

Success story

Receiving Help with the heavy lifting - Canco Cranes and Equipment LTD



The challenge

Canco Cranes had been relying on an outdated system that hadn't seen an upgrade in years. As the company embarked on a major technology overhaul, it became clear that the ERP system needed to evolve, to keep up.



The solution

Sage 300 enables Canco Cranes to efficiently manage sales and distribution, with the Process Scheduler automating data processes. They utilize the Inventory Control and Purchase Order modules for tracking parts and maintaining detailed inventory records.



The result

Sage 300 has improved efficiency at Canco Cranes by streamlining access to pricing and order history and automating tasks with the Process Scheduler. BAASS provides ongoing support, enhancing inventory control and monitoring. Craig Hammond notes the significant return on investment, emphasizing the software's impact on data accuracy and time savings.



"BAASS Business Solutions took the time to understand what we do and how we do it. They worked to keep our processing simple and straightforward, making it a very usable system for our entire staff. They educate us on new software features and show us how we can incorporate them into our workflow."



Sage Business Partner

Organization

Canco Cranes and Equipment LTD

Location

HQ - Vancouver, BC

Industry

Manufacturing Industry

Sage Partner

BAASS Business Solutions

CANCO

CRANES & EQUIPMENT LTD

Canco Cranes and Equipment LTD

Canco Cranes and Equipment LTD is a leading manufacturer of overhead cranes and material handling equipment. For over 45 years, the company has been engineering, building, installing, and servicing equipment for customers worldwide. Canco Cranes has relied on one ERP solution, expertly supported by BAASS, for over a decade: Sage 300.



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."

