



## L&H Industrial experiences explosive growth with Infor VISUAL

*“VISUAL ERP may be the only concurrent scheduling system that actually works. It makes our business profitable and prosperous.”*

MIKE WANDLER, PRESIDENT / SHAREHOLDER, L&H INDUSTRIAL INC.

### Facts at a glance

Solution: ERP

Products: VISUAL ERP

Industry: Equipment

Country: USA

### About the company

L&H is a leading after-market supplier in the mining industry -a world-class rebuilder of heavy mining equipment and engineer, design, and manufacture alternative replacement parts for the surface mining industry. L&H's distribution and service network spans the globe, with distributors in all major mining areas worldwide. The company is committed to maintaining its reputation as a high-quality repair, fabrication and manufacturing provider.

To learn more, visit [www.lnh.net](http://www.lnh.net).

*“Originally, we reviewed at least 10 systems before choosing VISUAL ERP. Now we don't look beyond Synergy products; we want to stay with this ERP system.”*

Mike Wandler, President / Shareholder  
L&H Industrial Inc.

### Challenges

- Enable concurrent scheduling.
- Gain better control of operations processes.
- Replace existing ERP solution with one that could support growth in sales from \$10 million to \$200 million.

### Benefits

- Experienced a 30% increase in throughput when acquiring another job shop, with less demand on the office and production staff due to proper scheduling and good systems throughout.
- Enabled inside sales coordinators to increase the amount of business they were handling from about \$2 million to \$10 million each.
- Streamlined the creation of work orders from hours to minutes based on history stored in the system.
- Decreased overhead while increasing sales.
- Allowed better understanding and control of workload capacity through concurrent scheduling.
- Gained the ability and confidence to manage the exception and let the system handle everything else.



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## L&H's success with VISUAL in Mike Wandler's own words...

### Using VISUAL means GROWTH!!

"So, I'm really here to tell you about L&H, how our company is, and how scheduling helped us move from a \$17 Million company in 2000, to a \$80 Million company in 2011, and we definitely could not have done it without **finite scheduling**, it's been a big part of our growth.

### VISUAL is Scalable!

"Infor definitely fulfilled our requirements with a comprehensive solution and design we've been working on since about 2000, and we'll still working on it, as we grow we come up with new ideas, better ways to do things, so it's been able to grow with us."



### VISUAL Scheduling ROCKS!!

"One thing that Infor has, other people say they have, I haven't found another company that's able to do this, but the concurrent scheduling where you can schedule the person, and the equipment and the materials and when you rerun that concurrent scheduler, it takes into account all three. So if there's a PO out there that needs to constrain that person from starting the job, it pushes that job out. If there's a piece of material and you're running short, it shows you that you're gonna run short. You have to have all three. Now if you just try to schedule your people, or you just try to schedule your equipment, you're only getting a third of the equation, so that I think is the **power of VISUAL** and the concurrent scheduler. That's what makes it great."

### Growth by Acquisition? Do it right with VISUAL!

"We acquired 3 different companies and the last 2 we went in and replaced other ERP systems that those companies had and were very passionate about, they were smaller companies which were about 10% of our size, and when we took their system out and we put VISUAL in, everything streamlined, we saw a **30% increase in throughput**, people weren't having to work weekends any more, and that's simply because of having a good plan and having the right people on the right thing. We duplicated that in another acquisition we did a couple years later so, we're very confident that you can easily see a **30% increase in productivity**, taking its scheduling and putting it in against other shops that are trying to do other things."