

US Merchandise and PowerERP: Achieving an efficient Distribution

When consumers stock up their shopping carts with household products chances are those products were delivered by US Merchandise Inc. As one of the largest East Coast supplier of household products to supermarkets and retail stores, US Merchandise has a diverse product line and caters to a diverse customer base.

Distribution problems with the old System/36 Software

Previously, problems were abound in distribution management application, due to their old System/36 application. The company had been using the system for 20 years. The package was primarily geared towards processing orders, rather than making distribution more efficient.

The company was also displeased with the systems limited inventory control and accounting capabilities. Three of its most important goals for a new software application were to implement an efficient distribution system, move to a paperless office and permit widespread access to sales and financial data.

PowerERP makes it happen

Using PowerERP the company found that 90 percent of its most urgent needs were met right out of the box. With add-on capabilities the software quickly was a perfect fit for US Merchandise's specific environment.

The implementation team from OmegaCube played a major role in creating a perfect "fit", according to Evelyn Yalung, Controller. "With the capability of handling complex pricing, for instance, I was able to handle various pricing types that are unique to a distribution environment".

"Using Point-of-sale hand-held applications, order processing has cut down the time it takes for us to replenish shelves at supermarkets. These improvement have translated into

increased sales.", according to Evelyn Yalung. Because US Merchandise operates in a dynamic retail environment and sales trend information is very important. PowerERP quickly and easily provides valuable insights on the how the cycle compares based on time period and product lines.

Before PowerERP, the accounting and sales manager were spending a lot of time evaluating sales numbers. This work now comprises less than half of their work load. As a result, today they can focus on better customer support, and new product introduction.

PowerERP allowed US Merchandise to attain its three business goals. Along-with an efficient order to fulfillment cycle, the improved warehouse management and inventory control has enabled US Merchandise to make the whole distribution system more efficient. The paperless office is almost a reality, thanks to the hand-held devices, EDI and online reporting. Sales and financial data is available to virtually anyone who needs it, as it is available real time through sales analysis reports and online business intelligence analytics.

"Getting our sales and inventory data used to be a nightmare, and now it is clean and easily accessible", comments Evelyn Yalung. The data used to require several reports and double entry into excel before it was meaningful and now it is available online in one or two reports.

Key Benefits

- Efficient order to fulfillment cycle
- Improved warehouse management
- Paperless office and reduction in paper by 30%
- Improved sales and financial reporting

CUSTOMER

US MERCHANDISE, INC.

CORPORATE PROFILE

Headquarters

Long Island, NY

Type of Business

Retail and Distribution of Household Products

Number of Employees
35

Annual Revenue
\$ 10 + Million

SYSTEM PROFILE

Environment

Windows 2000 Server

Windows Workstations

Users: 15

Business Areas

- Sales
- Purchasing
- Accounts Receivables
- Accounts Payable
- General Ledger
- Inventory Management
- EDI and Bar coding
- Warehouse Management

"Using Point-of-sale hand-held applications, order processing has cut down the time it takes for us to replenish shelves at the supermarkets. This translates into increased sales"

*Evelyn Yalung
Controller
US Merchandise, Inc*