

Triumph

Business Systems

CLIENT PROFILE

MANUFACTURING / WHOLESALE

David Gray & Co Pty Ltd

The exceptional expansion of a successful and established Australian company.

David Grays Aglink is the most recent success story in the David Gray & Co story, which began with manufacturing stock feeds for West Australian farmers in 1939.

David Grays Aglink began in 2005 and has proven to be an outstanding business decision, experiencing an annual turnover in excess of \$60 million just 9 years on.

David Grays needed a system that offered high performance accounting but was still simple enough for their operational staff to use. It also needed strong reporting ability to allow management and auditors to track what was happening across the company. Within the David Grays Aglink operation they have more than 150 suppliers across the country and over 4,500 stock items to manage, as well as seven suppliers that they manage consignment stock for and also operate a third-party warehouse system.

“With the exceptional expansion we were experiencing with the opening of David Grays Aglink we knew we needed a strong, robust system that would provide us with the platform for that growth, as well as provide us and our customers with real time information,” says Simon Hazelden, the Commercial Manager of Aglink Operations.



“When we turned to Triumph we knew we had found the perfect cost effective solution for our business challenges. Not only did it have 27 integrated business modules, Triumph was also an Australian-designed product which enabled us to work collaboratively with them in the development of a Management Inventory Model, that was critical to the success of our now multi-faceted business. Triumph was able to streamline our stock, improve our inventory control and invoicing, and interface with our customers with actual real-time information. Triumph has been a success for David Gray & Co and David Grays Aglink.”

Simon Hazelden – Commercial Manager, Aglink Operations



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