

## CUSTOMER SUCCESS



## Bonnell Industries Plows Away the Paper with Sage MAS 200

Jesse Bonnell was one of those natural entrepreneurs who knew a great business idea when he saw it. While working as a driver with a road construction contractor, he recognized a need for welding broken axles on heavy-duty trucks, and founded Bonnell's Welding Service in 1960. He soon began manufacturing the forerunner of current road maintainers for gravel roads. Side plate snowplow hitches came next.

By 1980, several severe winters had made it difficult to obtain road-clearing equipment from suppliers, so Bonnell introduced snowplows to its product mix, followed by full-time truck equipment distribution. A modern paint facility was added in 1994, and the company started manufacturing snow- and ice-control spreaders in the mid-1990s. Today, Bonnell Industries is one of the leading truck equipment distributors in Northern Illinois, and supplies snowplows and spreaders to municipalities throughout the nation.

### Buried in Blizzard of Details

In the office, however, Bonnell Industries found itself buried under an avalanche of paperwork. The company had been using DOS-based software designed for the truck equipment industry, but was still on manual systems for its manufacturing business. Trying to get reliable financial data was a nightmare.

"We carefully researched various software, looking for a great configurator plus an accounting package with drill-down capabilities," says Marilyn Koster, controller. "Sage MAS 200 had everything. Equally important, it interfaced seamlessly with JOB OPS, which offered an excellent configurator for manufacturing. We were sold, and went live with the integrated system in the summer of 2005."

### Smoother Solutions with Sage Software

Sage MAS 200 runs all daily business operations at Bonnell Industries, including the general ledger, payables, receivables, payroll, invoicing and merchandise returns. "We use Sage MAS 200 to do everything, from preparing quotes for customers, to creating detailed financial reports," says Koster.

#### Customer:

**Bonnell Industries, Inc.**

#### Industry:

Snow plow and truck equipment manufacturer

#### Location:

Dixon, Illinois

**Number of Locations:** One

**Number of Employees:** 42

#### System:

##### Sage MAS 200

- General Ledger
- Accounts Receivable
- Accounts Payable
- Payroll
- Sales Order
- Purchase Order
- Business Insights
- RMA

##### JOB OPS Modules

- Configurator

### CHALLENGE

DOS-based vertical software for truck equipment industry was antiquated; did not provide adequate data for managing manufacturing side of business.

### SOLUTION

Sage MAS 200 with complete suite of financial modules, plus JOB OPS for configuration and seamless integration of manufacturing information.

### RESULTS

Paperless data storage eliminated two hours of work per person in finance per day; inventory reduced by five percent due to real-time information.

Gone are the days of rummaging in filing cabinets for answers to questions. “Sage MAS 200 has eliminated several hours a day of work for each of us in the finance group,” says Koster. “It’s really great to click through the Sales Order module and have information at our fingertips. We still have to generate a lot of paperwork, and store it for recordkeeping. The difference is that we are no longer dependent on the filing cabinets, and that’s where we realize the time savings.”

An important benefit of having Sage MAS 200 comes from real-time inventory. “Stocking the correct amount of inventory is difficult, because it may be six or eight months before we use an item. Also, we need to be sure that we don’t receive a truck body before the chassis or truck itself. Real-time inventory gives us much greater accuracy, and has already helped us trim five percent off of inventory, translating into significant savings that will increase in the future,” Koster notes.

#### **Seamless Solution with JOB OPS**

Side-by-side with the business system, Bonnell runs JOB OPS, graphically based job operations and production software. JOB OPS tracks most aspects of a job in a real-time environment, from estimate to invoice. The JOB OPS Configurator integrates Sage MAS 200 and JOB OPS to improve procurement and production workflow processes. It gathers information about an order and then constructs the order, complete with budgetary and inventory requirements.

At Bonnell, JOB OPS launches a work ticket from within the sales order, providing a single place to monitor components and labor. Bonnell therefore has easy access to information on a job’s production status and profitability.

#### **Easy Corrections**

The flexibility and user-friendliness of the software make it simple for Bonnell to correct errors. “Just the other day, we had a part arrive with an incorrect cost. We made an adjustment in Sage MAS 200, which automatically updated the work ticket in JOB OPS. The inventory adjustment was also tied back to the work ticket,” says Koster.

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“The system performed beautifully,” she continues. “Before getting Sage MAS 200 and JOB OPS, I would have jumped through all sorts of hoops to fix the problem.”

#### **The Right Reports for Profitability**

Koster creates a wide variety of reports using Sage MAS 200 and Crystal Reports. “Sales reports, inventory comparison reports, standard cost versus last purchase cost, sales representative performance, commissions, customer history and daily reports – you name it and I can generate it,” she says. “We especially appreciate daily reports from the Sales Order module, which show us a customer profit summary. This shows us immediately what is going on profit-wise, so we can make quick changes where necessary.”

Koster says that the new system is a tremendous improvement. “Sage MAS 200 and JOB OPS are definitely the right combination for us, and we highly recommend them both to other manufacturers.”

## **ABOUT SAGE SOFTWARE**

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

