

DOUBLE-ANNIVERSARY:

# 2 x 20 Years with A+W Cantor!

**Two good reasons to celebrate – one in South Tirol, one in the Taunus region: Two A+W CANTOR customers are celebrating their twentieth A+W CANTOR Anniversary! Both of these jubilarians have been particularly appreciative of the fact that during the decades of cooperation they have been able to use their own ideas and suggestions again and again to make a contribution to further develop and improve the A+W CANTOR package.**

**FINSTRAL AG: A partnership based on mutual trust – 1200 users with the dealer program A+W CANTOR**



Matthias Rungger, responsible for market-oriented IT at FINSTRAL: „Twenty years of partnership are a long time. In retrospect, I would say that the conclusion of an update agreement has been particularly beneficial. It allowed us always to use the most recent program versions and to implement the generation changes, for example, the database conversion to Microsoft SQL-Server, quickly and smoothly. Even the option of participating in the development of the program by

taking into consideration our experience and ideas for the design have proved their worth. A+W is a highly organized partner and all the events they plan run smoothly and efficiently - simply amazing! The documentation we get with respect to updates and events is always very good and easy to understand. The collaboration with the most diverse personalities and departments was always very good and that's why we are looking forward to another twenty years of working together!"

Fourteen production plants provide FINSTRAL with an enormous production volume and allow them to deliver with unrivalled efficiency. A Europe-wide service and dealer network facilitates customer-oriented support with personal contact and individual advice.

FINSTRAL has been an A+W CANTOR customer since the fall of 1994 and is therefore one of the first companies which, only 8 months after the first presentation of the software at fensterbau 1994, signed a contract with the software suppliers.

A special success with FINSTRAL has been the application of the dealer program A+W CANTOR, which despite manifold updates has remained completely state of the art and whose international profile has increased to include quite a number of countries. Today, at FINSTRAL alone, approximately 1200 users (!) both internally and among dealers use the dealer program A+W CANTOR – this means that FINSTRAL is the biggest customer in this field.

**MÜLLER + Co. GmbH: Provider of ideas for A+W CANTOR Software**



Martin Raßloff, IT Manager at FENSTER MÜLLER: "What started 20 years ago with a planned maximum of 350 MB of hard drive capacity and 64MB RAM main memory, is beyond comparison today. Every day presents a new and terrific challenge to come up with improvements in the compilation of a database, the planning, the production

and the shipping of windows and doors. This has worked out very well for us in the last 20 years as we cooperated with the company A+W Cantor. We hope that we can successfully continue to work together, especially in these fast moving times, while communicating on a personal level and leading the way to new horizons."

The company MÜLLER+Co., an owner-managed family business since 1905, manufactures quality components in Schmitten near Frankfurt on a production area of over 4,200 m<sup>2</sup>.

In the years just after 1994, there were certainly still areas or modules in the A+W CANTOR software that were incomplete or non-existent. MÜLLER+Co. experts in window technology often got together with the A+W CANTOR team and jointly developed new concepts. As a result of this collaboration based on partnership, modules such as "Materials Management" and "Service and Installation Planning" were created and prepared for market readiness.

The comprehensive use of A+W CANTOR includes the complex production control, where the use of monitors and barcodes completely eliminates the use of paper. Together MÜLLER and A+W CANTOR have created solutions for the windows and doors market that have radically changed the methods of operation in the sector.

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