

FIELD NOTES

NO. 4
JUL 2026

BY KOBLE SYSTEMS



IN THIS ISSUE:

EBMS PRODUCT UPDATE, HOW DENVER WHOLESALE FOODS REDUCED WAREHOUSE MISTAKES, AND SAVE THE DATE INFO FOR THE UPCOMING FORUM



A NOTE FROM MIKE

Hello customers and friends!

At Koble, our mission is to make business growth easier by putting ERP software to work. This is a big mission. Business growth is never easy, but with the right people alongside you, people who have navigated growth challenges in businesses like yours and know how to put the right systems in place, growth can be made easier than it otherwise would be. That's what we are about.

When we are in the thick of busy season, it's easy to get stressed and frustrated by the pressure that even good growth puts on a business. People are stretched thin, details get lost in the shuffle, and we lose the sense of flow we had outside of peak season (or seven years ago when the business was smaller and things weren't as complicated).

I'd like to encourage you to think of these growth pressures not as the problem itself, but as signals that reveal areas of friction and point to the underlying problem. It's easy to throw together a workaround and keep operations moving. It is harder to dig into the friction, identify the root cause, and solve the issue at that level. This applies to the whole business just as much as it applies to a single process.

Let's say your profitability isn't where it needs to be, so cash is tight. To push growth and bring in more cash, you offer more discounted deals to your dealers and customers. You get cash in

the door that way, but because you're selling at lower prices, profitability goes down. So you run more discounts, and the cycle repeats.

Now let's imagine that instead of offering that discount (again!), we take the time to drill into the profitability issue. In that exercise, we discover two factors driving up costs and hurting profitability and cash flow. First, we find that we are carrying too much inventory of items we rarely need to make the products customers are ordering, while not stocking enough of the items we do need, forcing us to frequently expedite orders for those parts (not to mention the holding costs of excess inventory). Second, we discover that standardized work processes were never fully implemented across the production floor, creating inefficiencies in how employees' time is used.

Over time, wouldn't we rather have the outcomes that come from this kind of root cause analysis than stay stuck in a wasteful cycle? I hope so.

When confronted with the stress and pressure of growth during busy season, it can be tempting to simply work harder. I am suggesting that instead, we see stress and pressure as signals that point us to the root issue, one we can solve in a way that paves the path for smoother growth going forward.



MIKE STOLTZFUS
KOBLE CEO



Contents

04.

PRODUCT UPDATE

What's new and coming with EBMS

06.

BUILT FOR REAL-TIME INVENTORY MOVEMENT

How Denver Wholesale Foods replaced paper pick sheets and reduced warehouse mistakes.

10.

UPCOMING EVENTS

Visit the Koble booth at upcoming trade shows & **save the date for our Lancaster Fall Forum!**

RATHER HAVE THIS CONTENT IN AN EMAIL?

Sign up for the email version of this newsletter at koblesystems.com/newsletter



PRODUCT UPDATE

BY DEKE BOWMAN,
HEAD OF PRODUCT

One of the goals behind every update we make to EBMS is simple: helping your team work with greater clarity, speed, and confidence during the busiest parts of the year. Over the first half of this year, our development efforts have been focused on strengthening the foundation of EBMS while also delivering practical tools that simplify day-to-day work. Here are a few of the major areas we've been focused on.

EBMS 9.0 and PostgreSQL

One of the biggest milestones this year has been the release of EBMS 9.0 running on PostgreSQL.

Moving EBMS to a modern SQL database lays the groundwork for the future of the platform. It improves performance, increases reliability, and gives us the ability to continue building tools and workflows on top of a strong, modern foundation.

While the day-to-day user experience remains very similar to EBMS 8.6, customers upgrading to EBMS 9.0 will notice a faster, more responsive experience overall. Reports load more quickly, the system feels snappier, and Modern Lists are now built directly into EBMS using live data instead of relying on SQL Mirror.

We see this upgrade as an important first step in the long-term modernization of EBMS and encourage customers to begin planning that move as soon as possible. Upgrading to EBMS 9.0 requires first being on EBMS 8.6.

