



# ERP Software Leader Encompix Selected by Formglas

TR Cutler, Inc., September 15, 2005

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## *Formglas Selectes ERP Software Leader Encompix*

PR9.NET September 15, 2005 - Formglas, Inc. ([www.formglas.com](http://www.formglas.com)) recently joined the fraternity of Engineer-to-Order/project-based manufacturing companies. Formglas placed an initial order for 20 seats of Encompix with implementation and support services. Formglas, located in Toronto has 4 operating divisions. The primary division (commercial construction) provides custom gypsum-based products to the construction industry. The gypsum products are used in place of heavier, more expensive, more flammable materials like wood. Formglas specializes in providing ornamental ceiling and wall fixtures to the Casino and cruise ship industries. Their other divisions are architectural, fireplace and CNC Pattern.

A typical project for them begins with a quotation to provide a certain amount of a product that has been designed by an architect to a customer building a large facility. Formglas provides a quotation in number of pieces and feet using several custom dimensions. They make a pattern (mold) to use in the production of the final product. Formglas is like many of mold makers in their system requirements. Once the patterns are complete the company makes a recipe of gypsum or glass and then manually presses the gypsum into the pattern. The gypsum dries, is finished, (painted, sanded, etc) and then stored for shipment to the job site. The shipments and production schedule are timed in accordance with the project site build schedule.

The company was using a custom developed job tracking system and AccPac accounting. The company tired to implement Made2Manage ERP three years ago, but failed when they realized how project oriented they were and that they rarely make the same item twice.

Atul Swarup, the VP of Finance, was the driving force behind the system, leading the charge to allow for a new culture to develop in the company. The competitors for this account were Lilly (Infor), Epicor (Vantage), Navision, and Made2Manage. Atul spoke to five Encompix reference accounts including a visit to Weber Manufacturing in Midland, Ontario.

Encompix ([www.encompix.com](http://www.encompix.com)) has filled the manufacturing software requirements of Engineer-to-Order companies since 1992. The company name reflects the commitment to developing business application solutions that encompass the complex areas of project-based and job-based manufacturing. Encompix provides ETO manufacturers with a competitive advantage by improving bottom line results.

[www.encompix.com](http://www.encompix.com)  
[rmeloy@encompix.com](mailto:rmeloy@encompix.com)  
513-733-0066

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## **About TR Cutler, Inc.**

Professional Marketing Firm reaching the Manufacturing Community Worldwide

<b>Phone:</b>	954-486-7562
<b>FAX:</b>	954-739-4602
<b>Website:</b>	<a href="http://www.trcutlerinc.com">http://www.trcutlerinc.com</a>
<b>E-Mail:</b>	<a href="mailto:trcutler@trcutlerinc.com">trcutler@trcutlerinc.com</a>
<b>Address:</b>	3032 S. Oakland Forest Dr. Ste 2803