

**CUSTOMER**

ChevronTexaco Global
Lubricants Canada

INDUSTRY

Lubricants marketing, packaging,
and distribution

LOCATION

Ontario, Canada

Number of Locations

Five

Number of Employees

100

SYSTEM

Sage PFW

Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Book
- Crystal Reports®
- Microsoft FRx
- General Ledger
- Inventory
- Multi-Currency Manager
- Purchase Order
- Sales Order

ChevronTexaco Lubricants Keeps Its World Moving With Sage PFW

Who trusts the ChevronTexaco star?

“People do—in more than 180 countries.

ChevronTexaco is the world’s fourth largest publicly traded integrated energy company, with a worldwide network of 23 wholly owned and joint-venture refineries in the United States, Asia, Australia, Africa, and the United Kingdom.

ChevronTexaco Global Lubricants (CTGL) Canada, a subsidiary of the global giant, distributes brands like Havoline, Delo, Revtex, Xpress Lube, and Ursa. Its 1,000 active customers, located throughout Canada, include oil change businesses, auto parts stores, and major retailers like Canadian Tire and WalMart.

Sage PFW “Grew With Us”

As early as 1990, CTGL Canada made a very wise investment—Platinum for DOS as its accounting package. No one could have predicted at the time that CTGL would grow six-fold in the next 13 years, or that transactions would increase to 3,000 a month, each with an average of five different line items. By upgrading to Sage PFW ERP, CTGL found that the application more than met their needs.



“During each of the last three years, we either merged with or purchased a company equal to our own in size,” says Larry Macdonald, IT manager. “Sage PFW absorbed the additional transaction volume without a hiccup. I marvel when I consider how smoothly Sage PFW grew along with us.”

Sage PFW handles all financial operations at CTGL, including general ledger, payables, receivables, sales orders, purchase orders, bank reconciliation, and inventory management. It integrates seamlessly with a vertical package for blends and packaging and bill of materials operations.

CHALLENGE

Culture of ongoing expansion required very flexible, scalable, and easy-to-modify business system with customizable parameters.

SOLUTION

Sage PFW ERP with full suite of business modules, including Multi-Currency Manager.

RESULTS

Supports a full spectrum of business operations while company’s size tripled over three years; processes 3,000 transactions a month and has eliminated need to hire two more full-time employees.

"PFW lets us keep infrastructure to a minimum, realize significant savings in IT, and avoid hiring at least two full-time employees in procurement and fulfillment. Because of the product's modularity, flexibility and superb engineering, it should be able to accommodate us for years to come."

—Larry Macdonald
IT Manager
ChevronTexaco Global Lubricants Canada

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



Unique Capabilities of Sage PFW

"One of the strengths of Sage PFW is the ability to track actual costs during the distribution process," Macdonald explains. "This lets us calculate costs on a per-line-item basis. Many packages that are much pricier than Sage PFW don't offer this capability."

Macdonald also appreciates the system's adaptability. "We must associate a liter quantity with every line item, something that no other application permitted," he says. "It was relatively easy for us to make these and other tweaks within Sage PFW. In all, we have about 50 custom applications and reports running, most of which we were able to develop internally. Our accounting group swears by the FRx reporting functions."

The Multi-Currency Manager module converts funds from Canadian to U.S. dollars, for streamlined reporting to headquarters across the border. "It would be a severe pain if we didn't have that module in place," Macdonald states.

Being a Sage Software product has increased the value of Sage PFW in Macdonald's eyes. "I'm very impressed with Sage Software," he notes. "They're a rock-solid company, with excellent customer support. When I call, they don't make me prove that I'm a customer, but instead actually know who I am. They also take pride in new product development, which gives me great confidence in the quality of upgrades and additional modules."

CTGL Canada has had Sage PFW for such a long time that it is difficult to quantify system benefits. Nevertheless, Macdonald believes that the application is responsible for ongoing efficiencies. "Sage PFW lets us keep infrastructure to a minimum, realize significant savings in IT, and avoid hiring at least two full-time employees in procurement and fulfillment," he says. "Because of the product's modularity, flexibility, and superb engineering, it should be able to accommodate us for years to come."