

Kiwi Hose & Hydraulics

For Stu Randell at Kiwi Hose & Hydraulics, StockTrim not only saves working capital but has become a core competitive advantage. They have built their business against much larger players by supplying fittings their competitors find hard to keep on their shelves. When a part breaks on a mining rig or dairy plant, Stu's clients don't want to wait 3 weeks for a part to be flown in from overseas. Some of these parts wouldn't normally be stocked simply because they aren't needed that much. By using StockTrims cloud-based software Kiwi Hose and Hydraulics know exactly what they need and can have the right part ready - ultimately saving their customers a lot of time, angst and money.