

Montreal Fabricator Tackles Busy Season with New aSa Software

After looking closely at several rebar software packages, Acier AGF Inc. chose aSa because of customer service and seamless integration.

"The time was right for a big, big change," says Mark Clarke, vice president of Finance for Acier AGF Inc. He explains that December to February is the company's slower period and that March 31 is the last day of AGF's fiscal year. Looking to eliminate its unsupported legacy business software by April 1 and take advantage of the winter months, AGF investigated several packages and made the decision to purchase aSa Rebar Software for its Longueuil, Quebec, location on the south shore of Montreal.

Mark notes, "We went with aSa for several reasons. First is a long-term relationship. I've been familiar with aSa for 15 years. Second is the service. Scott (Leib) and aSa are committed to serving their customers."

The third reason for implementing aSa, says Mark, is the product's integration. "We were looking for something seamless. We didn't want a situation where we were constantly importing and exporting files," Mark says. aSa's "seamless integration" even prompted

AGF to replace all existing AutoCAD® stations with MicroStation® and aSa CAD/Detailing.

In 2004 and early 2005, AGF implemented nearly every module that aSa supplies — including Estimating, CAD/Detailing, Bar List, Tagging,

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Scheduling, and Rebar Financials with MAS 500 — at its Longueuil location. The company also purchased Abra HR and Payroll software through aSa and will begin using Material Tracking and Bundle Inventory this summer. With multiple language requirements, AGF is taking advantage of new localization functionality that allows aSa screens and reports to be translated and displayed in various (Western Alphabet) languages.

In all, five aSa consultants have traveled to AGF for implementation and training. Mark says AGF employees have been



Acier AGF Inc. has been fabricating rebar since 1948. Recent projects include hydro-electric plants in Eastmain (top) and Grand Mere (bottom) Quebec. The fabricator is currently half-way through the 6,000-metric ton Eastmain job; AGF completed the 12,000 mt Grand Mere project last year.

very happy with aSa's service. Based on the success at Longueuil, AGF has long-term plans to install aSa software at six additional locations that include three in Quebec and three in Ontario.

Mark notes that AGF's busy season has arrived. Montreal is Canada's second largest city and very active in infrastructure and ICI work, he points out. One of the fabricator's largest projects at the current time is a 6,000-metric ton hydro-electric plant in Eastmain, Quebec. The job comes on the tails of a 12,000 mt hydro-electric plant in Grand Mere, Quebec, that AGF finished last year.

AGF has been in the business of rebar fabrication since 1948, says Mark. He notes that, unlike many other fabricators, AGF's management team is made up of, amongst others, eight on-staff engineers. Mark attributes the company's success to "our team."

Magalie DeBlois places bar details using aSa CAD/Detailing. aSa's system-wide integration led AGF to replace all of its existing AutoCAD stations with MicroStation and aSa CAD/Detailing.

