



# Plant Magazine Profiles Frank Brasier & Sons and PRONTO ERP

TR Cutler, Inc., September 16, 2005

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*Frank Brasier & Sons and PRONTO ERP interviewed by Plant Magazine*

PR9.NET September 16, 2005 - In the latest issue of Plant Magazine, leading manufacturing journalist Thomas R. Cutler, profiled Frank Brasier & Sons, Ltd., based in Brampton, Ontario.

Celebrating its fiftieth year, the firm has transformed the operation according to his granddaughter and CFO, Christine Parravano. "Like most Canadian manufacturers we had to meet the competitive challenge by becoming a one-stop shop that offers our customers extraordinary service and a varied quality product line. Diversification was essential to our survival and growth."

The company now distributes Hyd-Mech bandsaws and cleverly provides customers with five free blades. (Hyd-Mech is a Canadian producer of robust precision engineered bandsaws.) When customers need new blades or new machinery or service, they return to Frank Brasier & Sons. This business model shift is evident when service revenue has gone from 5% to 40% in just five years. The anticipate service revenue percentages are anticipated to continue, with more than 60% of the company's revenue coming from service by 2008. The major shift required the selection of an ERP (Enterprise Resource Planning) solution that could handle distribution, services, and manufacturing aspect of the firm. They went with PRONTO North America.

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