

The Right Processes and Tools to Support Your Business



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-Mike Wells, Vice President of Finance,
East Penn Canada

East Penn Canada is a major player in the Canadian battery industry. It operates in the Automotive Battery Aftermarket, as well as in Motive Power and Standby Emergency Power battery applications. East Penn Canada currently services thousands of customer locations across Canada from their fourteen warehouses. Their central warehouse facility in Ajax, Ontario stocks close to 100,000 batteries. To ensure prompt delivery of customer orders with close to 100% fill rate East Penn knew they needed a powerful and flexible ERP solution and a knowledgeable partner. "We knew we wanted to grow to support our customers coast to coast and needed the right processes and tools to do it," says Mike Wells, VP of Finance. "We needed a solution that would give us clear visibility to our inventory, our orders and our shipments."

"Second Foundation provided East Penn Canada with Epicor Enterprise to manage its multiple locations, inventory, orders, and shipments," says Gary Rogers. "Their solution was the right one for them now and into the future." "By accessing the business intelligence provided by our system, we have the ability to forecast item purchases and delivery by our customers purchasing patterns. Growth in the Canadian market and being able to supply the needs of our customers is critical to us. We have been able to grow over 50% since partnering with Second Foundation and Epicor for our ERP needs," adds Mike Wells.

David Popowich, President of Second Foundation says, "Our team knows how to provide the tools and processes to sustain growth in the distribution industry. We understand the needs of wholesalers...from managing inventory in multiple warehouses to ensuring shipments are arriving where and when they are needed."

Is your company growing? Do you need to manage inventory and shipments? Is your system providing you the right business intelligence to run your company profitably?

Call Second Foundation today to learn how we can help you with your distribution, manufacturing, or services needs.



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