

INDUSTRIOS

A success story.

Company

The Janlynn Corporation

Website

www.janlynn.com

Industry

Leisure Craft & Hobby

Subsector

Needlecraft & General Crafts,
Scrapbooking & Rubber
Stamping

Market focus

Mass Market retailers, specialty
retailers and mail order
catalogs in United States,
Canada, Mexico and around the
world.

The challenge

Managing growth through
acquisition, integrating new
technology and meeting
evolving market demands.

The solution

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Incorporated in 1979, The Janlynn Corporation (Janlynn) is a designer, manufacturer, and supplier of products to the Leisure Craft & Hobby industry. Janlynn is a private family business founded by Edward Kozub in 1979. Today the company is run by John Kozub, the third generation to follow his roots in the family business. Janlynn employs approximately 130 full time employees at the company's factory and general offices in a state-of-the-art location based in Chicopee, MA. Janlynn consists of the following operating units: Janlynn® Brand Needlecraft & Craft Design/Development; Sanook Paper Company Design / Development / Importing; Stamps Happen Design / Development; and Manufacturing, Operations, and Distribution.



THE NEED FOR INDUSTRIOS

Janlynn was not satisfied with their former ERP software provider. The INDUSTRIOS software had all the functionality they needed as a company. Janlynn was impressed by the strength of the company's management team. After a product search, Janlynn settled on INDUSTRIOS and worked with the IndustriOS consulting team to implement the software in late 2003.

"They made us realize the value they provided in having a strong technical team to support our company. That was a big driver for us," Paul St. Jean, Vice President of Operations.



INDUSTRIOS AT WORK

INDUSTRIOS has assisted Janlynn with their growth challenges. This was particularly evident in the ease of integrating new products. When Janlynn undertook an acquisition, they were easily able to integrate the new manufacturing procedures and new manufacturing lines (work centers) into the system. There was a seamless flow internally, even with the new lines. They're able to see the customer expectations on every level, through the workbench snapshots on a daily basis.

EDI & SALES ORDER FULFILLMENT

At Janlynn, EDI is the primary electronic interface with the customer. They receive orders and order payment this way. EDI is also a requirement for doing business with some of their largest retailing customers. The implementation of EDI has streamlined their operating processes to a significant degree and helped them cope with increasing volumes. Through the EDI interface, orders flow into the Sales Order Fulfillment module. They receive the order, process it, and evaluate the inventory. Then, they can quickly act from a planning standpoint to ensure they are able to ship the needed item within 48 hours. The shipping requirements report is used all the time to support these processes. As a result, Janlynn has decreased their average time from order to shipment. According to Paul St. Jean, "It's really enabled us to improve our reaction to customer needs on a daily basis. That is the bottom line."

"We're able to manage as frequently as needed, what will ship and what shipment service levels can be attained. It helps us to make more informed business decisions. We wouldn't be able to do that without the power of this software," Paul St. Jean, Vice President of Operations.

MATERIALS & PRODUCTION PLANNING

For Janlynn, the biggest strength of INDUSTRIOS is the strong planning component. It's able to look out through twelve weeks and determine needs from both a short term and long term perspective for both actual and forecasted demands. From a planning purpose, Janlynn makes use of customer forecasts. They're able to incorporate the forecasts into the system and plan out twelve weeks of manufacturing and procurement requirements. From the short-term perspective, it's enabled

the Janlynn team to better meet their customer demands with regards to shipping products within a 48-hour window. If they don't have the product on the shop floor for an order, the necessary shop orders are quickly input. Within 72 hours, product will be back in stock, provided all raw materials are on hand. That is where the long-term perspective comes in. It is now a very rare case that Janlynn doesn't have the raw materials on hand, due to the long range forecasting in place.

INDUSTRIOS has improved Janlynn's on-time production deliveries and scheduled performance. The real-time access to production order information and material planning in the Production and Inventory modules has resulted in improved customer service, production planning and enhanced inventory management. They're able to see the customer expectations on every level, through the workbench snapshots, on a daily basis.

"The customers demand that we are able to quickly ship orders. Without INDUSTRIOS, we wouldn't be able to do that," Diana Wesolowski, Production & Planning Manager.

SETTING THE COURSE FOR SUCCESS

From Janlynn's perspective, a key success factor has been the strength of the Planning and MRP modules. The modules gave the Janlynn team reliable visibility on demand at the SKU and component level for the first time. The resulting access to information that flowed across the Procurement, Receiving and Planning functionality laid the foundation for ongoing communication between these teams. They can produce product on time to meet their customer requirements. INDUSTRIOS has enabled Janlynn to reach these operational achievements, freeing them to set bigger goals and meet the new challenges ahead.

"Janlynn is providing forecast delivery dates with significantly better reliability than in the past. We have a high degree of confidence that we didn't have before. The major advantage INDUSTRIOS gave Janlynn was the ability to better meet the demands and expectations of our customers," Paul St. Jean, Vice President of Operations.

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