sharp aX
COMPUTER SYSTEMS
*Integrated accounting stock control software
& website systems for trading companies*

Brian Gow Roofing Warehouse Ltd

If you are starting a new business, it is important to understand everything you need to do and how to operate, especially in an industry like roofing supplies, not the least as you will have to carry large stocks of many expensive products.

Because of this, despite being extremely competent and experienced, when Vince Elgar started up in Redhill in 2001 he made doubly sure of viability by going into business with Brian Gow; Brian had been a director of a major roofing company who had recently been bought by an even larger international group.

Brian was a very established figure in the industry.

Nevertheless it did not become limited until 2004 and in 2008 Vince bought out all the shares to become the sole owner. He immediately opened a second large location in Kenley, just south of Croydon.

The Kenley operation was successful from the start despite the economic downturn, and the business and product range grew commensurably, and now encompasses products from suppliers such as Marley, Redland, Sandtoft, Velux, IKO and Kingspan and wherever possible they work with local manufacturers.

Vince Elgar also has a strong social conscience and stocks 'green' products to help the environment as well as health and safety tools, appliances and clothing.

Despite the problems of recent flooding caused by our extreme weather, the winter gales have helped to create much extra business for Brian Gow Roofing—it's an ill-wind!

Their computer system like that of so many other new companies, was Sage but they outgrew it.

sharp aX
COMPUTER SYSTEMS

They knew they needed a computer that would handle multi-locations and give the management instant information and control over all aspects of sales, purchasing, stock and customer relationships.

They installed a 10 user Sharp-aX System from Sharp-aX Computer Systems in Berkhamsted which is SQL Windows based, very modern and feature rich and future proof.

"Sharp-aX can help us to achieve and control our planned growth for the next many years", says Vince, "and we are building our history and our expertise together. It is easy to use."

Interestingly, the system is hosted for them by Intelligent Performance, who are both competent and co-operative, so that Brian Gow Roofing are not involved in server management at all.

In common with other forward thinking Sharp-aX roofing supplies customers, Vince is continuing to expand and plans to open 2 more branches in the near future. With his shrewdness and hard work he deserves his success.

Long may it continue!