



## At a Glance

Huntington Beach Machining

## Industry

Manufacturer specializing in the turning and routing of metal and plastic parts

## Employees

25 employees

## Logistics

Huntington Beach, California

## Solution

Epicor Vista

## Business Challenge

Needed to improve document management and move toward plant automation

## Solution

An integrated manufacturing enterprise resource planning solution to enable the pursuit of higher-volume, more automated work

## Business Benefits

- Streamlining of processes enabled the purchase of additional CNC machinery for the shop floor
- Experienced more accurate job costing
- Revenues increased by 15 percent
- Elimination of double data entry, resulting in time savings

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"Adding Vista was a key element in our factory automation plans, enabling us to better pursue higher-volume, more automated work," says Erik Madsen, MIS manager with Huntington Beach Machining, Huntington Beach, California.

"We're a CNC precision job shop and have been using Vista for more than three years," notes Madsen. Huntington specializes in the turning and routing of metal and plastic parts, primarily for customers in Southern California. Industries served include automotive, aerospace and sporting goods. "One of our strengths is helping customers with the whole product cycle, from R&D and early prototypes through full production runs," says Madsen.

Company revenues increased 15 percent during 1998, according to Madsen, who says Huntington recently purchased its first robot — a five-axis Fanuc unit for materials handling. "Robots can take the manhandling work away from our operators, enabling them to be more productive.

"We work with customers of all sizes," explains Madsen. "And we prefer running a variety of jobs rather than having our people and machines sit idle." One unique Huntington customer produces high-end ornamental fountains found at luxury hotels, casinos and golf courses. "We machine the water nozzles out of PVC plastic or brass," says Madsen. "It's very intricate work, usually involving reverse engineering from the customer's sample parts."

Huntington has also been awarded government contracts, such as producing a specialized rivet gun used to repair aircraft in the field and a ratchet screwdriver. "We assemble these tools from our machined parts and purchased components — then they leave our plant as finished goods," adds Madsen.

Along with facilitating plant automation, Madsen says improved document management was an important motivation for choosing Vista. "Before Vista, we shuffled large amounts of paperwork around our quoting, shipping, production and

accounting departments," remembers Madsen. "This process wasted time and involved numerous double entries — it was ridiculous!"

During the software selection process more than four years ago, Madsen says he was impressed that information about Vista was available online. "At the time, the Internet was just gaining prominence," notes Madsen. "I figured that any software company on the Internet — with strong web-based product support would be superior to its competition." Adds Madsen, "Some software demonstrations from other companies didn't even work."

Madsen says installing and learning to use Vista went very smoothly. "Once you learn one module in Vista, the others seem to flow pretty easily," comments Madsen.

Since starting with Vista, Madsen says Huntington has been able to eliminate two administrative positions. "Instead of paying those salaries, we invested the money on additional CNC machinery for the shop floor," notes Madsen.

Other operational improvements Huntington has experienced with Vista include more accurate job costing, due in part to automated labor collection on the shop floor. They have four work centers using Vista, and a total of 15 Microsoft Windows 95 workstations.

"Vista also helps with material tracking," says Madsen. "For example, the aluminum and titanium used for aerospace customers are assigned heat-lot numbers that travel with the materials throughout our plant. Vista easily handles this internal documentation, which is important when validating quality for the customer."

Building on this internal documentation, Madsen says Huntington is moving toward quality certification under ISO 9002 or QS 9000 standards in early 2000. "Vista has made a positive impact on our quality improvement efforts, and will be instrumental in obtaining ISO and QS certification."

**"Adding Vista was a key element in our factory automation plans, enabling us to better pursue higher-volume, more automated work. The system helped us eliminate two administrative positions, and we've improved the accuracy of our job costing."**

Erik Madsen, MIS manager  
Huntington Beach Machining

### About Epicor

Epicor is a leading provider of enterprise business software solutions to the midmarket and divisions of Global 1000 companies. Founded in 1984, Epicor serves over 20,000 customers in more than 140 countries, providing solutions in over 30 languages.



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