

Western Belting Company, Inc.

Colorado Distributor Saves Time and Money With Epicor Software



Company Facts

Overview

- ▶ Location—Denver, Colorado
- ▶ Industry—Power transmission products
- ▶ Number of Employees—21
- ▶ Website—www.westernbelting.com

Success Highlights

Challenges

- ▶ Provide accurate, real-time inventory control

Solution

- ▶ Epicor® Eclipse™

Benefits

- ▶ Provided real-time storage information for approximately 25,000 items housed at three separate locations
- ▶ Greatly reduced stock overages
- ▶ Enhanced cash flow by reducing stagnant product lines
- ▶ Cut the time it takes to generate inventory reports from hours to minutes



Founded in 1918, Western Belting Company, Inc. is Colorado's oldest and most experienced distributor of mechanical and electrical power transmission, motion control, and conveyor components. The Denver-based company has expanded twice over the past decade with the acquisitions of Mesa Bearing and Power Transmission, as well as Colorado Rubber and Supply.

According to Vice President of Operations Aaron Dormaier, the company began looking for a new software platform to improve its inventory control process in 2005. "We needed a system to not only provide real-time storage information for approximately 25,000 items housed at three separate locations, but also help pare down inventory and reduce overages."

After an extensive nine-month review of competitive systems, Western Belting chose the Epicor Eclipse enterprise resource planning (ERP) solution. Epicor Eclipse is currently used by hundreds of leading worldwide distributors because of its proven ability to greatly enhance the management of large inventories and improve back office accounting and sales order entry functions.

Data transparency and time savings

The Epicor Eclipse system officially went online at Western Belting in June 2006—after a six-month installation process and training sessions that included both online and in-house support. "Eclipse has touched and improved every phase of our operation," explained Dormaier, who also served as the point person for the system's implementation. "It backs and supports nearly everything we do. All of our employees have benefited from its use."

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—Aaron Dormaier, Vice President of Operations | Western Belting Company

According to Dormaier, this includes the advantages of now having a “just-in-time” inventory that has greatly reduced the stock of dead items, as well as a billing system that accommodates the preparation of invoices immediately after products are shipped. Rather than reconciling inventory at the end of each month, Western Belting also has the transparency to review product information simultaneously from all three locations and immediately make purchasing decisions—or even transfer items between stores. This was previously impossible, given that the databases at each division were not connected and had to be reviewed separately.

“Since we started using Eclipse, our inventory has remained incredibly stable,” noted David Johlke, Western Belting’s controller. “Overages have been greatly reduced, and full inventory reports now take minutes instead of hours. Subsequently, our cash flow is better, because we’re not investing in stock that doesn’t move.

“In addition, the time savings are immense,” he continued. “We can readily access client histories, check on the status of each individual transaction, and then review and apply payments according to customer instructions. Plus, credit card receipts and hard copies of orders can even be scanned into customer files, which is something else we simply couldn’t do before.”

Raul Trujillo, warehouse manager, is another staunch Eclipse advocate. “We used to waste so much time just looking for stuff,” he noted. “Now, everything is scanned into the Eclipse system—enabling us to track each item and the individual who handled it. We’ve saved hours each day just by knowing exactly where everything is at any given moment.”

Planning for expansion

As for the future, Western Belting has been developing an online store. “Epicor has been a great partner, and Eclipse has so many additional features, which we’re only now beginning to explore,” said Dormaier. “We’re looking forward to using Eclipse to leverage our presence online and grow into new national markets—and possibly even internationally. The system has certainly given us the confidence to not only attract new customers, but also accommodate the demands of operating on a much greater scale.”

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 45 years of experience with our customers’ unique business processes and operational requirements is built into every solution—in the cloud or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit www.epicor.com.



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