How Taymor took 3,000 customer price lists out of spreadsheets

Taymor has made door hardware, locks and bath accessories since 1948. Its pricing lived in Excel, and a major price change could tie up a team for up to two months. With Revomo, a sales rep opens any customer's current price book by typing the customer's name, and Taymor expects its next major price change to take about a week.

7 weeks	40M	3,000+	4,500
TO PRODUCTION	PRICE RECORDS MANAGED	CUSTOMER PRICE LISTS	PRODUCT SKUS

01 The business

Doug McLean has sold for Taymor for almost 27 years. When he started, the costing book was printed and kept in a binder. The binder became Excel, and for most of the years since, Excel is where Taymor's pricing lived.

Taymor sells about 4,500 products to more than 3,000 customers, and each customer has its own price list, set by its region, market segment, buying group and negotiated terms.

02 The challenge

Pricing passed through several teams. Finance and BI maintained the costing sheet, product managers and sales added their own columns, and prices were exported from Sage X3, changed in Excel and uploaded back by hand. No one person could explain the whole process.

> "When you're managing thousands of products for thousands of customers, pricing gets complicated pretty quickly. Revomo gives us the ability to manage that complexity and respond quickly to the changing market."
>
> **Doug McLean**
> VP of Sales, Taymor

Major price changes were the hardest part. Tariffs and supplier costs kept moving, and each change could touch every product and every customer price list.

> "Before Revomo, making a major pricing change meant pulling our BI team away from everything else. We were moving spreadsheets back and forth, checking numbers manually, and the whole process could take up to two months. We couldn't keep operating that way."
>
> **Ben Guanzon**
> Director of Technology, Taymor

AT A GLANCE

COMPANY
Taymor Industries, a third-generation, family-owned manufacturer founded in 1948

PRODUCTS
Door hardware, locks and bath accessories for residential and light-commercial building

MARKETS
Builders, multifamily developers and retailers across Canada and the United States

HEADQUARTERS
Delta, British Columbia

ERP
Sage X3

WITH REVOMO SINCE
2025

> "With other software providers, you're often expected to change the way you work to fit their system. Revomo came to us with a solution that fit our business and the flexibility to evolve with our needs. They've been a true partner from day one."
>
> 
> **Ben Guanzon**
> Director of Technology, Taymor

03 Why Taymor chose Revomo

Ben Guanzon, Taymor's Director of Technology, wanted cloud software that connected to Sage X3 and fit the way the business worked. Larger vendors wanted clients far bigger than Taymor; Revomo fit a business of Taymor's size and worked as a partner. Customer price books came first, and Revomo was in production in 7 weeks.

04 What Revomo does for Taymor

01

Pricing rules in one place

Revomo connects to Sage X3 and holds the rules that set each customer's price, written down once so anyone can see how a price was calculated.

02

Customer price books on demand

Each customer's book is built from current pricing. A rep types the customer's name and has it, with no request to inside sales.

03

A price book for discontinued stock

Only discontinued products that still have inventory, kept apart from the active books so reps can offer them.

04

Prices back to the ERP

Approved prices go to Sage X3 without a manual upload, which removes one of the slowest steps in a price change.

05 Results so far

> "Our sales team now has immediate access to accurate, up-to-date pricing for every customer. What used to require multiple people and weeks of manual work can now be done in seconds. That's a huge change for our sales team."



Doug McLean
VP of Sales, Taymor

When the price books launched, one of Taymor's most critical salespeople called them a game changer.



Taymor's expectation for its next major price change, stated by Ben Guanzon, Director of Technology: about a week, down from up to two months. An expectation, not a measured result.

06 What's next

Taymor is bringing product costs and competitor price tracking into Revomo alongside its pricing, so sales managers can see what a deal will contribute before they commit.

> "The next opportunity with Revomo is bringing our product costs, competitive data, and pricing together so we can really understand the profitability of the business we're pursuing. That's where the gold is."

Doug McLean
VP of Sales, Taymor

See your own pricing in one place

Start with a free margin assessment, or talk to us about the price lists, price books and price changes you run in spreadsheets today.

revomo.ai/margin-assessment · revomo.ai/contact

Revomo

Revomo is AI-native revenue and margin management for manufacturers and distributors with complex commercial decisions. Find margin leakage, model the response, and govern pricing execution.