

EDI Advantage™
for MAS 90 and MAS 200

Success Story

CUSTOMER

Allstate Hosiery

BUSINESS PROFILE

Headquarters
Graham, NC

Type of Business
Nylon Hosiery Manufacturer

Number of Locations
Three

Number of Employees
Fifty

Number of Trading Partners
Seventeen



EDI Advantage Offers Comfort and Support for Hosiery Manufacturer

The nylon hosiery industry operates in a fast-paced environment, and the way Allstate Hosiery does business is no exception. Since the 1940s, Allstate Hosiery has been manufacturing nylon knee highs for women. Back in the '40s, the company distributed products under the popular "Sophisticates" brand name.

By the 1970s, Allstate had embarked on a new strategy to become a "private label" house, manufacturing the same nylon knee highs and trouser socks for sale under a variety of different retailer brand names, or private labels.

Today, Allstate Hosiery continues to sell these private label products to a host of national retailers, and it's an extremely competitive marketplace. "In this business, there is no bottom to the prices. Everyone is out there selling very similar items, and, in the end, we're talking about a

commodity, so buyers are always looking for the lowest price," says Tony Bernard, Allstate's MIS Manager.

Another thing buyers in this industry are always looking for is EDI capability. Bernard puts it like this, "If you aren't in EDI, you don't exist. It's a sales requirement today. If you want to bring in a new customer, you have to be doing EDI and you have to be the first company to say so with the lowest price and the ability to deliver the product yesterday."

And in Bernard's business, using EDI Advantage plays a key role in keeping product prices down and delivery timeframes short. "Before we started using EDI Advantage, we needed a team of five people to handle our orders and invoicing. Now we only need three people, and this group handles the receivables too," Bernard explains.

In addition to saving about half

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EDI Advantage™

for MAS 90 and MAS 200

SYSTEM PROFILE

Operating System
Microsoft® Windows 98

EDI Translator
TrustedLink, Windows Edition

EDI Advantage Applications
Sales Partner
ASN Partner

MAS 90 Applications
Accounts Payable
Accounts Receivable
Bank Reconciliation
Custom Office
General Ledger
Inventory Management
Library Master
Purchase Order Processing
Sales Order Processing

of Allstate's order processing time and significant personnel costs, EDI Advantage helps the company meet the fast delivery schedules demanded by buyers. "Within hours of a customer placing an order, the order has to be at the mill site and picked. Then the order has to be shipped to the customer within a couple of days. EDI Advantage makes this possible for us," Bernard comments.

Another important benefit Allstate Hosiery has received as a result of implementing EDI Advantage is a huge reduction in trading partner fines, or chargebacks, caused by sending EDI documents that don't conform to trading partner requirements. Before Allstate implemented MAS 90 and EDI Advantage, the company was using manual data entry to prepare information for transmission to trading partners, and paying fines of approximately ten thousand dollars each year. "After implementing EDI Advantage," Bernard explains, "the fines went down to just hundreds of dollars a year. Because EDI Advantage is completely integrated with MAS 90 and there is no need to re-key data and create the time

delays and errors that used to occur, the fines were history."

Tony Bernard has been involved in EDI since the early '90s, and has seen how EDI works in both non-integrated and

"Kissinger's tech support team responds immediately when we call. They provide a solution as if it was an emergency! That service is the key to our success."

— Tony Bernard, MIS Manager
Allstate Hosiery

integrated environments. He says, "I've been on both sides of the fence. Before integration, EDI was an expensive proposition for us. But now, seeing where we are today using EDI Advantage, we really can't complain. It's a very good product. Error factors have dropped to nothing and the archival feature saves all kinds of hassles when customers come back and ask us to resend a document." He continues, "The way we work today, we rely on EDI Advantage. Our investment has come back to us in spades. The reduction in the fines themselves has paid for EDI Advantage ten times over!"

Please visit
<http://www.kissingerassoc.com/edisuccess.htm>
for additional EDI Advantage Success Stories


Smart Software That Means Business.™

Kissinger Associates, Inc.
2117 Main Street
Centerport, PA 19516

800-562-5456 toll-free
610-926-7450 local
610-926-8344 fax

www.kissingerassoc.com
edisales@kissingerassoc.com



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