

APPX Client Solutions

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"Pumped about APPX!"

Power & Pumps, Inc.

Platform: Red Hat Linux
APPX Users: approx. 60
Employees: approx. 70
Industry: Industrial
Equipment
Distributor

"The biggest advantage of APPX is the ability to customize quickly."

"When we moved from an IBM RS/6000 to Red Hat Linux, one thing remained constant: APPX just runs!"

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About Power & Pumps, Inc.

With a corporate history going back to the 1930's, Power & Pumps, Inc. is a distributor of power transmission products, pumps, electrical products, sealing products, valves and process instruments. With five locations in the southeast US, Power & Pumps serves large industrial firms and municipalities involved in paper, chemical, mining, water, and wastewater businesses.

The privately-owned company has four divisions: Power & Pumps, the parent company, focuses on power transmission equipment and pumps; Valve & Controls deals in instrumentation products; Power & Controls Automation concentrates on electrical equipment distribution, and ESCO Pumps is an importer and wholesaler of pumps.

Power & Pumps has five locations, in Jacksonville, Orlando, Tampa, and Fort Lauderdale, Florida, and Albany, Georgia.

Using APPX

Power & Pumps uses the full suite of APPX Financial Applications, which have been and continue to be customized for their specific require-

ments. It's that flexibility that has kept Power & Pumps as an APPX customer for more than 20 years.

"The biggest advantage to APPX is the ability to customize quickly," says P&P Vice President Dan McCaskill. "Hardly a week goes by that we don't do something – a quick tweak, a new field on a report, some new record selection criteria on a query. Somebody is always doing something that doesn't take very long – maybe 30 minutes to an hour."

Dan recently hired a programmer, to handle more of the application design work in house, and also to assist with a platform change.



Meeting the Needs

After about ten years running APPX on an IBM RS/6000 under AIX, in 2002 Power & Pumps decided to

migrate to Linux, choosing Red Hat 7.2 on a Dell dual-processor Zeon 2.3ghz server. In addition to reducing hardware costs, the company realized a significant improvement in system performance.

What was involved in moving APPX from one platform to another?

McCaskill explains: "When we moved from the RS/6000 to Red Hat Linux, the transition couldn't have been easier. We just exported our applications and data from the RS/6000, imported them into the Linux server, and started it up. The users certainly noticed that everything got faster, but one thing remained constant: APPX just runs!"



Impacting the Business

Customer service is key to a company like Power & Pumps. Their custom-designed APPX Customer Service Inquiry program allows their sales force to bring up all relevant information about a customer, including open orders, order history, products, etc., on one easy-to-use set of screens.

Another area where a special solution was required is in Sales Order Entry. Fully 75% of their orders are for non-stock items. Their APPX system handles those orders smoothly, generating vendor purchase orders automatically, thus simplifying the work flow and getting the orders to the customers more quickly.

In these ways and many more, APPX helps Power & Pumps deliver the goods, powering their reputation among their customers, and pumping up their profits.



Contact Information

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Visit Power & Pumps, Inc. on the web at www.powerandpumps.com.