

CUSTOMER SUCCESS



Poppelmann’s Flower Pots Are Blooming Success

When is a flower pot more than just a flower pot? When it’s TEKU, a line of high-quality containers made by Poppelmann Plastics. TEKU pots and containers are available in numerous colors and sizes, from miniature seedling cups to enormous containers for trees. Among Poppelmann’s many offerings are TEKU-light containers featuring an innovative mega-hole drainage system for healthier root growth.

Poppelmann’s Plastics has been manufacturing containers as well as parts for Mercedes in Germany for 20 years. A new sales office in Georgia represents its first venture into the North American market. The American franchise has achieved remarkable success, and recently clinched a contract to manufacture custom pots for Bonnie’s Nursery, a retailer that provides plants to Walmart.

System for the Budding Firm

Just one year ago, opening a Poppelmann’s distributorship was merely a dream for Jack Shelton, general manager. He started the operation from scratch, acquiring an office, telephone, desk — and, of course, a computer. He decided on Sage BusinessWorks 50 Accounting from the outset because of its powerful features and diverse module offerings. He knew he’d need a business system that could grow with his fledgling firm, offer flexibility, and yet be simple for new staff members to operate.

Ideal Conditions for Growth

Poppelmann’s Plastics USA now relies on Sage BusinessWorks for a full range of accounting functions. An integrated accounting package designed for companies with between one and 50 employees, Sage BusinessWorks offers more than 250 built-in reports, graphical reporting capabilities, and a custom report writer. It provides detailed financial information that is vital to Poppelmann’s success. The interface is so intuitive that Sage BusinessWorks can be used by virtually anyone in the company.

Customer:

Poppelmann Plastics USA, Inc.

Industry:

Plastic flower pots

Location:

Cummings, Georgia

Number of Locations: One

Number of Employees: Five

System:

Sage BusinessWorks

- Accounts Payable
- Accounts Receivable
- Cash Management
- General Ledger
- Inventory Control and Purchasing
- Order Entry
- System Manager

CHALLENGE

Acquire a full-featured, user-friendly system that offers flexible functionality, diverse capabilities and outstanding reporting.

SOLUTION

Sage BusinessWorks financial and Inventory Control and Purchasing modules.

RESULTS

Intuitive interface; streamlined automation from a-to-z; outstanding reporting capabilities; Precise inventory tracking; automatic check processing; rapid and accurate aging, reconciliations and statements.

The new Sage BusinessWorks system records inventory as it arrives from Germany and tracks items in the warehouse. It automates processing of purchase orders, printing of pick tickets for the warehouse, shipping, billing, invoicing, and receivables. The Accounts Payable module processes all checks to vendors. Aging of accounts, bank reconciliation, and financial statements are performed rapidly and accurately.

"Sage BusinessWorks has awesome capabilities," says Kathy Fears, office manager. "It's robust enough to maintain speed, whether it's just one person or five using the system at any given time. And the reporting functions are outstanding."

Fears had used many other software packages when working at other companies. "I find Sage BusinessWorks to be very user friendly in comparison," she comments.

She has also been impressed with the level of service provided by her reseller. "He's so knowledgeable and helpful," she remarks. "He's easy to get hold of. No matter what I ask, he always knows the answer."

Poppelmann Plastics USA plans to enlarge operations in the near future. Besides TEKU flower pots, it hopes to distribute more types of products manufactured by its parent company in Europe. "I'm confident that Sage BusinessWorks will be able to grow with us throughout the years ahead," comments Fears. "It's a well-designed system that answers all of our needs."

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ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

