

Creamer Metal Products Inc

xTuple helps to cut 50% of unnecessary expenses

Industry

Metal Manufacturing

About Creamer Metal Products Inc.

Creamer Metal Products, Inc. is a manufacturer and distributor of material handling equipment for the grain industry in the agricultural community, as well as a contract manufacturer to other commercial industries.

- Top-level reduction of inventory expenses: xTuple helped cut 50% of unnecessary expenses
- Successful implementation of standard costing improved profitability, even in the midst of a global economic downturn
- Ease of use and high adoption by all users
- More measurable returns on investment



Challenge

Near the end of 2006, Creamer Metal Products faced a number of new challenges associated with helping customers capitalize on an emerging opportunity - ethanol production. People across the agricultural industry were quickly retooling to gain from government initiatives promoting the biofuel. As a result, Creamer's dealers were clamoring for the parts that made it possible and Creamer struggled with the demand. While high demand can be a very good thing, Creamer's paper-dominated business processes were not efficient enough to handle the sudden spike.

Solution

Creamer's need to move quickly to capitalize on key revenue opportunities led to the choice of xTuple ERP. Wes Jacobs, General Manager, knew he had chosen a sufficiently powerful tool, especially with separate modules for managing each dimension of a manufacturing business from the shop floor through accounting.



“We’re big xTuple fans,” said Jacobs. “It’s only taken a bit over a year to go from teaching reluctant people very basic skills to seeing them become totally convinced it was the best decision we could have ever made.”

**Wes Jacobs
General Manager
Creamer Metal Products Inc.**

Results

xTuple ran multiple training sessions for Creamer personnel. By the end of the project, Creamer had successfully retooled its business for the future, allowing for exceptional service to its traditional customer and those that will emerge as it seeks to serve other alternative energy niches such as Wind Technology. “We’re big xTuple fans,” said Jacobs. “It’s only taken a bit over a year to go from teaching reluctant people very basic skills to seeing them become totally convinced it was the best decision we could have ever made.”