

Sage 100 ERP | Customer Success

Bonnell Industries Plows Away the Paper With Sage 100 ERP

Jesse Bonnell was one of those natural entrepreneurs who knew a great business idea when he saw it. While working as a driver with a road construction contractor, he recognized a need for welding broken axles on heavy-duty trucks and founded Bonnell's Welding Service in 1960. He soon began manufacturing the forerunner of current road maintainers for gravel roads. Side plate snowplow hitches came next.

By 1980, several severe winters had made it difficult to obtain road-clearing equipment from suppliers, so Bonnell introduced snowplows to its product mix, followed by full-time truck equipment distribution. A modern paint facility was added in 1994, and the company started manufacturing snow- and ice-control spreaders in the mid-1990s. Today, Bonnell Industries is one of the leading truck equipment distributors in Northern Illinois and supplies snowplows and spreaders to municipalities throughout the nation.

Buried in Blizzard of Details

In the office, however, Bonnell Industries found itself buried under an avalanche of paperwork. The company had been using DOS-based software designed for the truck equipment industry but was still on manual systems for its manufacturing business. Trying to get reliable financial data was a nightmare.

"We carefully researched various software, looking for a great configurator plus an accounting package with drill-down capabilities," says Marilyn Koster, controller. "Sage 100 ERP* had everything. Equally important, it interfaced seamlessly with JobOps, which offered an excellent configurator for manufacturing. We were sold and went live with the integrated system in the summer of 2005."

Smoother Solutions With Sage

Sage 100 ERP runs all daily business operations at Bonnell Industries, including the general ledger, payables, receivables, payroll, invoicing, and merchandise returns. "We use Sage 100 ERP to do everything, from preparing quotes for customers to creating detailed financial reports," says Koster.

Gone are the days of rummaging in filing cabinets for answers to questions. "Sage 100 ERP has eliminated several hours a day of work for each of us in the finance group," says Koster.

*Sage 100 ERP was named Sage ERP MAS 200 when Bonnell Industries, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer

Bonnell Industries, Inc.

Industry

Snow plow and truck equipment manufacturer

Location

Dixon, Illinois

Number of Locations

One

Number of Employees

42

System

Sage 100 Advanced ERP

Challenge

DOS-based vertical software for truck equipment industry was antiquated; did not provide adequate data for managing manufacturing side of business.

Solution

Sage 100 ERP with complete suite of financial modules, plus JobOps for configuration and seamless integration of manufacturing information.

Results

Paperless data storage eliminated two hours of work per person in finance per day; inventory reduced by 5 percent due to real-time information.

"It's really great to click through the Sales Order module and have information at our fingertips. We still have to generate a lot of paperwork and store it for record-keeping. The difference is that we are no longer dependent on the filing cabinets, and that's where we realize the time savings."

An important benefit of having Sage 100 ERP comes from realtime inventory. "Stocking the correct amount of inventory is difficult, because it may be six or eight months before we use an item. Also, we need to be sure that we don't receive a truck body before the chassis or truck itself. Real-time inventory gives us much greater accuracy and has already helped us trim 5 percent off of inventory, translating into significant savings that will increase in the future," Koster notes.

Seamless Solution With JobOps

Side-by-side with the business system, Bonnell runs JobOps, graphically based job operations and production software. JobOps tracks most aspects of a job in a real-time environment, from estimate to invoice. The JobOps Configurator integrates Sage 100 ERP and JobOps to improve procurement and production workflow processes. It gathers information about an order and then constructs the order, complete with budgetary and inventory requirements.

At Bonnell, JobOps launches a work ticket from within the sales order, providing a single place to monitor components and labor. Bonnell therefore has easy access to information on a job's production status and profitability.

Easy Corrections

The flexibility and user-friendliness of the software make it simple for Bonnell to correct errors. "Just the other day, we had a part arrive with an incorrect cost. We made an adjustment in Sage 100 ERP, which automatically updated the work ticket in JobOps. The inventory adjustment was also tied back to the work ticket," says Koster. "The system performed beautifully,"

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: <http://www.facebook.com/SageNorthAmerica> and Twitter at: <http://twitter.com/#!/sagenamerica>.

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**Marilyn Koster, controller
Bonnell Industries, Inc.**

she continues. "Before getting Sage 100 ERP and JobOps, I would have jumped through all sorts of hoops to fix the problem."

The Right Reports for Profitability

Koster creates a wide variety of reports using Sage 100 ERP and SAP® Crystal Reports for Sage 100 ERP. "Sales reports, inventory comparison reports, standard cost versus last purchase cost, sales representative performance, commissions, customer history and daily reports—you name it, and I can generate it," she says. "We especially appreciate daily reports from the Sales Order module, which show us a customer profit summary. This shows us immediately what is going on profitwise, so we can make quick changes where necessary."

Koster says that the new system is a tremendous improvement. "Sage 100 ERP and JobOps are definitely the right combination for us, and we highly recommend them both to other manufacturers."