

ExactMacola

## RiteWay Manufacturing Doubles Revenue in One Year with Help from Exact Macola



# RiteWay

Manufacturing, Inc.

**Industry:** Manufacturing

**Company:** RiteWay Manufacturing

RiteWay Manufacturing, located in Lester Prairie, Minnesota, provides highly efficient, turn-key services in custom metal fabrication including custom manufacturing, welding and cutting, CNC machining, and laser engraving. They also manufacture new and reconditioned conveyor systems for customers such as FedEx and DHL.

### Challenges:

- Lack of integrated accounting, manufacturing, and distribution systems and automated processes
- Siloed data stored in Excel and on paper
- Inability to accurately track inventory
- Slow quoting process

### Results:

- Ability to quote large custom projects in less than half a day versus the 3-5 days it took prior to Exact Macola
- Phased implementation with the ability to grow without further investment
- Ability to track all inventory
- Accurate and timely shipments

**“We would not be able to be a \$10 million company if it weren’t for Exact Macola. Exact Macola runs the company, from order processing and inventory controls to more accurate accounting and faster automated shipping. I don’t know what I’d do without it.”**

**– Denise Johnson, President of RiteWay Manufacturing**

### The Challenges

For many years RiteWay Manufacturing operated as a successful company, proudly serving FedEx as one of its largest clients. In 2006 they evaluated two ERP products and chose a system based on the functionality the vendor claimed. After a yearlong implementation that was never completed, and the realization that the solution was misrepresented, they evaluated other solutions and Exact Macola was chosen from a list of 10 because of the product configurator capabilities. In 2008 the company expanded their facility to accommodate their booming business. Unfortunately, like many companies during the economic downturn, RiteWay Manufacturing fell victim to a series of hardships.

Denise Johnson, president of RiteWay Manufacturing, knew the company needed to update and automate processes and introduce new technology to revive the business. They were using QuickBooks for accounting and didn't know how much inventory they had because data was stored using itemized lists in Excel. Another challenge was quoting. Many jobs are unique and customized and it would take 3-5 days to quote them due to their manual process. The lengthy lead time often forced them to turn business away. It became clear that RiteWay Manufacturing needed new technology to help them overcome their challenges.

### The Solution

In 2008 they began the implementation and went live in January of 2009. "Exact Macola was the only company that told the truth," said Johnson. "There's no comparison to what Exact Macola actually provides."

The right solution was Exact Macola. One of the first challenges to tackle was inventory tracking. Using Exact Macola and WiSys Warehouse Management System, the company has been able to automate data collection and tracking of all its inventory through bar code scanning, ensuring that inventory doesn't get missed or left off shipments. Employees can now quote million dollar custom projects in less than half a day versus the 3-5 days it used to take. Exact Macola is also being used to schedule employees, jobs and machines on the shop floor.

Accounting and reporting are vital to any business, and Exact Macola helps the company save multiple hours on reporting with the ability to quickly create custom reports. The accounting functionality is integrated with the manufacturing and distribution systems, providing much greater functionality than what they had with QuickBooks.

"My entire staff loves Exact Macola. You don't feel like a customer, you feel like you're part of the family because they understand the business. I feel like I am their only customer because of the great customer service."

### The Results

In 2013, RiteWay Manufacturing projected \$3.5 million in sales, yet actually did over \$7 million. In 2014, they project \$10 million in sales. "We would not be able to be a \$10 million company and beyond if it weren't for Exact Macola. Exact Macola runs the company, from order processing and inventory controls to more accurate accounting and faster automated shipping. I don't know what I'd do without it."

According to plan, the organization is growing into the system by first addressing prioritized facets of the business, such as inventory tracking, before implementing additional features. Denise estimates that today RiteWay Manufacturing currently uses 40% of Exact Macola's functionality, and is looking to increase their usage to 75% by the end of 2014.

"Five years ago when deciding to implement an ERP system we knew we could only do so much and had to approach implementation in phases. With Exact Macola, we have been able to grow into the solution without further investment."

"We are moving into the next phase in lockstep with Exact Macola and are excited about the additional functionality we have yet to use. I travel a lot and have people who use tablets on the shop floor so the new mobile capabilities will help us become even more efficient working in real-time. Having the ability to personalize role-based workspaces will also be beneficial. Putting it all together, we are now at the forefront of technology for our business."

**To learn more about  
Exact Macola, please call  
1.800.468.0834 or visit  
[www.exactmacola.com](http://www.exactmacola.com).**