



CASE STUDY

MacEwen Agricentre Optimizes Inventory Tracking and Sales Positioning with CMS by Ever.Ag

Partnership Establishes Inventory Adjustment Process and Provides Access to Product Traceability



COMPANY OVERVIEW

MacEwen Agricentre provides grain services for their customers in addition to manufacturing dairy and poultry feed and supplies crop input solutions. They have three locations serving eastern Ontario and western Quebec, Canada.

CHALLENGES

- Lacking a grain-specific solution
- Inadequate system to evaluate and investigate inventory status
- No efficient method for gathering data to align sales and inventory

OBJECTIVES

- Obtain a solution with grain-specific capabilities
- Reduce time in inventory adjustments
- Gain insight into inventory and sales positioning

RESULTS

- Established an inventory adjustment process
- Access to product traceability
- Generate reports to reveal valuable business insights



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BACKGROUND

MacEwen Agricentre includes three locations, Maxville, Vars, and Cobden, in Ontario, Canada. The company focuses on feed manufacturing, crop inputs, and buying and selling grain. They mainly supply feed for dairy and poultry customers in eastern Ontario and western Quebec. Crop inputs include dry fertilizer, seeds, herbicides, and chemicals, focusing on crop farmers. The company's feed manufacturing is done at the Maxville location, where they buy and sell corn, soybeans, and wheat.

CHALLENGES

MacEwen manages many different aspects of a grain marketing and feed manufacturing business. Unfortunately, the efficiency of their services was limited by a lack of a grain-specific management solution. Providing feed manufacturing, crop inputs, and buying and selling grain requires timely access to data and industry-specific tools to accurately track and manage inventory.

The company needed a grain-specific solution to sufficiently address the unique management tools required to track grain movements. They had inadequate capabilities to evaluate and track inventory and, as a result, lacked the ability to assess and ultimately align sales and inventory.

In addition, because of MacEwen's diverse service offerings for their customers, they sought a robust inventory adjustment tool. The company completes many inventory transactions every month. By the end of the year, they had several hundred products in inventory that had to be adjusted in a manual and time-consuming method.

"Typically, during our year-end count, we have several hundred products we would have to adjust, and we would be doing them one at a time."

DIETRICH KRUPP

Director of Finance, MacEwen Agricentre



OBJECTIVE

MacEwen wanted to efficiently and effectively manage the complexities of working in the feed and grain services industry. Ultimately, they hoped to streamline their processes by utilizing a general ledger solution that focused on the detailed management aspects of their business.

In addition, the company also wanted to minimize the time required for manual entry in inventory evaluations and adjustments.

MacEwen looked to eliminate bottlenecks and improve the efficiency and accuracy of inventory tracking, evaluation, and alignment with sales.



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SOLUTION

MacEwen chose Commodity Management System by Ever.Ag for its industry-focused and grain-specific management modules available in their solution. They realized CMS's unique capabilities – specifically in tagging, bill formulas, and grain contracts – would provide the robust and detailed support they urgently needed to efficiently manage feed manufacturing, crop inputs, and buying and selling grain inventory.

After reviewing MacEwen's goals and outlining their ideal outcome, the company worked with CMS by Ever.Ag to implement a general accounting ledger module to leverage the grain-specific capabilities they sought. Furthermore, MacEwen implemented Inventory Status and Product Inventory modules to streamline the inventory adjustment process and efficiently align sales and inventory tracking.

“Before the end of the month, we try to eliminate any products we haven't sold in a year or two. We can easily align our sales with our inventory by using both Inventory Status and Product Inventory detail. We can't imagine doing that investigation without CMS.”

DIETRICH KRUPP

Director of Finance, MacEwen Agricentre



RESULTS

After implementing CMS, MacEwen successfully established an inventory adjustment process with the capability to mass adjust any inventory changes quickly and efficiently.

Furthermore, MacEwen has access to product traceability, including grain and feed, to complete full investigations into any product that may have become obsolete in their business.

In addition to tracking and adjusting inventory, the company utilizes the solution's report-generating tools. For MacEwen, they needed the capability to generate an inventory evaluation report. Today, they can run a report a month or year later in a designated time frame without time sensitivity.

“The time and confidence that we gained through CMS's numerous reporting options, data management, and traceability are just a few reasons why we enjoy greater efficiencies in our business to date.”

DIETRICH KRUPP,

Director of Finance, MacEwen Agricentre

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