

SUCCESS STORY

Sawing & Shearing Services, Inc. cuts through the competition with Sage 300

Illinois-based custom steel fabricator uses Sage products to scale its business growth while remaining efficient



Sawing & Shearing Services, Inc. is a privately-held company that employs fifty-five people and specializes in custom steel fabrication. The company was incorporated in 1991. The owners rented a 15,000 square-foot building but soon upgraded to a 75,000 square-foot warehouse in the southern Chicago suburbs, where it is thriving today.

Sage 300 is helping the company simplify and automate business processes and sustain growth.

Key outcomes:

- Supported company growth from one employee to fifty-five employees
- Reduced man-hours
- Supported sales increase to eight million dollars annually



Company
Sawing & Shearing Services, Inc.

Location
Illinois, US

Industry
Process Manufacturing

Solution
Sage 300



Sawing & Shearing ships and receives truckloads of steel every day, and they have customized Sage 300 to assist with processing purchase orders smoothly.

“Sage 300 has helped us grow while staying efficient.”

Christine Rios, Vice President, Sawing & Shearing Services, Inc.

Scaling the business with Sage 300

Sawing & Shearing Services, Inc. began with original owner, Jack Sambo, and has evolved to become a family-run business. Son Tony is now President and oversees Sales and Operations, wife Ruthann, still comes to the office a few days a week and helps with receivables, and daughter Christine is Vice president and oversees the administrative side of the company. Sawing & Shearing Services, Inc. fabricates all kinds of steel, from customized parts for roads and bridges, to heavy machinery as part of a one-stop shop. The company has been using Sage 300 since 2007. Christine Rios started working for her father's business straight out of college and remembers using Peachtree software. After a number of years of steady growth, she realized that Peachtree just couldn't keep up with their needs. She turned to her uncle, a software expert, and he suggested Sage for its scalability.

“Business was picking up, I could not keep up with it,” says Rios. “It was wasting a lot of time and resources.”

In addition, Sawing & Shearing started as a small business with limited cash flow, so cash on hand was critical. Sage 300 not only provided them an accurate aging schedule, but also a comprehensive accounting solution. “Sage allowed us to really tie up all the loose ends of all the different things that were happening at Sawing and Shearing. And that's one of the reasons we chose Sage, not only so we could grow more with it, but that we were able to do order entry, and the order entry side fed into the sales side, the accounting side, the receivable side.

We also use the payroll inside Sage. Everything ties in,” says Rios.

Sage won out over the competition because of that comprehensive offering. “Most of the competitors that we looked at really focused more on the job costing and software that we would be using out in the steel plant. We needed that, but we also needed the financial side, the accounting side with it. And Sage seemed to be the one software that had the whole package,” says Rios.

Sage 300 drives efficiencies

Since adopting Sage 300, Rios has noticed a number of efficiencies gained. She says that customer service is maintained by delivering accuracy in orders. “People make mistakes,” says Rios. “Sage has allowed us to start with a quote from a customer, this can be autocharged to an order, then fabricated in shop - this info in Sage is then moved into the shipping folder for drivers, and lastly the invoice that is emailed to the customer. The room for error in this process is almost completely eliminated,” Rios says.

The company has also been paperless for the last ten years, saving costs on envelopes and man-hours. In addition, the software has enabled them to maintain quality without adding to their workforce. “We run very lean here because we are a small family business,” says Rios. “For example, I do the payroll as well as oversee all of the accounting, as well as the HR. Everybody does several different things. Sage has helped us grow while staying efficient, allowing us to keep our manpower as low as possible.”



Now on its second generation of family ownership, Sawing & Shearing is advancing its goal of passing the business down to the grandchildren.

“I like the innovation that Sage 300 offers.”

Christine Rios, Vice President, Sawing & Shearing Services, Inc.

As the business continues to grow, Rios has been able to adjust Sage 300 to work for her changing needs. They now have customized invoice and PO forms and streamlined processes from entering an order, to a bill of lading, to all the shipping documents they need.

“I really like the way it so easily integrates with other third-party vendors that Sage uses,” says Rios. “It’s just so flexible.”

Sawing & Shearing is prepared for what’s ahead with the tools they have. Rios says, “I think with any small business, our hope is to continue growing.”

Rios is proud of the company her father started and hopes for her generation to pass the family business down to the grandchildren. Her brother, Tony Sambo, took over operations in 2005, and she gives him the credit for getting them through a downturn. She says his input, coupled with Sage’s capabilities, are helping them make the family business thrive. “I’m a real fan of Sage,” says Rios. “I don’t believe that our company would be where it is today if it was not for Sage.”



About Sage 300

Over 40,000 customers across 150 countries and a variety of industries trust the Sage 300 product line to manage their finances, operations, and inventory - for a fraction of the cost of traditional ERP software.