

Ford Meter Box Spotlight



<http://www.fordmeterbox.com>

Industry:

- Manufacturing and Distribution

Oracle Products:

- CNC
- DSI
- Distribution
- EDI
- Finance
- Inventory Management
- Kanban
- Lot Control
- Manufacturing
- Purchasing
- Multi-Plant Planning
- Sales Order Management,
- Transportation Management
- Quality Management

Contact Us

■ For more information about Terillium's products, visit www.Terillium.com or contact Matt Lesseuer, Vice President of Sales at (513) 621-9500.

Oracle Accelerate

ORACLE CERTIFIED ADVANTAGE PARTNER

Assuring Growth, Stability and Profitability Using ERP

The Story:

The Ford Meter Box Company, Inc. (FMB) is a manufacturer of waterworks brass valves and fittings, water meter setting equipment and products for pipeline maintenance and restraint. FMB's emphasis on quality, rapid customer response and innovative products has been the key to continuing growth and market leadership for over 100 years. This broad line of products is manufactured in plants located in Wabash, Indiana and Pell City, Alabama.

FMB's main computer system was an older, highly modified software running on an unsupported Data General platform. Numerous standalone database applications were developed to meet specific department needs. The application software and standalone systems that they were running would not meet their growing needs. FMB would need an integrated solution with premier vendor support to aid in growth, improve efficiency in business processes and provide centralized access to business critical information.

The Challenge:

Implement Enterprise Resource Planning (ERP) processes that will improve FMB's ability to meet or exceed their customers' expectations and better utilize resources, materials, labor and equipment in meeting those expectations.

- A single data model with an integrated system:
 - Replace a stand alone, manual system that was disconnected across the enterprise.
 - Consolidate all locations, which operated on different legacy ERP systems.
 - Improve operational efficiencies.
- Current system lacked capabilities to manage fast paced manufacturing and distribution requirements:
 - Enable same-day shipment of products.
 - Pass demand to manufacturing multiple times per day.
- Reap the benefits of the foundation modules with supply chain and sales tools.
- Migrate to best business practices by moving away from home policies and procedures:
 - Integrating cross-functional processes across a multi-plant environment.
 - Establishing a highly educated and trained work force.
 - Adopt lean initiatives.

The Solution:

Terillium implemented Oracle's JD Edwards EnterpriseOne, a proven ERP software that is affordable, flexible and easy to use. By establishing a strong commitment from FMB's executive management and creating a phased implementation approach, the project team was able to focus on a structured scope and manage cost effectively. Terillium's proven implementation methodology and experience in the Manufacturing and Distribution industries enabled FMB with several key success factors and gave them the ability to:

- Streamline customer service by increasing the use of EDI.
- Reduce financial month end closing by more than 50%.
- Simplify transfer orders between manufacturing facilities.
- Implement lean manufacturing and Kanban shop floor.
- Enter and manage sales orders across facilities from a centralized location.
- Better manage outbound transportation and reduce costs.

Here's what Ford Meter Box has to say about Terillium

■ Terillium's Manufacturing and Distribution resources are simply amazing. Our lead analyst has come to me a few times to report how beneficial his time with Terillium's consultants has been. The entire Terillium team should be making you proud. Whenever we are asked to reflect on our choice of Terillium over your competitors, it is a no-brainer...we made the right choice.

– Zachary Gentile, Vice President/General Manager Pell City, Ford Meter Box