

Assmann Corporation Streamlines for Success with Automation Plus and Sage Pro



Issues that Led to New System

- Manual quote and order taking
- Automating inventory
- Consolidating financial statements
- Controlling manufacturing process

Results Achieved Working with Automation Plus, Inc.

- Eliminated duplicate entry with quotes and orders – saved a full-time job
- More frequent and accurate physical counts
- Reduction of errors since quotes and orders are entered into the system
- Reduced time it took to perform a physical inventory count
- Accurate pricing and inventory availability
- Satisfy auditor, president and salespeople's specific report requests
- Create consolidate financials with a touch of a button – saved two days a month
- Fulfils ISO certification requirements
- Improved customer service
- Helps to find a solution to any problem

A leader in the manufacturing of large plastic and polyethylene storage tanks, Garrett, Indiana-based Assmann Corporation of America differentiates themselves with their rotational molding process. Using this type of process, no pressure is asserted to the tank during production. This yields a stress-free tank or part, and a higher quality product that their clients have come to rely on. Backed by outstanding service and experts engineers, Assmann constantly looks for ways to increase efficiencies within their manufacturing and business processes.

"In 1989 our owners wanted us to use an automated accounting system," reflects Vickie Elliot, Assmann Corporation's vice president and employee for nearly 25 years. "Over time we migrated platforms and upgraded the original product. In 2001 we were looking for a new company to support our system, and literally, Automation Plus walked through our door." Vickie knew that she had found a good thing with Automation Plus.

"Automation Plus is a service-oriented company, just like we are," said Vickie. "That is why I was attracted to them." Over the years, Automation Plus has

worked closely with Assmann to streamline processes and improve visibility into their data using Sage Pro.

As a manufacturing company and distributor, maintaining inventory is critical to Assmann. "We had been tracking inventory items and costs on a spreadsheet," said Vickie. "We completed a physical count three times a year and each time it took nearly three weeks as there was so much manual keying of data. We knew we needed to automate the process, but we never knew where to start. We worked out a timeline with Automation Plus and they helped us break the project down into manageable tasks and trained us on each step along the way. Today we are working toward fully automating our inventory, we perform four physical counts per year and it does not disrupt our business. We are close to reaching our goal of a physical count taking only a few days."

Now that the process of automating inventory was underway and accurate, Assmann moved on to their next project of streamlining the quote and order process. "Both quotes and orders were manually written up and sent to the office. From here, someone would



"We have made more progress with Automation Plus in terms of streamlining our systems and reducing duplicate work than any other company we have worked with in the last 25 years."

— Vickie Elliot, Vice President

key the information into the system. If a quote became an order, it was entered again," said Vickie. "The duplication of work was frustrating. Plus, since so many people were touching each order, there was a greater chance for a keystroke error."

Automation Plus designed a bidding process that worked within Sage Pro to streamline quote and order processing. "I can't even begin to quantify how much time we have saved with this," said Vickie. "It is at least one full-time person and we are far more accurate."

Vickie now is able to process financials more quickly. "We trust our data. We know that cost information is correct and the sales department can rely on the information in the system," said Vickie. "As part of our ISO certification, one of our management goals is to service our customers better. We do this with accurate pricing and knowing exactly what inventory is on hand available to be sold."

An accurate and reliable inventory is the foundation for implementing a manufacturing system. Once again, Assmann turned to Automation Plus for help. "Everyone wanted something specific out of a manufacturing system," said Vickie. "Automation Plus recommended ALERE Manufacturing to create work orders that match a customer order and build subassembly bills of materials. We have just started using the system and we know it will help us be more successful."

Another area that Automation Plus has helped Assmann with is reporting. "Everyone wants to see financial data in a different format," said Vickie. "I was spending two days per month creating financials. I had to manually key data from five companies into a spreadsheet. Automation Plus recommended F9, which works with my general ledger data and Excel. We created template reports and now I just press a button and my reports are created, exactly how each person wants to see them."

"We also use a product called Query, which gives us insight into our data," said Vickie. "If I need something written, I just call Automation Plus and they help me. For example, last summer, one of owners wanted to see a particular-size tank that was produced and shipped in the Texas area. We used this information to decide if we should have another mold created, which in turn helps us to provide a higher level of service to our customers."

"Whatever we need, Automation Plus is there for us. We are not just purchasing a product, but the service and support of the product and their service is excellent. They would not recommend a product that did not fit our needs," said Vickie. "By helping to streamline our work, Automation Plus has contributed to the continued increase in revenue we see each year."



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