

Bruning & Federle Manufacturing Co.

# Success Story

One of a series of articles celebrating the success of companies using today's information technology to solve operational problems common within their industries and beyond.



## Big Problems, Big Solutions

Beginning in the 1960's the furniture industry was facing big problems in complying with OSHA's demands to clean up their environment. Business was good, but furniture companies desperately needed clean air.

Bruning & Federle was founded in 1963 in response to that need. Located in Statesville, North Carolina, the company was ideally situated to serve their market. They have earned an enviable reputation as a company with expertise to provide complete solutions, from expert design through fabrication and installation of their dust collection systems.

Skilled designers work directly with customers to insure efficient, cost-effective designs. Using the latest technologies and materials, components are custom fabricated in their factory, incorporating ducts, supports, fans and motors. Experienced fabricators bolt, weld, cut and fit components to create a functional unit. Projects are completed at customer sites, by expert installation teams, using structural steel, cranes and heavy machinery as necessary.

## A Quick Summary

### Company Profile

Design, fabrication and installation of dust collection systems for wood-dust control, primarily for the furniture industry. Also fans, airlocks, clean finishing systems, production equipment and material handling systems.

### Information System Needs

We had used Open Systems software for years, but we needed to upgrade. Since dependable support was no longer available in the area, we looked for alternatives. SouthWare was the best solution for our needs.

### Current Software & Hardware

SouthWare Release 9, Inventory Sales, Job Cost, ReportMate, Fixed Assets, AR, AP, GL, PR. Networked hardware, using six CTG Superpro Pentium 3 450's. One remote user at our Greensboro plant, connected via a T1 line.

### Benefits

"SouthWare is fast, efficient, and does what it's supposed to do. As a whole, I really like it!"

—Vivian Cooke, AR/GL



For more information please contact Carolina Cipher at 800-948-9968X5, Email [sales@ccipher.com](mailto:sales@ccipher.com), or visit us at [www.carolinacipher.com](http://www.carolinacipher.com).

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## Diversification

Recent years have brought major changes to the furniture industry, resulting in plant closings and suspension of new plant construction. Like other successful companies, Bruning & Federle is coping with change by diversifying their product line and seeking new markets. Examples are shown at the left.



Paint & Finishing Systems



Production/Process Equipment



Material Handling Systems



Air Quality & Conditioning Equipment

“Our relationship with Carolina Cipher has been very good. They are always available and are very helpful. They know what they are doing, know our needs, and how to put the two together. They have fulfilled our expectations for reliable support.”



*Jim Beam, Controller*

### We asked Jim Beam about his hardest operational challenge

“Job costing was difficult, because we do things differently than standard software. We get a job, assign a job number, do a takeoff, come back to a draftsman for the plans, the customer approves them, gives us a down payment, we order fans, motors, filters, start fabricating the sheet metal, and send a crew there to begin work. We put the filters together, install bags, put up framework, bolt it down, install piping, the customer signs off and we are done. Cathy Gray and Allen Rembert were able to think outside the box, using ReportMate to get us the information we needed.”

### Vivian Cooke told us how SouthWare helps with her job

“We get more detail on the screen than our old system. You can go into account inquiry, and you can go all the way back to the beginning of the fiscal year. Breakout is a good feature, letting you leave in the middle of a screen, go elsewhere in the system to do something completely unrelated, and then return where you were as if you never left. I like how you can research everything about a job on the screen, without having to do a printout. When you leave a message for tech support, they get right back to you. With credit memos, you call up the invoice, it asks ‘Is this the right one?’, you say yes, and it’s done! After making entries, you can run an edit list, and if you find an error item you can easily delete it with one keystroke before it’s ever posted. With the old system, it was very difficult to correct an error.”

### Jim offered suggestions for anyone looking for new software

“First, determine your expectations and the benefits you hope to receive. Then look for software that will fulfill all that. Realize that you won’t find exactly what you want, and be ready to make some compromises. Find a stable company. The first time we bought software, the company went out of business in two years. Find somebody who can think outside the box. And don’t be in a hurry. Don’t make quick, rash decisions.”



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