Looking ahead, EBMS 9.1 and future releases

will continue modernizing the underlying architecture of the platform in incremental steps. Rather than waiting years for one large overhaul, our focus is on delivering steady improvements over time so you can experience the benefits along the way.

50 clients (and counting!) are already running EBMS 9.0!

Reach out to your Account Manager to upgrade.



Field Service Pro (FSP)

Another major focus this year has been the release of Field Service Pro.

Field Service Pro is a new browser-based app designed to make task management faster and simpler for field teams. Whether accessed from a desktop computer, tablet, or mobile phone, the experience is designed to stay consistent across devices while remaining fast and easy to use.

The app gives workers quick access to assigned tasks while also supporting offline capabilities for teams working in environments with inconsistent internet access. It is built on the APIs and modernization work happening within EBMS itself, making it an important step toward a more connected and flexible platform.

More importantly, Field Service Pro reflects a broader direction for how we are approaching application development moving forward: simplified workflows, role-based experiences, and tools designed specifically around how people actually work in the field.

Field Service Pro is available now for customers using the EBMS API. If your team currently uses tasks and you would like to simplify that workflow for your field staff, reach out to your account manager or contact Joel at joel@koblesystems.com to schedule a demo.

Modern Schedule View

We are also continuing development work on a modern scheduling interface for EBMS Tasks. This feature is still early in development, but it represents the broader direction we are moving with EBMS: modern interfaces, simplified workflows, and tools that help teams respond faster when things get busy.

The goal is to provide a visual calendar-based experience where users can drag unscheduled tasks directly onto a schedule, assign them to a technician or team member, and quickly make adjustments as priorities change. Instead of manually working through scheduling changes, users will be able to simply drag and move tasks visually throughout the calendar.

We plan on sharing more information soon and look forward to hearing how it helps your scheduling!

As always, customer feedback continues to play an important role in shaping where we go next. We appreciate the many customers who continue sharing ideas, testing new functionality, and helping us improve EBMS step by step as we continue working to make business growth easier.

Have feedback or questions?
You can email Deke directly at deke@koblesystems.com

BUILT FOR REAL-TIME INVENTORY MOVEMENT

HOW DENVER WHOLESALE FOODS REPLACED PAPER PICK SHEETS & REDUCED WAREHOUSE MISTAKES.

At Denver Wholesale Foods, inventory never sits still for long.

As a closeout food distributor, products move in and out constantly. Partial pallets are condensed and relocated throughout the day. New items replace old ones almost immediately and locations are always being adjusted as space is condensed and reused. In a warehouse built around opportunity buying, their operation runs on constant change.

For years, their team managed all of that inventory movement with paper pick sheets. These pick sheets were generated using a custom report that would get printed and handed off to the warehouse team. They were thoughtful and tailored to their needs, but dependent on something that could not keep up.

“As soon as you print off a piece of paper, it’s no longer alive,” Christian, the Sales Manager at Denver, explained.



If products were moved, the pick sheet did not show it. Pickers had to make judgment calls in the moment, and those decisions did not always land correctly.

"We were getting a tremendous amount of mispicks."

Those mistakes created friction everywhere. Warehouse staff spent time tracking down issues instead of moving orders forward. The office team had to manage credits and corrections. Customers felt the inconsistency downstream. The pace and complexity of the operation had simply outgrown that paper process.

They needed a mobile, warehouse-friendly solution that gave them better visibility and live information. And so, together with Koble's customization team, they built a custom web-based order picking app that connects directly to EBMS.

With this app (and some good barcode scanners), pickers now work from live data instead of static sheets, verifying every item as it is pulled. Locations and quantities update in real time as changes happen throughout the day.

"If it's not there, they just refresh the app and it shows the new location," Christian said.

Within the first month of using the app, Denver Wholesale saw a 70% reduction in mispicks and an 80% reduction in the cost associated with those mistakes.

The team is no longer reacting to errors as frequently, which creates a more consistent and reliable experience for their customers.

Removing the Manual Gaps

One of the most challenging parts of their previous process involved catch weight items such as meat and cheese, where every case has a different weight.



It required a fully manual workflow where pickers wrote down weights by hand, often while working in cold environments with thick gloves. Those chicken-scratch sheets were passed along to the office, where someone had to manually total the weights before invoicing.

