

Southwestern Petroleum Corporation

**INDUSTRY:**

Industrial Lubricants
Building and
Maintenance Products

HEADQUARTERS:

Fort Worth, Texas

ESTABLISHED:

1933

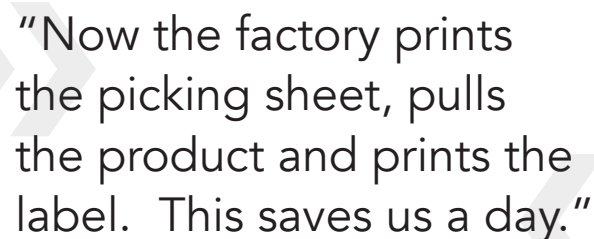
PRODUCTS:

Sage 100 cloud
(previously SAGE 100)

Southwestern Petroleum Corporation (SWEPSCO), a 75 year old manufacturing company wanted to reduce staff and integrate systems with mainstream technology. They worked with the people of MicroAccounting Solutions to implement SAGE 100 and eliminate seven positions, improve costing, ship product quicker and increase A/R currency by nearly 8%, according to Frazier.

SWEPSCO was spending a lot of money supporting highly customized software running on very expensive hardware that was implemented in 1986. "We were our own worst enemy as most people who have programmers on staff are. We could make it do whatever we wanted it to...but it took a long time to get anything done and it was just a little cludgy," says Frazier. "We wanted our people to be more efficient and able to look in the system and find whatever they needed," says Frazier. In 2000 Frazier evaluated software and chose SAGE 100 over Great Plains, now Microsoft Dynamics. Once selected the SAGE 100 publisher recommended MicroAccounting Solutions (though under a different name at the time). "We really like the software and what it does for us but we also really like the people. It's the same people; it's not like to you get a new person you've never heard of or they've never heard of you every time you call up," remarked Frazier.

"One of our goals was to eliminate programmers and reduce maintenance costs," says Frazier. By eliminating all the programmers and cutting expensive hardware and software maintenance costs, SWEPSCO reduced annual support costs by approximately \$200,000.

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"Now the factory prints the picking sheet, pulls the product and prints the label. This saves us a day."

— Philip Frazier, CFO

Wanting also to gain efficiency and make information readily available SWEPSCO eliminated one staff accountant, 3 clerks and 1 credit manager. "We are doing it better with less people because of the integration," notes Frazier.

Frazier noted that they "gained a great deal of integration and improved costing ability...Now we can tell on a batch by batch basis our cost." This was particularly important over the past couple of years with the dramatic changes in oil prices. "This helps us not get behind the eight ball on pricing," says Frazier. In other words, they had the right tools to make the right pricing decisions at the right time to stay competitive and profitable.

Customer service has improved with the new systems as well. Frazier recounts that, "previously, our factory people couldn't print their own bills of lading..."

we printed them here and had them delivered to the factory. Now the factory prints the picking sheet, pulls the product and prints the label. This saves us a day." It improves customer service by getting product to the customer quicker. In addition, sales history is readily available to anyone that needs to see it. This helps them assist customers with orders immediately without having to manually look up information and call the customer back.

In addition to eliminating one credit manager position, SWEPCO was able to increase current A/R by almost 9%. The company is also equipped to make decisions quicker because they are able to close out a month, one to two weeks earlier than they were before. Now the system waits on us rather than us waiting on the system.

About Southwestern Petroleum Corporation

Founded in 1933, Southwestern Petroleum Corporation is today a multi-national company with sales throughout the United States and more than 80 other countries worldwide. The company is headquartered in Fort Worth, Texas, and has two foreign subsidiaries, NV Southwestern Petroleum Europe, SA outside of Antwerp, Belgium, and Southwestern Petroleum Canada Ltd. near Toronto, Ontario, Canada. The company's award winning Export Division also operates out of the International Headquarters in Fort Worth and serves all markets outside of the United States, Canada and Europe. The company produces a line of building maintenance products and industrial lubricants of unparalleled quality.

About MicroAccounting Solutions

Founded in 1988, MicroAccounting Solutions serves hundreds of businesses in the central United States. The people of MicroAccounting faithfully drive value to their clients with their down-to-earth understanding of priorities and their high standards of service and innovative approach to problem solving.

MicroAccounting

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