

CASE STUDY



ATF Book Process High Level and Quality for Taylor's & Co., Inc.



Another quality software solution from Business Automation Specialists.

The Company

Taylor's & Co., Inc.

- Historical Firearm Design Firm
- Winchester, Virginia
- www.taylorsfirearms.com

The Problem

The company was seeking an electronic solution to their manual processes to help keep up with the volume of records to track their firearms acquisitions and dispositions.

The Solution

Easy Bound Book streamlined and automated the process and saved them valuable time and man hours.

The Results

Simplified the ATF Bound Book process for both Taylor's & Co., Inc. and the auditors saving time for all.

For over 20 years, Taylor's & Co., Inc. has been 'Keeping the Legend Alive' by providing serious collectors and sporting shooters historically correct 1840's-1911 firearms and accessories. Located in Winchester, Virginia, the company has a history of providing customers with not only the finest products, but also a high level of quality control and a commitment to customer service.

In an effort to achieve that same high level of quality control over their record keeping process, Taylor's & Co. had been searching for a better way to track their firearms acquisitions and dispositions, as required by the ATF. As the largest importer of firearms in Virginia, the company was seeking an electronic solution to their manual processes to help keep up with the volume of records.

"Once the system was installed and we had entered all of the data from our manual bound book, Easy Bound Book easily saves me 2-6 hours per day (depending on that days shipments) on data entry. Using the system is easy and streamlines the entire process."

- Ashley Loy, Taylor & Co. Inc., ATF Records Keeper

While researching options, company co-owner, Tammy Loy, found Easy Bound Book by Business Automation Specialists of Minnesota (BASM). After talking to BASM President, Ron Ketterling, Tammy liked what she heard and felt comfortable with the companies experience with other firearms importers, distributors and manufacturers.

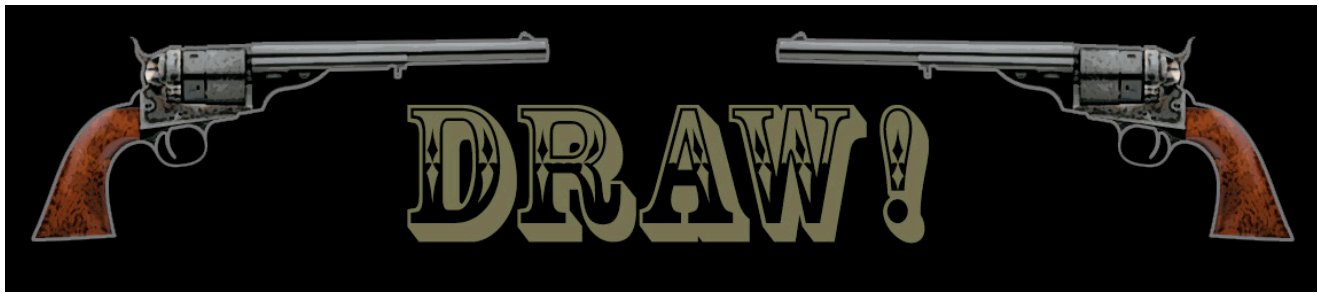
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According to Ashley Loy at Taylor's & Company, who is in charge of recording acquisitions and dispositions, "Once the system was installed and we had entered all of the data from our manual bound book, Easy Bound Book easily saves me 2-6 hours per day (depending on that days shipments) on data entry. Using the system is easy and streamlines the entire process." She continued, "The system is also so much better than a manual bound book system during ATF audits. It simplifies that process for both us and the auditors saving all of us time. It much easier printing the auditors a report versus finding and handing them a bunch of binders with the information they've requested."

When asked what she would tell other firearms importers, distributors and manufacturers about using Easy Bound Book, Ashley stated, "It's a huge time saver, and as long as you enter the initial data correctly, everything else just flows smoothly from there. I really like the fact that you can enter accounts, vendors, and customers once, then pull them up with a few clicks to associate them to a transaction. It saves a lot of hand written errors since all dispositions are tied to the serial number. It's easy to use and we are very excited that we have it in place now."

Experience

Business Automation Specialists leverages 27 years of practical business experience with software technology to help mid-sized manufacturers and distributors capitalize on their unique business strengths. We've built our business by helping our clients build theirs; enabling them to become better, faster and stronger through improved management controls, cash flow and profitability.

Performance

We focus the creative energies of business and personnel on the critical issues necessary for success by identifying time, information and communication loss. We utilize creative problem solving to structure and refine processes for optimum performance.

Knowledge

We provide the synergy of business professionals, industry knowledge, research and business acumen to produce consistent implementation and use of new and existing resources.

Results

We only provide services and products to our clients that will offer a return on their investment.



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