"We would just look on the cases and write down the weight off of each case manually. If it was a six hundred case order, then you had to write down six hundred weights."

The process was slow and difficult to verify. Missing or unclear information created more opportunities for mistakes, and fixing those issues after the fact was time consuming.

"Once we brought barcode scanners and the order picking app into the picture, we were able to just get the case weight right off the barcode,

as well as all of the other pieces of information we needed, like the product ID." Christian explained. "We just scan the case and the app collects the data and passes it through to EBMS.

It certainly made things a whole lot faster... but the biggest benefit was accuracy for us."

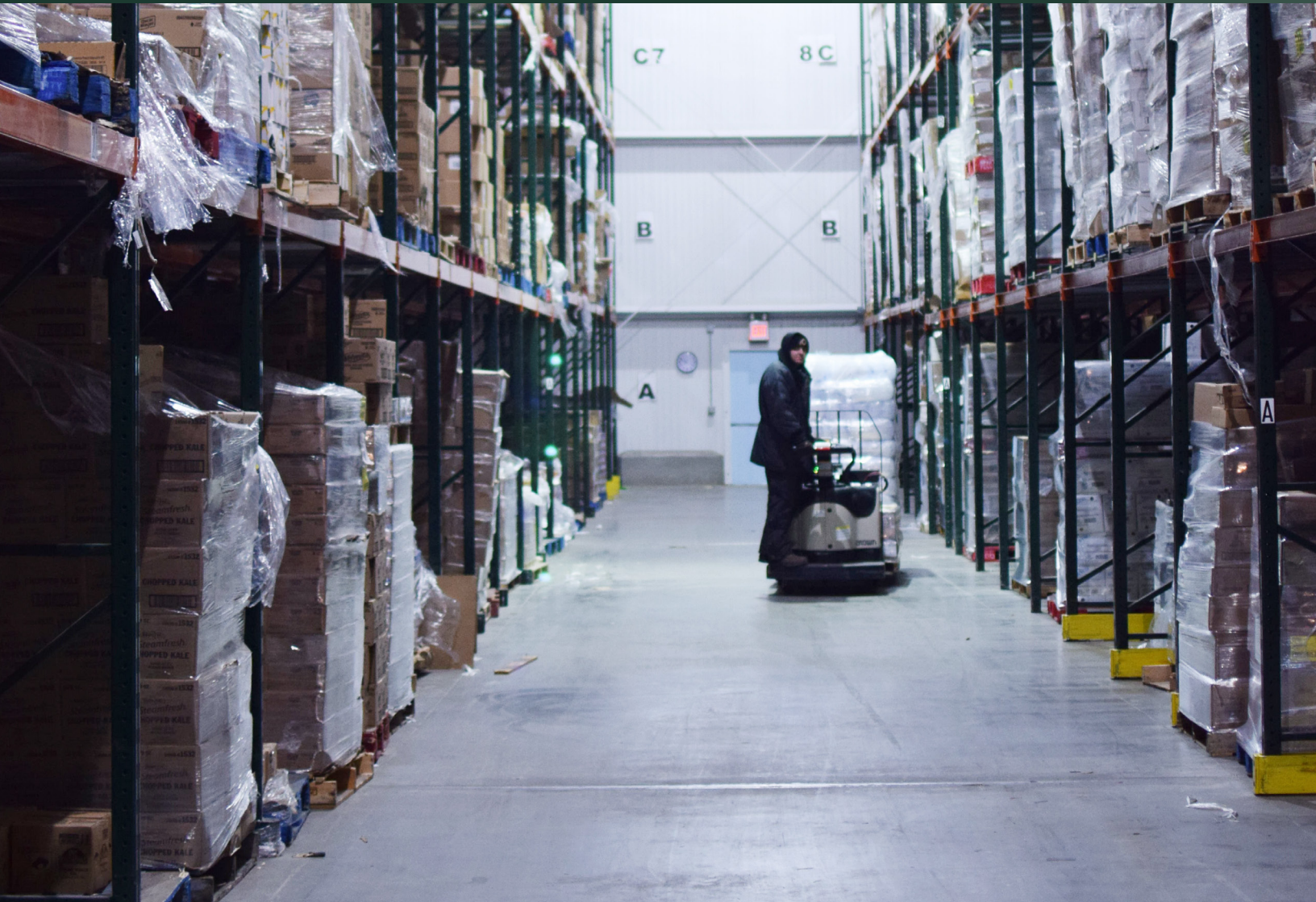
Not a One Time Fix

The order-picking app has continued to evolve over time, expanding from live inventory visibility into barcode verification, catch weight tracking, and other process improvements that better support the way their warehouse actually runs.

