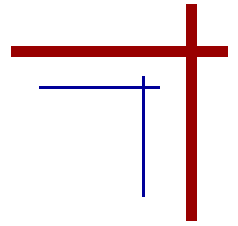




# Minotaur Software Ltd.

*Reliable Software Solutions*



**Customer Name:** Lectronic Kaddy  
**Customer Type:** Manufacturer  
**Website:** www.kaddy.com



Imagine yourself on the golf course, no pulling carts or carrying bags, but using a remote control to guide your golf clubs along with you through your 18 holes of golf. The Dyna Steer 2000 by Lectronic Kaddy is definitely a device that would let you save all of your energy for your golf game.

Since Lectronic Kaddy's inception in 1990, they have been helping golfers focus on their game and have been a leader in the development of radio controlled golf carts. Since their beginning, they have also used the complete ERP/MRP Minotaur Business System to manage their business--joining the financial and customer service aspects of their company to the product development, manufacturing and distribution aspects. During this time, Lectronic Kaddy has come to appreciate the great benefits of having one tool, one software solution that helps them manage their entire operation.

Each day they are able to produce reports that identify what needs to be produced (from customer orders), what materials are required for that production (based on materials planning) and time lines of when each part of the production needs to be manufactured by to meet order deadlines. Besides having chosen the basic modules that best met their business needs, such as Accounts Payable, Accounts Receivable, Manufacturing, etc. Lectronic Kaddy also instituted the Minotaur Service Module, which allowed them to track all warranty work that is done on any of their products. Whether the product was sold in Ontario or British Columbia, they have been able to track by serial number of the product, what kind of warranty service has been performed, what province the service was done in, etc. This information recently saved them a lot of money.

During a recent routine Provincial Government audit, Lectronic Kaddy was informed that they owed money in PST on warranty work they had completed since 1998, even though no money was charged to customers for the work, the labour time associated with the work done was apparently subject to tax. They turned to their Minotaur Business System to help them reduce this amount owed by pulling up the details of all the warranty work performed since 1998, which told them what province the work was done in, how much freight was charged etc. This information allowed them to subtract all the warranty work done outside of Ontario and reduce the amount owed by 70%. If Lectronic Kaddy had been using a manual or basic ERP system, there would have been no way for them to recall this information and they would have been forced to pay the entire amount requested by the Provincial Government. They are very glad today that they made the choice to install a fully integrated Minotaur Business System twelve years ago.

Have you been in situations where more information could have saved you money?

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