



Dewald & Lengle Hardware

Company Facts

- Location: Friedensburg, Pennsylvania
- Industry: Hardware
- Affiliation: Do it Best®
- Solution: Epicor Business Accelerator

Dewald & Lengle Reduces Inventory and Saves Profit with Epicor Business Accelerator

Dewald management believed that they weren't using their Eagle system to its full capacity. They believed that in having an Epicor Business Accelerator consultant on-site they would quickly learn tips and techniques to help run a better business. "We knew we'd learn faster by having an expert in our store showing us what to do. We never seem to have the time to learn it on our own," explains Jeff Dewald, Vice President, Dewald & Lengle Hardware.

Improving Inventory Management to Reduce Inventory

With a breadth of merchandise from Do it Best, Carhartt, Harmon Stoves and Red Wing Shoes, Dewald & Lengle was challenged to keep inventory under control. "We had a tendency to carry a lot of extra inventory. We wanted to use our Eagle system to help us reduce inventory," describes Jeff.

The Business Accelerator consultant taught the Dewald & Lengle team how to use a combination of RPA reports, order point calculations, and suggested order quantities to improve weekly Do it Best buying. He recommended that they get Carhartt, Harmon Stoves, and Red Wing Shoes inventory entered into Eagle. "We now have more accurate weekly Do it Best orders, and we're ordering less. We entered other major vendor SKUs into Eagle. Since we implemented those recommendations, we're buying less, spending less time preparing orders, and we consistently have stock of the products our customers want," asserts Jeff. "All while reducing our inventory by \$200,000!"

Dewald & Lengle also learned how to better manage slow-selling items (X items), which further reduces inventory investment. "We were really surprised at how many X items we carried. The consultant guided us to not reorder X items once they sell, and we are more aggressively putting X items on promotion to move them out," continues Jeff.

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Jeff Dewald, Vice President |
Dewald & Lengle Hardware

Adding Control at Point of Sale (POS)

Similar to many small businesses, Dewald & Lengle hadn't set up system security at its POS stations. "Any staff member could go in and change inventory. With the consultant's help, we set up log-ins, permissions, and passwords. Now we can restrict access to parts of the Eagle system. This gives us better tracking and security against unauthorized transactions," says Jeff.

Business Accelerator Delivers Results

"Our Business Accelerator consultant gave us many valuable recommendations. He helped us implement many of them when he was on-site, and we've been checking others off the list. The follow-up phone consultations help keep us on track," explains Jeff. "There are few investments that deliver instant results like Business Accelerator. We reduced inventory by \$200,000 in a matter of months, which gives us funds to invest in other parts of the business. More impressive is that last year our sales were down by \$300,000, yet our profit only decreased \$3,000. We have Business Accelerator to thank for that!"

About Epicor

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