



# lumberTrack™

## Case Study



### Vaagen Bros. Lumber Inc.

Vaagen Bros. Lumber is one of the top wood products companies in the Pacific Northwest, producing 130 million board feet of dimension lumber and boards for domestic and international markets at its two sawmills in Colville and Usk, Washington.

Vaagen's success is largely a result of continually updating equipment, employee skills, and business processes, and seeking new ways to use technology to streamline operations and improve efficiencies.

In 2001, knowing it had to improve its internal systems in order to meet its business goals and remain a leading company in its industry, Vaagen Bros. installed Progressive Solutions' lumberTrack and Tag Track software.

"lumberTrack and Tag Track transformed our operations," says Mike Beye, Chief Value Officer for Vaagen Bros. "We soon had mountains of real-time inventory and sales information at our fingertips. Everyday tasks were much easier, reports were available at the push of a button and invoicing, and other tasks that used to take several people hours a day, were being done automatically."

lumberTrack is the leading inventory management software for hardwood and softwood mills, panel mills, value-added remanufacturers, distributors, wholesalers and brokers. By providing accurate real-time inventory information along with order-to-invoice tracking, product costs, margins and sales trends, lumberTrack helps companies automate paperwork, reduce inventory costs and increases sales.

Not content to sit on its laurels, Vaagen Bros. is now upgrading to lumberTrack V8 (from V6), which boasts numerous new features and enhanced functionality thanks to ongoing feedback from users like Vaagen Bros.

"There's much more information now," says Beye. "The filters are way more extensive. You can filter by dates and all kinds of different stuff now that wasn't in our previous version. I also really like the way the product codes are set up now, where you've got measurement fields and you can set up all your different measurements and then use them in different ways for different products. It gives you a lot of flexibility; I really like that."

| continued...

"lumberTrack's business logic is rock solid. It's a very configurable system and Progressive Solutions, as a business partner has been awesome."

—Mike Beye, Chief Value Officer

One supplier. One integrated system. Only Progressive Solutions.

HEAD OFFICE	Colville, WA
MILL LOCATIONS	One in Colville, one in Usk, WA
WEB	www.vaagenbros.com
EMPLOYEES	Approx 200
SALES VOLUME	Ranges 130 to 200 MBF
SPECIES	Douglas Fir and Larch, MSR grades
SALES BREAKDOWN	Predominately Domestic; 15% Export to Australia new just this year.
USERS	lumberTrack - 17 Users 2 locations
PSI SOFTWARE	Tag Track, lumberTrack, Microsoft Dynamics® GP
PSI IMPLEMENTED	April 2001



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“There’s much more information with V8 of lumberTrack. The filters are way more extensive, the lookups have been enhanced and the export functionality is fabulous.”

—Mike Beye, Chief Value Officer

### Vaagen Bros. Lumber Inc... *continued.*

“I’m also really excited about the data warehousing and dashboards in particular. The lookups have been enhanced tremendously and the consistent look of all the interfaces has made a big difference. I’ve also gone through the export functionality in V8 and it is fabulous. It’s greatly enhanced, especially the way it handles all of the export documentation.”

Beye says users will also appreciate the way V8 of lumberTrack interfaces seamlessly with other programs.

“The fact that reports and documents are now Crystal Reports-based is very, very nice. That was a huge step. We’re anticipating that the accounting interface with Microsoft Dynamics GP will be very good for both controls and auditing and just day to day functionality.”

Most importantly, Vaagen Bros.’ investment in lumberTrack and Tag Track is paying off, thanks to their ability to generate reports that provide an overall picture of their manufacturing plants, inventory levels and sales activity.

“Where the rubber hits the road of course is, what did you produce, how much did it cost you and how much did you sell it for,” says Beye. “lumberTrack not only improved the efficiency of entering orders, shipping and customer service, but by tagging everything, tracking grade yields and making production reporting a lot easier, it’s also helped us decide where we want to focus our attention and our sales.

“Employees now have the ability to view a customer’s complete history while they’re on the phone with them, information such as credit limits and past buying trends. In the long-term, this data too can be used for sales forecasting, planning what commodities to keep on hand and analyzing new opportunity areas.”

Beye says he wouldn’t hesitate to recommend lumberTrack to prospective buyers.

“It’s a very configurable system, with rock solid business logic, and there’s no need to spend a lot of money rewriting software to make it work.”

And if issues do arise?

“The help section within lumberTrack is fabulous. I used to just get on the phone, now I go there first. 99 percent of the time it figures it out for me. Also, Progressive Solutions has the best follow up and support networks in the business. The website is great and they’ve got really good people on their helpdesk that send you to the right person for the right issue. Progressive Solutions as a business partner has been awesome.” ■

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