



Walworth: Highly specialized valve manufacturing .

“With the new system, Walworth has improved customer service, while also improving all of our business processes.”

- JANET MUÑOZ, IT MANAGER, WALWORTH

About the company

Walworth is one of Mexico’s leading manufacturers of industrial valves for fluid control. Founded in 1842, the company manufactures a variety of valves—gate, globe, check, ball, pressure seal, AWWA butterfly, and plug—in a wide variety of materials, such as carbon and alloyed steels, austenitic and duplex stainless steels, nickel alloys, ductile iron, and bronze.

Valves are designed and manufactured to meet the most stringent special requirements of various industries, including power generation, chemical and petrochemical, oil and gas, pulp and paper, mining, cryogenic, and shipbuilding.

Setting the strategy

To be competitive in today’s market, Walworth knew it must be able to respond to new trends and customer demands in a fast and flexible manner.

The company’s legacy enterprise resource planning (ERP) system was unable to support its end-to-end operations, as manufacturing and financial processes weren’t integrated and data was inconsistent. Because Walworth customizes valves for each customer, it needed a system that could provide material requirements planning (MRP), master production schedule (MPS), and tracking capabilities.

“We are very pleased with our implementation of ERP VISUAL.”

- MUÑOZ, IT MANAGER

Getting business specific

Walworth selected VISUAL ERP in large part due to the solution’s ability to support a manufacturing environment with a high level of customizations and many different product configurations. Infor VISUAL ERP — which was sold and serviced through Visual Mexico, an Infor channel partner—provides Walworth with the MRP, MPS, and tracking capabilities it needed.

VISUAL ERP has provided Walworth with many benefits, including improved tracking of manufacturing processes for customized products, the ability to close financial periods faster, and enhanced supplier management. Now, Walworth can easily customize orders and provide customers with personalized information and pricing based on order history.

Seeing results

“One of the most beneficial tools we’ve found is the VISUAL ERP Product Configurator, which allows us to customize valve configuration for each customer and enables customers to place orders over the Internet with real-time status updates tracked by serial number. With the new system, Walworth has improved customer service, while also improving all of our business processes.”

Since implementing VISUAL ERP, Walworth has also benefited from enhanced integration between its production operations and finance department. The company can now close its monthly accounting books in just three days, instead of 15. Infor ERP VISUAL has also simplified accounts payable, allowing Walworth to process payments online, with fewer errors and in less time.