

lumberTrackTM Case Study



Deer Park Lumber, Inc.

Deer Park replaces obsolete system with lumberTrack

When Deer Park Lumber, of Tunkhannock, PA found itself needing to replace a discontinued system, the company decided to switch to the integrated solution of lumberTrack and Microsoft Dynamics GP from Progressive Solutions.

“Our software was becoming obsolete and the vendor was asking us to transition to their latest software. We took the opportunity not to follow right along, but to go out and shop,” says Sherry Sabbatini, Deer Park’s Project Manager, recalling the company’s investigation of available software systems, and their decision to implement lumberTrack and Microsoft Dynamics GP.

Financials tied to inventory management with Microsoft Great Plains

Deer Park’s review committee wanted better accounting and financial integration along with their inventory system. “We were looking for software that we could grow with. One of our main goals in looking for software was to get reporting data that we need to make decisions,” Sherry recalls.

“We found that with lumberTrack and Great Plains,” Sherry continues. “The integrated solution is going to give us the ability to dig down and get the data we need. There’s just more detail, and more flexibility in what you look at and how you look at it.”

As far as meeting the company’s goal for better financial management, Sherry has particular praise for Microsoft Dynamics GP. “With our previous software, the financial side was very limited. Great Plains’ general ledger is like night and day in comparison,” she reports. Commenting on the usability of the Microsoft platform, Sherry continues, “Microsoft Dynamics GP incorporates years worth of advances in software. It’s a package designed for general ledger. Then, to dovetail with lumberTrack handling the lumber side of it... the bookkeepers are ecstatic.”

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“We were looking for software we could grow with. lumberTrack and Microsoft Dynamics GP are going to give us the ability to dig down and get the reporting data we need to make our decisions. They have streamlined our work flow and the general ledger. The bookkeepers are ecstatic.”

—**Sherry Sabbatini**, *Project Manager*

One supplier. One integrated system. Only Progressive Solutions.

LOCATION	Tunkhannock, PA
FOUNDED	1982
WEBSITE	www.deerparklumber.com
EMPLOYEES	70
BUSINESS	Hardwoods, sawmill with dry kilns – predryer
USERS	lumberTrack - 7 Users Microsoft Dynamics® GP - 4 Users
PSI SOFTWARE	lumberTrack and Microsoft Dynamics GP
PSI IMPLEMENTED	October 2007



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“lumberTrack is a very thorough system that will support our lumber business as it grows. It meets the needs of consumers on the other side of the ocean.”

—**Steve Fox**, Sales and Marketing Manager

Deer Park Lumber, Inc....continued.

Captures hardwood-specific sales practices—gross/net sales, tally details

Sherry also praised lumberTrack for the way it manages lumber inventory and order processing—in particular, support for the way the hardwood industry sells, costs and manages its inventory.

“lumberTrack has streamlined our workflow, from sales orders to trucking and right into invoicing,” Sherry begins. “The way lumberTrack handles that has smoothed it right out for us.”

With respect to gross/net tally pricing, Sherry explains: “With hardwoods, you have both gross and net selling prices. It drives you crazy trying to detail your costs, because you’re mixing the numbers all the time and you don’t get a clear definition of what you’re really selling.”

Sherry reports that lumberTrack has solved the gross/net confusion for them: “With lumberTrack, we’re able to sell to the customers that want it in gross, then convert everything to net. That aspect was really important to us.”

She adds that detailed pack tally information helps the sales people sell and enter orders: “The sales people wanted to be able to view pack data and tallies on-line, and then bunch the tallies together for the customer. That’s working and is helping sales.”

lumberTrack helps expansion to export markets

Steve Fox, Deer Park’s Sales & Marketing Manager adds that lumberTrack is helping Deer Park sell into overseas export markets. “lumberTrack has a lot of features that we’ll use as our lumber business grows. It meets the needs of consumers on the other side of the ocean,” he says.

Steve explains one of the ways lumberTrack makes it easier for Deer Park to sell overseas: “We can sell in cubic meters, net tally, gross tally—whatever a customer needs to buy in. lumberTrack does the conversion.” lumberTrack also eases the paperwork for export, collecting and converting the data needed for export shipment. Steve says, “The weights are in there for trucking. It’s far more complete. All that helps down the road and makes life easy.”

Sherry reports how easy it was to process their first overseas order: “We were able to give them pack tallies in cubic meters, and show the detail with the invoicing. And it all converted back to board-feet for our accounting.” She adds: “We could not have done that before.” ■

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