

SUCCESS STORY:
REMINGTON INDUSTRIES



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“Remington Industries and INDUSTRIOS truly have a partnership. We work together well, and rely on each other to move not only Remington, but INDUSTRIOS, along, too.”

Sandra Matherson, IT Director

What started as a “Best in Class” manufacturing company in 1983 has evolved into an international company headquartered in southeast Tennessee.

Remington Industries' homegrown ingenuity has resulted in many product and feature patents that focus on customer needs, enhancing their driving experience. Their license relationships with a growing group of respected international Brands like Michelin and Rubbermaid are evidence of this.

Remington's knowledge and business span more than 30 years of consumer research, product engineering and design, with worldwide manufacturing capabilities including experience in multiple countries and continents. They are committed to creating and developing unique product innovations that make sense for every customer's needs.

The Need for INDUSTRIOS

A long-standing INDUSTRIOS customer, Remington Industries first implemented INDUSTRIOS to serve their requirements for managing inventory levels. Their decision to upgrade to the most recent version of INDUSTRIOS to meet the challenges of continuous growth was driven by Remington's transition to a distribution focused environment. This change required more distribution-oriented features. INDUSTRIOS delivered by providing distribution enhancements to optimize and streamline operations.

The decision to again rely upon INDUSTRIOS was immediate, prompted not only by their long and trusted history, but a result of the commitment to service of the INDUSTRIOS team, effective training provided, robust distribution feature set, as well as fast and efficient technical support.

Company

Remington Industries

Website

remingtonind.com

Industry

Automotive products and accessories

Market Focus

OEM and after-market

The Challenge

Streamlining inventory, shipping processes

The Solution

INDUSTRIOS

The Results


1. Complete customer compliance with Electronic Data Interchange (EDI).
2. Optimized inventory with turns, and min/

max reporting and analysis tools.

3. Accurate inventory drives increased MRP.

4. Enhanced standard costing through variance analysis tools.

5. Seamless implementation with no downtime, and on budget with solid project planning.



“Through the years, Remington has communicated various suggestions to support our operations. It is really nice to see these suggestions implemented in the solution. It means the INDUSTRIOS team listens to, and understands, their customers.”

Sandra Matherson, IT Director

Electronic Data Interchange (EDI)

A core function for Remington's continuing success is the dynamic INDUSTRIOS EDI module. Mandatory for 98% of their customers, it allows an electronic exchange, enhancing communication while streamlining data. With Remington's distribution format of third parties, it was the perfect solution.

Remington blends traditional and advanced EDI features to streamline distribution operations. Orders are received in their system through EDI, populating the sales order. With integrated functions of INDUSTRIOS, orders are transferred to the Shipment Workbench. The transactions are then sent to their warehouse in Reno, Nevada. Utilizing Warehouse Management features such as pick tickets and inventory management, shipments are populated in the warehouse, where they are picked and shipped. Once sent, the details are returned to their head office via EDI.

Material Requirements Planning is vital in this process, ensuring inventory for on-time deliveries, while enhancing customer satisfaction. Increased efficiency, time and cost savings from near-paperless environments have also been achieved.

“INDUSTRIOS is a simple yet powerful tool that handles a very high volume of transactions. We are able to process a lot of data with just a few workbenches, and we've been highly successful in doing it,” Sandra Matherson, IT Director.

Sales Order Fulfillment Benefits

Remington continues to leverage integrated

Sales Order Fulfillment features to optimize this process, including sales order management, shipping and invoicing. As a result, data accuracy and synchronization between facilities is guaranteed, while increasing efficiency.

Reporting and Analysis Benefits

With a focus on managing third party environments, the importance of accurate reporting is greatly underscored. Inventory Control features such as min/max analysis and aspects of inventory turn reports are now standard offerings used daily. This facility enhances data flow in Remington's distribution environment.

Additionally, purchase price analysis was established to monitor trends against standards and trigger standard cost updates. Therefore, the ability to effectively manage distribution was greatly increased, providing the allocation of more time, resources and efficient processes.

Procurement Benefits

Part of the INDUSTRIOS Distribution Suite, Procurement has streamlined Remington's entire receiving process. With third party warehouses managing physical inventory, shipments arrive at the warehouse. Using the Material Requirements Planning and Receiving Inspection facilities, shipments are blindly received, validated against the hardcopy and updated in their inventory system. An inventory report is then sent to Remington's head office. This daily process synchronizes the head office and warehouse systems, ensuring accurate data. As Remington also contracts third parties for shipping functions, it was

essential to be able to receive and send EDI transactions to ensure a seamless process. This is now a reality.

THE INDUSTRIOS EXPERIENCE

With hands-on training conducted on-site during the roll-out, and remote training before and after, all departments were ready to process transactions they were responsible for. All employees began working immediately, needing little follow-up support.

“I was also impressed by the very professional team approach during the project. Everyone was very supportive...to accommodate our needs. From a system perspective, they did their best to make sure everything was in place,” Sandra Matherson, IT Director.

The whole process was seamless, with no data loss or downtime. With a well planned project plan and an available support team, the Remington team was up and running live immediately.

Setting the Course for Success

The Remington team is pleased with its new INDUSTRIOS functionality, support, availability of knowledgeable staff and exemplary training which have improved operations. With Remington's continued growth, it's certain INDUSTRIOS will grow along with them.



INDUSTRIOS
SOFTWARE, INC.

MANUFACTURE INTELLIGENTLY

2150 Winston Park Drive, Suite 214
Oakville, ON L6H 5V1

T 905.829.2525 F 905.829.3349

1.866.275.9028

sales@industrios.com • www.industrios.com