"We keep adding layers to it," Christian said. "Once you solve one problem, you start seeing other opportunities to improve things too."

Denver Wholesale plans to continue building on what they have started, working alongside Koble's customization team to refine workflows, improve visibility, and remove friction wherever it slows the operation down.

If your team is relying on spreadsheets, paper processes, or workarounds that no longer keep up with the pace of the business, it may be time to ask a simple question: What would your operation look like if your systems aligned with the way your team actually works?



NEXT LEVEL SERVICES AVAILABLE

Purpose-built services to help your business go further with EBMS.

KOBLE ANALYTICS

Turn your EBMS data into actionable insights with live dashboards, KPI tracking, and reporting that goes beyond the standard reports.

- Inventory & sales trend analysis
- Customer KPI scorecards
- Data exports & BI connectors



Read how Tuttle Mountain Seed Company used Koble Analytics to save 20-30 hours per week!

"Now we can work on more productive things to grow the business versus just chasing the past."

FINANCIAL SERVICES

Financial accuracy depends on consistent processes, clean transactions, and regular account maintenance. We offer 2 services to help with specific needs you may have.



EBMS Catch-Up
Bookkeeping Package
[koblesystems.com
/ebms-cleanup-and-bookkeeping-package](https://koblesystems.com/ebms-cleanup-and-bookkeeping-package)



EBMS Year-End Close &
Audit Prep Package
[koblesystems.com
/ebms-year-end-and-audit-prep](https://koblesystems.com/ebms-year-end-and-audit-prep)

CUSTOMIZATIONS

Tailor EBMS to fit the exact way your team works, from custom workflows to purpose-built apps like Denver Wholesale's order picking app.

- Custom mobile apps
- Workflow automations
- Third-party integrations



Learn how Dutch Country Cheese used EBMS' customization capabilities to scan GS1-128 barcodes.

"EBMS is flexible. You can create custom processes as needed, so I'd recommend it to anyone who needs that."

Reach out to your Account Manager for next steps on any of these services.

UPCOMING EVENTS

As fall approaches, we're gearing up for a number of industry trade shows. Stop by our booth and say hello!



Learn more about these events and others upcoming on our website

koblesystems.com/conferences-and-events



EBMS USER FORUM

📍 Ephrata, PA

Save the date! More details on page 11.



SHED BUILDER EXPO

📍 Knoxville, TN **Booth # 1616**

An event for shed manufacturers and suppliers from across the industry.



EASTOOL AUCTION & EXPO

📍 Quarryville, PA **Booth # 529**

Bringing together woodworking, metalworking, and construction businesses.



METALCON

📍 Orlando, FL **Booth # 1256**

A leading event for metal construction professionals to evaluate trends, technology, and what's ahead.



LIVE2LEAD

📍 East Earl, PA

An event hosted by The Goble Group, business leaders can learn, grow, and invest in their organizations.

Be Our Guest!

Join the Koble team at METALCON or Live2Lead for free!

Reach out to your Account Manager for more information.

2026 EBMS USER FORUM

Save the date!

Tuesday, September 22nd, 9am - 4pm
at Ephrata Church of the Brethren in Ephrata PA

Building Momentum and Maintaining Momentum

with keynote speaker, Rick Rhodes of SoldOut Ministries
plus EBMS training sessions, networking, & customer appreciation.

This event will be free to attend with lunch provided!
Stay tuned for more information and how to register.



To learn more about Rick and his ministry, visit soldoutministries.org



350 NEW HOLLAND AVE
LANCASTER PA 17602

Save the date!

**Join us at the upcoming EBMS User Forum.
More information inside.**

Also inside: an EBMS product update, How Denver Wholesale Foods reduced warehouse mistakes, and a note from our CEO.