
THE BUCAR GROUP: *Expertise and People Mean RESULTS*

WELDING, INDUSTRIAL AND SAFETY EQUIPMENT DISTRIBUTION

The Situation

As a Credit Solutions Customer, the credit department's credit decision for new customers is taking 3 to 5 days to complete. Credit investigation on several functions staff performed. Credit decisions not given attention it required. Some credit decisions and limits objectionable and not reliable.

Sales volume: \$200 million

Employees: 300

Customers: 5,000

Customer of Bucar Group: 5 years

Solution:

Bucar deployed 2 analysts for the company. All credit investigations are completed in 24 hours. Each debtor is inspected according to Bucar/Company specific criteria every time, therefore recommendations are completed in a timely manner with employee-like knowledge and experience.

The Results

Credit decision turn-around time reduced to 1 day. 45% increase in limit per new customer equating to \$11 million in sales and \$2 million in profit.

"No doubt, Bucar Group is a big reason for our increased sales and profits."

– Sales VP