASS Business Solutions," recalls Craig Hammond, sales representative for Canco Cranes. "They came in and did a full business assessment. They tailored their proposal to our business needs and showed us

where we could go with the product. For the past ten years we have relied on BAASS Business Solutions to support our system, advise us on its best use, and to keep our system current."

Raising Efficiency
Sage 300 is a feature-rich solution that delivers an extensive tool set that the staff at Canco Cranes uses to better handle its busy sales and distribution cycle. "We are more efficient in our dealings with our customers now," says Hammond. "We quickly can look up pricing and stock status, check on current orders, and research historical transactions."

Canco Cranes uses the Order Entry module to bill for its custom configured machinery as well as for its service calls. Because most of the equipment the company sells is specifically designed for an individual installation, BAASS Business Solutions encouraged

the company to make use of the non-stock item feature in Sage 300 where the cost-of-sale is assigned as the item is invoiced. Non-stock items work equally well for the billing for service charges, as both the selling price and the cost of sales amount can be assigned at the time of sale.

Data Integrity Assurance
Recently, BAASS Business Solutions implemented Process Scheduler from Orchid Systems. This add-on solution enables Canco Cranes to schedule when ERP data is checked, backed up, and automates other processes, such as General Ledger consolidation exports and imports.

In addition, Process Scheduler maximizes system resource usage by enabling the company to perform these tasks automatically while the system is not being used. "Process Scheduler has

worked really well for us," says Hammond. "It gives us a great deal of confidence in the integrity and security of our data."

Inventory Control & Purchasing
The company makes use of the Inventory Control and Purchase Orders modules to accurately track and procure the variety of pieces and parts used in its assembly and service divisions. "We track all our parts through the software," explains Hammond. "We use the Requisition function to generate approved purchase orders which ensures good control over the purchasing process." The Sage 300 ERP Inventory Control module keeps detailed records for each company's inventory, including cost, markup factor, discount or markup rates, desired minimum and maximum quantities, supplier information, and more. With tighter control over its parts inventory, Canco Cranes is able to better ensure it has an adequate supply of the components it needs, without costly overstocking.
The inventory and purchasing reports that come standard with Sage 300 are valuable tools that Canco Cranes uses to review transaction statistics and monitor open purchase orders.

A Partner That Understands
"BAASS Business Solutions took the time to really understand what we do and how we do it," says Hammond. "They worked to keep all of our processing simple and straightforward, making it a very usable system for our entire staff.

And they educate us on new software features and show us how we can incorporate them into our workflow."

Sage 300 is delivering the value the company has come to expect from Sage software solutions. "We are getting very good value out of our Sage 300 system," concludes Hammond. "It saves us time and helps ensure the accuracy and integrity of our data. I feel that the software has definitely paid for itself and is now delivering a measurable return on our investment."

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> – Craig Hammond

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CRANES & EQUIPMENT LTD