LEPCO | Powered by VAI

VAI
INDUSTRY ERP
WITHOUT LIMITS

The Company

LEPCO (Lawn Equipment Parts Company), we're an outdoor power equipment distributorship. We sell outdoor power equipment such as leaf blowers, lawn mowers, chainsaws, trimmers, that kind of thing. We distribute it essentially from business to business, so we have mostly independent dealerships, some chains that we distribute along the Eastern Seaboard from Maine to Virginia. We're headquartered in Marietta, which is in Lancaster County, Pennsylvania. My grandfather first started his first warehouse in East Petersburg, Pennsylvania, which is not too far from here, and slowly we've grown, so this is our fourth warehouse, and we are now at 330,000 square feet of warehouse.

Industry
Wholesale Distribution, Durable Goods

Requirements
Mobile WMS, Conveyors, Demand Planning, Analytics, eBusiness

The Solution

We wanted a holistic system that was fully integrated with all major functional areas of our business. So accounting, purchasing, marketing, sales, and then most importantly, kind of the heart and soul of our organization, our warehouse. That's where our service levels are truly defined at our warehouse operations for delivery to our dealers. A lot of really good things came out of the implementation process. A lot of team building opportunities. We named the project, Project K2S, which was defined as **Key to**

Success, S2K reversed. We had a tagline, Fertilizing Our Future. So there was a lot of kind of neat little things that we built off of momentum-wise. S2K, from the end user experience, has been a huge upgrade for us. As S2K offers that entry point through Smart Center, there's a lot of things right there when you log in in the morning that you have available to you, and it provides the opportunity to dig in further through the back end. From that standpoint, it's a very seamless way to utilize the system.

The Results

One of the things when we look for an ERP system, we had an entire conveyor system already set up with sortation centers and those type of things. We did not want to redo our entire physical location for a new ERP system. So when we create a shipping label, whether it's at time of release from route manager, whether it's at parts verification, that label has a barcode that is integrated into the label on each single sortation center that we want it to go to. So we have multiple readers throughout the system and when that label passes underneath the conveyor, sorter, you know, scanner that's supposed to determine where it goes, it then sees the box and

then tracks it right to the sorter that's supposed to go to. Each shipment could have one order or it could have ten orders. So they can go into Route Manager, open it up, use the color coordination system on the right-hand side to see, oh, the status of this order is fully picked, fully picked and verified, or in the picking process at whatever stage. Once it's fully picked, fully verified, fully processed, the user then goes in, closes that shipment, asks for the bill of lading, invoice, whatever paperwork goes with it, and the shipment is loaded onto a truck. If an item is serialized and they go out to pick with a label and that item has a serial number, the first thing that they will ask is, you

The Result continued:

know, on the RF gun will enter the serial number. The scanner then has to go and get a valid serial number from that bin to say, yes, this is the item they're picking. It goes back to the serial number file, confirms that that's the correct serial number, and then lets them move to the next item.

My main responsibility is procurement. So I am the main purchaser of Exmark and Echo products. So I use S2K extensively from that side of it. It works fantastically for me in terms of sales history and the information I pull. It's very accurate. It's very timing, it's very helpful

when it comes to when I'm forecasting product and want to bring product into the system.

Innovation within the lawn care equipment has been awesome, is the only way I could say it. I mean, it helps us process things quicker through all of the ordering processes. We used to have our TMs on the road and then we had, you know, three, four, five people on phones taking orders. Now it's a matter that the orders get submitted through the website and everything. We're spending a lot more time on that side of the spectrum. Not to say our employee count has grown, but we've just become more efficient also. Our sales have grown too, which has causes our facilities grown, it's all grown, so it's causes to hire more

employees. But the nice thing about the innovation side is it's helped us manage and be a more efficient company in regards to the way that we communicate and the way we ship products.

For us, LEPCO and VAI, they were a perfect partnership. S2K Software was the solution for us. It was a fully integrated solution that touched all the major functional areas of our business. And really, it's the platform that we saw and we see today continuing to grow and enhance our service levels, which is the utmost importance. VAI is a partner of choice, and we're very proud to be partnered with an organization, and the people we work with have been nothing short of a fantastic experience.

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> – Rob Kintner, Controller - Director of Human Resources, LEPCO