



CUSTOMER SUCCESS STORY

CUSTOMER

SpecPrint, Inc.

INDUSTRY

Durable label manufacturer

LOCATION

Mt. Juliet, Tennessee

Number of Locations

One

Number of Employees

80

SYSTEM

Sage MAS 500

Modules in Operation

- Abra Payroll
- Customizer
- Advanced Manufacturing
- Advanced Planning and Scheduling
- eExecutive
- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Inventory Management
- Inventory Replenishment
- Purchase Order
- Sales Order
- Engineering Change Management
- Estimating
- Material Requirements Planning (MRP)
- Shop Floor Control

SpecPrint, Durable Decal Maker, Is Stuck on Sage MAS 500

SpecPrint, Inc. has cornered a unique niche market—manufacturing long-lasting adhesive labels. The decals that identify vacuum cleaners such as Kirby's come from SpecPrint. So do the labels on Murray lawnmowers, Champion oil filters and numerous big-name household appliances.

Founded almost 60 years ago as the John Deal Company, the family-owned company originally printed transfers on ceramic plates. Today its high-quality silkscreened decals go on everything from tiny insulator labels for power lines to enormous control panels with operating instructions for heavy machinery. Utilizing substrates from paper to polycarbonates, SpecPrint can do just about any printing project. High-end nameplates are printed in reverse on a polycarbonate subsurface, then are laminated with an adhesive on top of the ink, making the end-product practically indestructible.

Sticky Operations

SpecPrint had run its accounting on an AS/400-based package for years. But the system had a major drawback. It couldn't handle "co-product" manufacturing—when



two products are made from a single order. Lawn mower hood decals, for example, often consist of mirror-image versions for either side of the mower. They must be tracked as separate part numbers, yet manufactured from the same order.

The weaknesses of the legacy system resulted in constant overages and duplicate shipping. The last straw, however, came when the vendor stopped supporting the product. SpecPrint searched for a replacement that was PC-based, integrated all manufacturing, inventory, and accounting functions, and most importantly, provided co-product management. Sage MAS 500 ERP was a perfect match.

CHALLENGE

Secure a PC-based system that provides streamlined integration of manufacturing, inventory and accounting functions and can easily accommodate co-products.

SOLUTION

Sage MAS 500 financial, distribution, and manufacturing modules.

RESULTS

Streamlined integration from A to Z; fast and precise reporting; no more co-product errors; more accurate replenishment; improved cash flow; 10% savings in manufacturing costs; 20% savings in administrative costs.



Your business in mind.

"We've trimmed 10 percent off of manufacturing costs. We're saving another 20 percent in administrative labor. And the Sage MAS 500 MRP system helped us cut raw goods inventory in half, with corresponding benefits to our cash flow."

—David Tompkins
Manager of IS
SpecPrint, Inc.

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



No-stick Operations

SpecPrint uses Sage MAS 500 to receive raw materials, compare Purchase Order data information with the Accounts Payable voucher, and set up routings for production. When a customer puts in an order and sends art work, the system delivers data to the scheduler and transfers instructions to the shop floor. Labor, material, and overhead costs are applied to the job at hand for accurate job costing, which results in increased profitability. Parts are tracked as they go into inventory and shipping, where Sage MAS 500 generates invoices.

"Sage MAS 500 is organized the same way that we are, so we didn't have to change our operational structure to make it work," says David Tompkins, manager of IS at SpecPrint. "Everything is interconnected. It's simple to run month-end reports, income statements, and balance sheets. We can export data to Excel and Word, look at customer shipments, and easily create terrific-looking charts and graphs—things that were downright ugly before."

Sage MAS 500 is helping profitability. "We no longer double-produce items or double-ship because the system understands the coproduct concept, links part numbers to sales orders, and gives appropriate instructions to the shop floor," Tompkins says. "Finished goods inventory is automated now, so we no longer have the errors that resulted from manual paper entries. These two factors alone have trimmed 10 percent off of manufacturing costs. We're saving another 20 percent in administrative labor, too."

Reordering raw materials was formerly done by hand. Employees checked raw goods in stock, spread them out, and compared them with jobs on hand to calculate how much was needed. The Material Requirements Planning (MRP) module automates this function for more accurate replenishment. "We've cut our raw goods inventory in half with MRP, with corresponding benefits to our cash flow. I anticipate even more improvements as we get more adept with the system," Tompkins comments.

"Sage MAS 500 brought us into the 21st century," Tompkins says. "It's cleaned up the way we do business and streamlined our operations. Now we have an end-to-end system that gives us total control, with improvements that are visible throughout the company."