

# Industrial & Marine Fabric Supplier Sails into a Better Bottom Line



**Client:** Textile Commission

## **The Challenge:**

Managing inventory during period of rapid growth spawned by new product line.

## **The Solution:**

**MAS 200  
ACT!**

## **Steven Weiss, CEO:**

"We have over \$1 million in inventory on any given day. MAS 200 tells us when we are high and when we are low. This helps us plan accordingly. We need to be well-stocked during our busy season and minimally stocked during the slow season so cash flow is not tied up in unnecessary inventory. During times of low inventory needs, we can take that money and put into sales."

In 1919, the Eighteenth Amendment was adopted, the Grand Canyon was established as a national park, and rotary telephones went on the market. It was a progressive year in American history; a time when a fledgling



nation stood on the dawn of progress. World War I, then known as the Great War, was over and the country moved forward, positioning itself as a world power and industrial leader.

That same year, Philadelphia, PA gave the nation a preview of the Roaring '20s as the city's economy sped ahead into a robust economic boom. Fueling that prosperity was Philadelphia's abundance of manufacturing and textile industries. And it was in 1919 that Textile Commission went into business, joining the advancement of American prosperity.

William Maen, founder of Textile Commission, started his business by purchasing surplus material called cotton duck from the Philadelphia Naval Yard. Textile Commission then resold the material to builders for use in constructing houses and decks.

Today, Textile Commission is one of the nation's foremost wholesale suppliers of awning, marine, and industrial fabrics and supplies. And though the company has stayed

true to its main course of business, it has undergone much growth and changes.

## **RAPID INFLUX OF NEW PRODUCT ORDERS**

Two years ago, Textile Commission added a series of retractable awnings to its catalogue. Business boomed. Owning an awning that was easy to retract for maximum sun worshiping and easy to extend for shade or shelter from rain quickly became a popular concept.

Retractable awnings are assembled by dozens of individual parts. Furthermore, there are different parts and different part sizes used in the various window, porch, canopy, and deck awnings that Textile Commission has available.

"The influx of retractable awning orders created an enormous warehousing challenge," explained Textile Commission Purchasing Agent Nancy Duda. "We keep a variety of parts in our warehouse, so bringing them together per order was cumbersome and time consuming."

So was inputting the order. Determining the various components to a particular awning order took a minimum of fifteen minutes. The more orders that came in, the more the company became bogged down in detail.

"We knew almost immediately that we needed to find a more efficient way of managing the new product line," said Duda.

Textile Commission had been a MAS 90 user for several years. The system served the company well and helped it maintain efficiency. But the popularity of the retractable awning and the addition of additional offices brought the company to a new growth level.

It was time for Textile Commission to reassess its needs.



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## SOLUTION FOR GREATER PROFITABILITY

“We called CompuData and shared our concerns,” said Duda. “They’ve been our technology partner and advisor since the 1980s and knew our business well.”

CompuData determined that Textile Commission’s new challenges could be satisfied by a software upgrade to MAS 200, a platform change, the addition of Internet and e-mail capabilities, as well as the addition of a secure firewall and Virtual Private Network (VPN).

The infrastructure upgrades allow the Philadelphia and newest Florida office easy and secure access to company information.

Additionally, the new MAS 200 software has been optimized to fit Textile Commission’s changing business needs. Orders can now be input in a fraction of the time. When the order is placed, the warehouse is immediately notified of all the parts that need to be picked to fulfill the awning kits. The parts are then automatically deducted from inventory. When inventories reach a set level, MAS 200 prints out an inventory replenishment report.

That pleases Textile Commission CEO Steven G. Weiss. “Automating inventory control has been a profitable bonus,” said Weiss. “We have over \$1 million of inventory on any given day. The system tells us when we are high and when we are low. This helps us plan accordingly. We need to be well-stocked during our busy season as well as minimally-stocked during the slow season so cash flow is not tied up in unnecessary inventory. During times of low inventory needs, we can now take that money and put it into sales efforts.”

The MAS 200 upgrade has increased all around efficiency and profitability, also contributing to greater sales power.

“Upgrading to MAS 200 has helped us

increase business period,” said Weiss. “We are able to allocate more of our focus on business development.”

## NEW FOCUS ON INCREASING SALES

It doesn’t stop there. Now that all the back office and infrastructure is in place and efficiencies have been made, Textile Commission will utilize its new infrastructure and back office information to further increase sales. By introducing FrontOffice powered by ACT!, Textile Commission will link ACT! sales force automation (SFA) software to its MAS 200 system. Workgroup users operating within ACT! will be able to issue sales orders, perform customer inquiries or view detailed orders and invoices, further improving customer service and sales performance.

Textile Commission, according to Weiss, is exceptionally pleased that Best Software’s products are designed to grow with companies and their evolving needs.

“The icing on the cake,” said Weiss, “is that the latest Best installation is like having an extra salesperson on board.”

Weiss refers to the technological tools provide by CompuData as an investment. “Because of the added efficiency provided by CompuData,” he said, “we are projecting a quick turn around on our return on investment.”

**Textile Commission Inc.**