



Stuart Brothers W.I. Ltd.

Industry

Largest manufacturer of flavouring concentrates in the Caribbean. Export of products throughout the Caribbean.

Location

Port of Spain, Trinidad, West Indies

Web

<http://www.stuartbrothersltd.com>

Enterprise System

Sage 300

Challenge

Platinum for Windows (PFW) was in use and Sage support for the acquired product was ending. Stuart Brothers needed support for landed cost and currency exchange.

Solution

The switch to Sage 300 allowed Stuart Brothers to record local sales in TT (Trinidad & Tobago) Dollars and export sales in US Dollars and be able to report in whichever currency they wanted.

Results

Stuart Brothers was able to bring all the costs together to get a true landed cost for their inventory and raw materials.

Stuart Brothers Saves Time and Gains Accuracy with Sage 300

“If you want to save a lot of time and want more accurate reporting, it's time to move away from Platinum. Platinum is a bit outdated.” – Haroun Hosein, Financial Director

COMPANY:

Stuart Brothers is committed to manufacturing the finest flavours at a fair value. They are the longest established manufacturer of flavouring concentrates for the food and beverage industries of the region, having commenced operations in Trinidad in 1950.

Customers are exposed to the latest flavour technology via their affiliation with the industry's world leader. Stuart Brothers strives to provide both their current and potential customers with the technical assistance to realize a project from conception, launch and subsequent follow-up activities.

CHALLENGES:

Stuart Brothers was using Platinum for Windows (PFW), a product for which support was ending. Additionally:

- Everything for Stuart Brothers was recorded in TT Dollars (Trinidad & Tobago Dollars). This included purchasing, sales, etc. but they needed more flexibility.
- Landed cost had to be *manually* calculated for all inventory and tracked on a spreadsheet because the system did not account for transport charges, taxes and other financial cost impact.
- They measure and sell their products in many different quantities and were having to do an average overall conversion instead of using individual conversion factors.

RESULTS – After converting to Sage 300:

- Stuart Brothers can record local sales in TT Dollars and export sales in US Dollars and are able to report in whichever currency they prefer.
- They are able to use the software to bring all the costs together to get a true landed cost for inventory and raw materials.
- They have a conversion factor *for each piece*, and it is much easier to track the actual inventory and the profit per gallon of each item.



“Even when we come up with a challenge in the software – when it doesn’t work as we want it to, they (Mantralogix) can find a way to try to make it work for us.”

– Haroun Hosein

About Mantralogix Inc.

The Mantralogix team of professionals has a broad range of talent and expertise supported and enhanced by decades of practical business experience. We provide our clients with IT consulting and business management software solutions that work in concert to deliver a rapid, measurable, and ongoing return on investment.

As business owners and managers ourselves, we understand that you require practical and precise tools to help you manage your operation more efficiently. Promises of quick fixes, lists of fancy features, and sales-speak don’t impress you. Honest answers, responsive service, experience-backed recommendations, and trusted products are what Mantralogix provides.

“For us, it’s personal, not just business.”

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PARTNERING WITH MANTRALOGIX:

Stuart Brothers retained Mantralogix to evaluate their business processes and migrate them from PFW to Sage 300. The process of the migration started in April and Stuart Brothers was running on Sage 300 by July 1st. They continue to tweak the system and reports, but the basic core operations were up and running in three months.

They have 5 users on Sage 300 that required training. Initially training was conducted in person over a few days and later re-enforced with on-line learning.

BENEFITS:

- Greatest - The new inventory system and ability to work with different quantities has been the most helpful. Everything is an improvement, but the new way to work with inventory has been the most beneficial.
- Quantifiable - Switching from PFW to Sage 300 saved the entire team 2 days of work each month.
- Process - Now the client has more time to do other things - like working on receivables, shipping documents, and working with customers.
- Financial – Time is money and the client now has time that they did not have before.

OVERALL:

“The explanations, education and the detail that the Mantralogix people go into to explain what has to happen or why it happens, and the sort of backup that you get from them is top of the line. Anything that we ask them about with regards to Sage 300, they are able to answer - they're well versed with the program.”

“It is a pleasure working with Mantralogix. They have been very, very helpful and I've had a good relationship with them since they started. I can call them at anytime, send an email, send a message, whatever it is, and they will respond to me as soon as possible to get anything sorted out.”