

## CUSTOMER SUCCESS



## Real-Time Inventory for Industrial Plywood with Sage MAS 90

Industrial Plywood has been using Sage MAS 90 ERP “forever,” according to Andy Wernick, president, and he would not have it any other way.

“Many of our employees had never used computers when we went shopping for a business system,” explains Wernick. “We selected Sage MAS 90 for its ease of use and navigation. Since then, it has been a reliable workhorse, automating all our financials from sales to purchasing to reporting.”

### Catering to Customers

Industrial Plywood distributes high-end specialty plywood, veneers, and supplies to Pennsylvania cabinetmakers, woodworkers, and custom builders. In an industry dominated by national players, the company has maintained its regional niche due to friendly, efficient, and personalized service—a factor helped by Sage MAS 90.

“When a customer phones our central 800 number, they need to know what we have in stock,” Wernick says. “Sage MAS 90 gives us real-time inventory, so we can give instant answers. One look at the screen tells us the quantities in each of our warehouses, and whether they are reserved for other customers. We can provide customers with reliable delivery dates—eliminating surprises—and satisfy the vast majority of orders on the first call.”

Staff members use customer memos to record delivery instructions and other customer preferences in Sage MAS 90. During order entry, the memos automatically pop up. If a customer exceeds their credit limit or has missed a payment, the system warns the operator and provides an opportunity for immediate discussion.

### Lower Warehouse Costs

Using the automatic reorder features in the Inventory Management and Purchase Order modules, Industrial Plywood keeps a close eye on stock levels. Sales analysis reports sorted by warehouse assess which items are selling at which locations for speedy transfers when necessary.

### Customer:

**Industrial Plywood, Inc.**

### Industry:

Plywood distributor

### Location:

Reading, PA

**Number of Locations:** Two

**Number of Employees:** 20

### System:

#### Sage MAS 90

- Library Master
- General Ledger
- Bank Reconciliation
- Accounts Payable
- Accounts Receivable
- Inventory Management
- Sales Order
- Purchase Order
- Payroll

### CHALLENGE

Manual inventory processes were inaccurate, time-consuming, did not allow speedy responses to customer inquiries, and resulted in overstocking.

### SOLUTION

Sage MAS 90 with financial and inventory modules, for an end-to-end business management system.

### RESULTS

Sage MAS 90 is saving the work of four people; company added second location without hiring administrative staff; software paid for itself in two years.

“Smarter inventory management through Sage MAS 90 has allowed us to add many new items without maxing out either our physical warehouse space or our computer memory space, which helps keep costs down,” notes Wernick.

He plans to streamline inventory with the software. “We have the tools with Sage MAS 90 to pinpoint slow-moving items and make better strategic decisions,” notes Wernick. “Between 10 and 15 percent of our stock is just gathering dust. Everyone has forgotten it exists. By quantifying product turns, we can decide whether to stimulate sales through discounts or discontinue slower lines.”

**Accurate Accounting**

Sage MAS 90 gives Industrial Plywood sophisticated financial reports. “I’m able to have a full set of financials within two days of closing the month,” says Wernick. “And the numbers are good enough to take to the bank.”

Wernick appreciates being able to export data from Sage MAS 90. “We can save information on spreadsheets for things like mailing lists or reports,” he notes. “This is a timesaver because we can narrow down fields and identify problems easily.”

**Easy Expansion**

When the time came for Industrial Plywood to add another location, Sage MAS 90 was up to the task. “The software has let our company grow without batting an eye,” says Wernick. “We’ve nearly doubled since we purchased the software and have not had any problems. In fact, because of Sage MAS 90 we did not have to add a single administrative person when we opened our second distribution center.”

Industrial Plywood has no plans to switch systems. “If we had to do it all over again, I would definitely choose Sage MAS 90,” Wernick explains. “The software is saving the work of four people and it paid for itself in the first two years.”

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<b>Orange County, California</b> 23161 Mill Creek Drive Laguna Hills, California 92653 Phone: (949) 583.9500 Toll Free: (800) 425.9843 Fax: (949) 583.0649	<b>Atlanta, Georgia</b> 1100 Johnson Ferry Road, Ste. 450 Atlanta, Georgia 30342 Phone: (404) 841.6240 Toll Free: (800) 455.1368 Fax: (404) 841.6243
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