

SUCCESS STORY: UNIVERSAL MOTION COMPONENTS



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“Unlike some other programs on the market INDUSTRIOS provides a lot of flexibility without requiring us to dedicate an IT person to maintaining the program.”

Charlie Stockwell, IT Director

Universal Motion Components, headquartered in Costa Mesa, California, is a privately owned company with offices in North America and Asia and noted for supplying the original equipment manufacturers with high quality parts for the past 35 years. Universal Motion Components takes pride in serving the agriculture and construction industries.

This company excels in drive line components for irrigation systems and is well deserving of its position as a leader in this field.

Universal Motion Components and INDUSTRIOS share a long and valued history, so when improvements in shipping became a requirement, they turned to INDUSTRIOS to help achieve these enhancements in their operations.

Moving Forward with INDUSTRIOS

One reason Universal Motion Components selected INDUSTRIOS was to meet the challenges of continuous growth.

Two other key goals shared by Cary Glover, Controller at Universal Motion Components, was to improve the efficiency of the shipping process and gain easier access to information. He also realized benefits around operations and superior customer service.

Company

Universal Motion Components

Website

umcproducts.com

Industry

Agricultural parts

Market focus

OEM supplies for irrigation, agriculture

The challenge

Efficient shipping and data access

The solution INDUSTRIOS

The Results

1. Improved shipping and production
2. Enhanced visibility to data
3. Purchasing is now planned far in advance
4. Efficient access to open sales orders with long lead-time shipping
5. MRP adjustments conducted easily



"The Shipping Requirements and Shipment Workbench features are our new standard for how an ERP should build shipments. We ship using everybody from UPS to full trucks carriers and it works for everything."

Cary Glover, Controller

Shipping Improvements

A key strength of INDUSTRIOS is the shipping module, which offers users a range of features and expansive benefits designed to ensure all shipping procedures are streamlined and efficient. One of the key Shipping features discussed with Universal Motion Components was shipping by weight, which proved to be highly beneficial.

A key example is their ability to easily arrange shipments by truckload. By looking at sales orders, shipments can be made to customers according to product availability. Also using a query and tabulation in INDUSTRIOS, shipping orders by weight is now a mainstay. Working alongside its users, INDUSTRIOS has helped improved the entire shipping process for Universal Motion Components, ensuring excellent service as a result of quick and efficient shipments, maximized productivity, overall efficiency as well as time and cost savings.

Access to Information

Many core benefits of the INDUSTRIOS Shipping module were experienced by Universal Motion. One of these was the ability to easily access data tables, and particularly the ability to import data into tables. For instance, when they receive price updates from a supplier or other current pricing, this information can easily be updated in the supplier cost table. Individual users also

have built-in flexibility with data in the system allowing them to maximize the effectiveness of INDUSTRIOS, tailored to their every need, such as custom Crystal Reports.

"Our ability to access system data through Excel has allowed our departments to build custom reports with minimal assistance from IT." Cary Glover, Controller.

Signature MRP Benefits

One of the key reasons for Universal Motion Components selecting INDUSTRIOS is the extensive MRP features provided, helping to match supply with demand. Here, it is used extensively in planning for domestic assembly processes in the warehouse as well as to analyze the company's purchasing needs. Another feature, the Material Planning Forecast Spreadsheet Interface, assists Universal Motion Components to plan its purchasing even farther in advance than their current sales orders allow to plan. Using a combination of customer and internal forecasting to plan for longer term order and projections for the factories.

MRP Engine and Data

With a virtual flood of orders at Universal Motion Components, the need to have easy access to accurate information is crucial. Therefore, during the upgrade process, the INDUSTRIOS MRP Engine was a must.

A powerful feature is the ease of working with dates in the system. It is easy to take MRP

suggestions and make adjustments based on these results, in relation as to what items are needed and when they should be shipped.

Another core benefit of the MRP engine is how it presents data. With a long lead time of over thirty days for overseas shipping, the ability to see open orders is a very effective feature, as well as the MRP view. In addition, the Bill of Materials purchase suggestion is simplified and easy use, allowing greater insight and control of inventory in-transit.

Setting the Course for Success

The team at Universal Motion Components are very happy with the technical support, availability of knowledgeable staff and exemplary training available by INDUSTRIOS, all of which have contributed to the improvement felt throughout the company's core operations. Universal Motion Components continues to receive benefits from improved data accessibility and streamlined processes. As they continue along the path of continuous growth, it's certain INDUSTRIOS will grow along with them.



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