

EH Smith Builders Merchants



EH Smith Chooses Kerridge Commercial Systems' K8

Kerridge Commercial Systems (KCS) is delighted to announce that, after a rigorous selection process, EH Smith Builders Merchants has chosen KCS as its ERP (Enterprise Resource Planning) systems provider.



An experienced team, under the leadership of John Cave (Technical Sales Director) has spent 12 months evaluating a wide range of options and speaking to their buying group peers. John says "Our decision to go with K8 was based upon many factors and in particular its ability to manage rebates, inventory and margins. Furthermore, the strength and depth of knowledge of our sector within the KCS team was unrivalled".

This investment in ERP systems represents one of the biggest single investments made by the Company. A significant level of cost within this investment has been allocated to the training of EH Smith's very experienced work force.

The implementation of K8 will also give EH Smith the opportunity to totally rewrite its product file from scratch, using new data from its substantial supplier database that could amount to over 250,000 product lines.

The EH Smith ERP systems will be hosted by KCS and will replace all of its current financial and trading systems.

EH Smith Builders Merchants is one of the largest independent builders' and timber merchants in the UK, stocking a comprehensive range of building supplies and trade products.

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- John Cave, Technical Sales Director, [EH Smith Builders Merchants](#)

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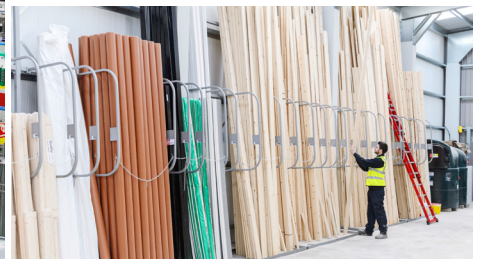
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Established in Birmingham in 1922, the company has 13 trading locations throughout the Midlands and South East which have been serving local trade professionals and the general public for many years.

EH Smith are well known in the construction industry for their ability to source specialist materials and solutions to their customer's requirements. The company values its 450 strong work force, ensuring that staff are trained to provide the very highest levels of customer service in the industry.

Kerridge Commercial Systems CEO, Ian Bendelow commented; " I'm delighted to welcome EH Smith as our latest partner to the KCS family. EH Smith ran a very thorough process in making their decision. I have no doubt that their research will help ensure that EH Smith gain tremendous advantage from all the features and benefits KCS can bring. We look forward to helping EH Smith continue to be a leader in their field for decades to come."



About Kerridge Commercial Systems (KCS)

We provide specialist software, services and support to deliver fully integrated trading and business management solutions to distributive trades customers, large and small – wherever they are in the world. Immersed in the distributive trades for over 40 years, our technical experts are thought leaders in trading and management technology, and our innovative and flexible approach ensures our customers partner with us for the long-term.

Our mission is simple: to design and deliver high performance, integrated ERP solutions that enable our distributive trade customers to source effectively, stock efficiently, sell profitably and service competitively.

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