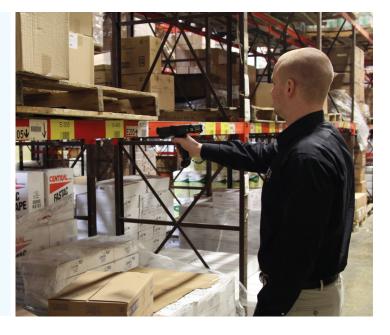Winans-McShane

A New Business System & Warehouse Automation - Integration that Delivers!

For over 100 years, Winans-McShane in East Brunswick, NJ has been leading the way in commercial and industrial supply distribution. With a single location, 15 delivery trucks and over 120 out-going orders per day, Winans-McShane fully understands the distribution business and what it takes to succeed.

"We now can continue with our daily cycle counting and can complete the entire warehouse on a quarterly basis. We also have a goal in place to eliminate the year end inventory based on the accuracy of DDI System's warehouse management system."

Mark Rogers
Vice President, Winans-McShane

DDI System's Positive Effect

Just eight months ago, they converted from Stanpak to DDI System's **inform** software and added DDI's Warehouse Management System (WMS) to fully integrate their business. At the time, Mark Rogers (Vice President), Alan Sklar (Information Technology Manager) and Donna Mazuco (Accounting Manager) did not realize what a positive impact the WMS integration would make in their daily operations.

The manual process they had been using for years was labor and paper intensive. When asked about this former process they quickly joked "Although it hasn't been that long

DDI SYSTEM

To learn more go to www.ddisys.com or call us at 877-599-4334.

ago, we can hardly remember the old days." Donna cringed as she described the process. "Before DDI's **inform** and WMS software, we had to manually build our trucks each day which required an early afternoon cut-off time for the next days' deliveries. We would print 5 copies of each order, build the trucks, plot the routes through UPS Roadnet, then distribute the copies and truck designations to our evening crew. The picking and updating process was completely manual. The next day, the rest of the copies were handled in billing, system inventory updates and purchasing."

"Now, the orders are pulled out of DDI, transferred to UPS Roadnet, plotted, and then returned to DDI electronically. This process is completed in half the time." Alan explains "We have a team of 6 who pick the products for their assigned truck – sometimes one person can pick up to 3 trucks in an evening. They have learned how to utilize the electronic warehouse guns and the job queue function to streamline this process."

WMS Implementation Realities

Surprisingly, it only took 3 months for the entire Winans-McShane team to become completely comfortable with the WMS. They are all very happy with this result as they did have several challenges to overcome during the transition. The first being they started from scratch. Their previous method was manual and the switch to a fully automated system took some getting used to. They also had some language barriers to overcome. Mark states that "The biggest challenge was understanding the whole WMS concept. Once we understood what everything was programmed to do then it made a lot of sense for our entire team. Now that everyone is used to the system, our warehouse runs very smoothly."

"This system is definitely worth the hiccups to get to where we are now!" adds Mark. They have seen many benefits throughout different departments of their organization. The paperless workflow is a huge benefit to them, saving both money and time with the adopted streamlined workflow. Alan adds, "The system is never down. I've only had to reboot once, which is very impressive."

Streamlined workflows, paperless operations, a comprehensive warehouse management solution and the elimination of manual processes have made DDI's **inform** software the complete business solution for Winans-McShane.

> "This system is definitely worth the hiccups to get to where we are now! The system is never down. I've only had to reboot once, which is very impressive."

The betterment they are all most excited about is the physical inventory counts. According to Mark, "Being able to do inventory more efficiently has been a huge time saver. Today, physical bin counts are done by 2 people during off-time and completed within a week. Prior to DDI's WMS, we had to completely shut down our shipping department and everyone had to do physical inventory for 2 full days. We now can continue with our daily cycle counting and can complete the entire warehouse on a quarterly basis. We also have a goal in place to eliminate the year end inventory based on the accuracy of DDI System's warehouse management system."

Suggestions for Transitions

In the end, Mark's suggestion for other companies integrating DDI System's warehouse management system from scratch is to be patient and find what workflow is suited best to their company culture. For those companies who already have some sort of system in place, the system transition will be very easy! Once Winans-McShane became comfortable with the process, they were thrilled with their decision integrating DDI's **inform** software and warehouse management system.