EDI Advantage™
for MAS 90 and MAS 200

Success Story

CUSTOMER

Nostalgia Home Fashions, Inc.

BUSINESS PROFILE

Headquarters
Vernon Hills, IL

Type of Business
Manufacturer/Distributor of Home Textiles

Number of Locations
Three

Number of Employees
Thirty

Number of Trading Partners
Twenty

EDI Advantage: Working Under the Covers for Home Textile Manufacturer

If you flip through the catalogs of some of the country's largest home furnishings retailers, one thing is sure: you will see lots of products. But how many of them are actually hand-made?

Nostalgia Home Fashions has been occupying a niche in the home textiles industry since 1983, the year the company was founded in Chicago, IL. Nostalgia specializes in producing high-quality, handcrafted cotton and linen quilts, pillows and shams, draperies and other bedding accessories. All of Nostalgia's products feature hand stitching as well as unique accents using crochet, appliqué, and patchwork.

And in the highly-competitive home textile industry, having a competitive edge is important. Nostalgia has international competition and the constant pressure of keeping customers happy with exciting new products and great customer service.

One way Nostalgia keeps customers happy is through the use of EDI. According to Denine Petrancosta, Nostalgia's EDI Coordinator, the company's ability to use EDI is a critical success factor. "Most of our business, about eighty percent of it, is with customers that require us to do EDI," she states.

Since the beginning, Nostalgia has been using EDI Advantage to meet customers' EDI requirements. In fact, Nostalgia implemented both MAS 90 and EDI Advantage at the same time in 1995, the year the company started doing EDI.

Today, Nostalgia receives an average of 75 EDI orders each week, and as many as 200 each day during the spring and summer months when new patterns are debuted, the company's busiest time of year. Due to this order volume and the number of different trading partners that purchase from Nostalgia, the task of ensuring trading partner com-

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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
Payroll
Purchase Order Processing
Sales Order Processing

pliance is a big issue. Petrancosta explains, "When customers ask us to go EDI and they want us to be up and running with 850s and 856s, we have to be able to respond quickly. The turnaround time we get from Kissinger is great. They get us the overlays we need and they get them to us very quickly."

In addition to meeting the needs of new customers, Nostalgia also has to keep up with the changing needs of existing EDI customers. In some cases, Nostalgia's trading partners ask for data to be included on the EDI documents even though these data requirements are not stated in the trading partner's mapping guidelines. (Mapping guidelines are the "rules" published by the trading partner to instruct vendors about the formats and data requirements for the EDI documents the vendor will send to the customer.) Some of these changes can be addressed using the setup options in EDI Advantage. Other changes requested by trading partners require changes to the trading partner overlay programs used with EDI Advantage to provide compliance.

"When a customer makes a change to what they want to receive in a document, they want it 'right now'. When that happens, all I have to do is call Kissinger, tell them what I need, and they send a new overlay out to me right away. Most of the time they can just email it and I have it well within the timeframe required by the customer," Petrancosta states. "That is the type of service we need, and because of the way Kissinger responds, our trading partners are very satisfied," she continued.

> *"Kissinger's support staff takes the time to listen to me and I always feel like they are happy to help me. Thanks to Kissinger, our company is operating better than ever!"*
>
> *— Denine Petrancosta, EDI Coord.*
> *Nostalgia Home Fashions, Inc.*

Denine Petrancosta is the only person at Nostalgia that uses EDI Advantage and she says she is proof that "even a small company can handle this type of EDI." Petrancosta concludes, "EDI Advantage is a very efficient system and the support that Kissinger provides makes me feel like a very important customer."

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

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