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Robust Visibility into Orders, Inventory and Production Transforms Haydon Corporation's Service to Customers



Industry: Metal fabrication
Company: Haydon Corporation
Solution: Macola 10

Haydon Corp. manufactures metal framing components for mechanical, electrical, industrial and OEM applications as well recycled rubber roof top supports and hydronic baseboard heating systems for residential and light commercial applications. The company is based in Wayne, NJ.

Challenges:

- Needed integrated view into order fulfillment process, production schedule, sales allocations, raw materials and finished goods inventory to reduce backorders
- Required more robust financial reporting
- Outdated software – inefficient and difficult to navigate

Results:

- Reduced backorders 80%
- Smooth month-end close with no surprises
- Much improved order processing and inventory management

“We’ve reduced backorders by 80%. Shipping more quickly and having fewer late orders increases our customer satisfaction which can only lead to us increasing our market share.”

**– Adam Woods,
President and CEO of Haydon Corporation**

Headaches Reduced

Prior to the implementation of Macola 10, Haydon struggled with the ongoing issue of backorders — a challenge that cost the company time and money. Freight expenses were higher due to the need for additional shipments, which increased the administrative burden because orders had to be billed two or three times. Implementing Macola 10 relieved these headaches because the software provides an integrated view of other orders, sales allocations, the production schedule, raw materials and finished goods inventory levels, and ship dates.

Happier Customers

This visibility helps eliminate situations where a new order causes a backorder or missed delivery date. “We’ve reduced backorders by 80%,” said Adam Woods, Haydon president and CEO. “Shipping more quickly and having fewer late orders increases our customer satisfaction which can only lead to us increasing our market share.”

Macola. ERP and business software.



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- Adam Woods

About Macola

Macola is ERP and business software that manufacturers and distributors use to automate, manage and grow their businesses. The software empowers companies to take control of cost and complexity at every critical stage from design through delivery and see all facets of their business from a single application.

Macola is an Exact product. Exact builds business software for SMEs and their accountants. Our innovative technology is aimed at specific business needs, providing an overview of today and insights into the opportunities of tomorrow. Exact inspires businesses to grow. Our 1,600 employees love, share and support our customers’ ambition. Like them, we aim high. Like them, we aspire to lead the way. That’s how we know it’s a bumpy road to success. And that’s why we build software to help smooth it out, enabling our customers from all over the world to grow.

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No Surprises — Real-time Data for Better Decision Making

Implementing Macola 10 also has dramatically increased visibility into the books. Haydon’s management is not surprised by costs of goods sold being higher or lower than they were anticipating. They can see their purchase price variance on a daily basis, how actual costs are trending versus standards, and gross profit.

“It’s made a monumental shift in our ability to make quick decisions now that we have updated and accurate visibility into our financials,” said Woods. “Without access to this data, you’re kind of flying blind. You kind of know what your costs are, you kind of know where you are – pricewise – in the market, but you don’t know it with any degree of accuracy. You kind of have a ballpark. Now we know exactly.”

Woods says having this information prevents “big surprises” when the books are closed at the end of the month. Another bonus is timeliness. Prior to the implementation, it took a week-and-a-half to get month-end financial results. Now they have the results by the fourth business day — a 60% time savings.

Paperless Efficiency with Automated Workflows

Haydon is also realizing increased efficiency when it comes to getting invoices approved. Haydon managers approached Macola consultants to see if they could create a paperless solution and automate the workflow to route invoices to the proper person for approval. Macola consultants solved the problem. Now, approved invoices are part of the Macola document management system and automatically get vouchered.

“We will come up with an idea or a problem and present it to the team of Macola consultants that work with us to see if they can solve the problem or address the enhancement we are trying to make,” Woods said. “The paperless solution for invoice approval has sped up the process and enhanced traceability. We didn’t even know that functionality was available,” Woods added.

Implementing Macola 10 and engaging Macola consultants to solve challenges has revitalized Haydon’s accounting processes and is positively impacting the business. The company is poised for future growth and success.

To learn more about Macola, please call 1.800.468.0834 or visit www.macola.com.