



## Press Release Arne's Welding



**ARNE'S**

**VISUAL ERP's blend of Ease of Use, Easy of Data Access and robust functionality, was recognized as the 'Game Changer' it is.**

**Arne's Welding**, located in Winnipeg, MB, is a 100 employee Engineer and Configure to Order manufacture of on and off road Trailers. Since inception, Arne's focused on excellence in quality and as a result, their customers enjoy a virtually trouble free, and low maintenance product life.

Their broad range of custom products include End Dumps, Side Dumps, Hopper Bottoms, Specialty Trailers and Low Bed Trailers. All of their projects are custom engineered, to meet customers' exacting expectations.

Arne's leads by example with Lean initiatives and employs a fulltime champion on staff. One definition of Lean is 'continuous improvement'. Arne's deployment of continuous improvement, had been driving waste out of their business processes for years.

However, wanting to take their continuous improvements to another level, Arne's recognized the inevitability and the need to investigate ERP offerings. Initiatives such as streamlining processes, automating tasks, workflow and throughput, minimizing inventory costs, increasing FIFO Actual costing accuracy, as well as the requisite for more timely reporting, ERP was no longer a 'nice to have'.

Arne's also recognized they lacked the ERP expertise to properly decipher the various options, and with so many confusing alternatives available, they executed a contract with Mark Huxley of BDC. BDC is re-knowned as a specialist in mitigating ERP evaluation risk for SMB Companies all across Canada.

*"We needed a clearer picture and at the same time reduce our costs," says Darren Rothery, CFO of Arne's Welding. "Our current system (Inmass) was antiquated, and didn't provide the effective reporting we now needed. It was essential for us to have a single integrated system that incorporated management tools and provided real time reporting, instant data access and the ability to make more informed decisions." As well Arne's reputation for excellence, demanded a solution that supported near 100% on-time delivery and superior customer service.*

After examining several ERPs, including Epicor, Syteline, among others, Arne's uncovered a **'game-changer'**. A unique ERP called VISUAL, which not only offered deep functionality, it was the most common-sense and intuitive system they had ever seen. A complete end-to-end supply chain solution that incorporates ERP, MES, CRM, Quality Management, and BOM integration with Engineer CAD software (Creo). It also offers advanced features such as Parametric estimating tools (Configurator), barcode shop floor data collection, a graphical Bill of Materials (Manufacturing Window®), and a patented scheduling tool designed with the Throughput theories made famous in the Best-selling business novel titled, 'The Goal'. It was becoming apparent that VISUAL was not just another 'me too' ERP.

'Butch' Bouchard, Arne's President, knew another Manitoba equipment manufacturer called K-Tec Earthmovers, that had gone live on VISUAL weeks before. After contacting K-Tec's Senior Management team and hearing glowing reports over Synergy's implementation expertise and Lean centric strategies, Arne's decision was becoming clearer. Then in a rare turn of fate, Mr. Bouchard was negotiating a joint military contract with another ETO manufacturer called Link Manufacturing (located in Iowa and Nisku, AB). Curious, 'Butch' innocently asked if Link was using an ERP today, and to his surprise, learned they had been using VISUAL with its Lean Scheduling tools for over 15 years.

As Mr. Rothery stated *"With VISUAL, we now have the tools and the real-time data to run the company efficiently. And, after many customer interviews, Synergy not only has thrilled devotees, they also stress Lean Manufacturing and Business Performance Improvements, merging perfectly with Arne's culture."*

During their review of VISUAL, Andy Pratico made a statement which rang true with Arne's team, *"If a company does not streamline processes while implementing ERP, the ERP will end up being only pretty screens in front of their existing problems."*

As a result, Arne's is launching their newest Lean centric initiative with an ERP aptly named VISUAL.

