

Productivity jumps 30 to 40 percent for Freshening Industries

CLIENT PROFILE

Making the move to Solomon IV® has significantly boosted the productivity of rapidly growing wet paper towel manufacturer Freshening Industries Pte Ltd. “There is more than a 30 to 40 percent increase in productivity, so it is definitely good to have Solomon Software with us,” said Managing Director Albert Moh.

An ISO 9000 certified company, Freshening Industries has been manufacturing good quality wet towels, satchel bags, and disposable products, with a strong emphasis on hygiene, since April 1994. Its aim is to be the first choice in the personal care, environmental cleaning and wiping market.

Freshening Industries’ passion for innovation and commitment to delivering value to its customers have helped it create some of the recognized products in the market such as foil packaged wet towels.

Keeping pace with rapid growth

However, while marketing was making good progress, systems support was lagging behind. Initially, the company’s administrative section was operating on a DOS-based accounting software with a spreadsheet program. Invoices had to be manually produced and errors could occur.

With business growing at a rapid rate, the accounting system was unable to keep pace with the needs, resulting in a worsening backlog. To make matters worse, the system crashed at one stage.

Mr Moh then decided that it was time to move towards a more reliable and efficient computerized information system. He sought the advice of his consultant and after evaluating several ERP packages, he decided on Solomon IV® because it best meets the company’s urgent need for an efficient order tracking and information system.

Dramatic improvement in efficiency

The Financial and Distribution series, two out of the six suites of business and accounting modules from Solomon Software which Freshening Industries purchased, have dramatically improved the company’s efficiency. By switching to Solomon IV®, the company is able to save valuable man-hours in

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— Mr Albert Moh
Managing Director
Freshening Industries Pte Ltd

The screenshot shows the 'Inventory Item' window in Solomon IV. The title bar reads 'Inventory Item (10,250.00)'. The main area contains the following fields and options:

- Inventory ID: ARW-26-15x7
- Description: AMERICAN RACING TYPE 26 RWD 15x7 5-4-90
- Information tab selected, showing: Class ID: WHEEL, Type: Finished Good, Source: Purchased, Valuation Method: Average Cost, Lot/Serial Tracked: None, UPC Code: (empty), Stocking Unit: EA, Purchase Unit: EA, Sales Unit: EA, Product Mgr ID: (empty), Material Type: TW, Tax Category: TAXABLE, Transaction Status: Active.
- Options: Stock Item, Kit, Custom Item, Verify Quantities.
- Default Site ID: LA (Los Angeles), Whse Loc: 01D03, Weight Per Unit: 0.000, Unit Desc: LB.
- Buttons: Item XRef, Item History..., Site Detail..., Lot/Serial Setup.
- Status bar: 0010 SYSADMIN 2/19/99

The Inventory Item screen gives users flexibility in every area of inventory management, including quantity on hand, selling price, cost, stocking units, and GL posting rules.



tedious manual data entry. The new system has also speed up the processing of invoices. Not only that, Solomon IV® has played a vital role in keeping invoicing and accounting accurate.

Said Mr Moh: "Previously, we had to do a lot of manual processing of invoices and calculations. After the implementation, the process is more systematic and we are able to generate accurate and comprehensive figures. We are much better off than before, and efficiency has improved with the new software."

"We are now also able to generate different types of customized reports," he added. "Our inventory control is also more systematic than in the past and this has helped us to keep close tabs on the quantity of products sold."

Solomon modules meet all the needs

Implementation of Solomon IV® and the IBM Netfinity 3000 Series Servers with Pentium 300 Processor, 256 MB Ram, was done with the help of Progression Technology Pte Ltd, a Solomon Software reseller. Progression Technology also provided Freshening Industries with systems support, help in

streamlining processes, and training of staff in the use of the software.

Even though the volume of transactions is growing, Solomon IV® easily fulfills the demands of the order tracking process. The systems has also proven to be the most efficient way of generating invoices for Freshening Industries.

Attention is now focused on improving Freshening Industries' order taking process by customizing the Solomon Software Order Processing module to the company's peculiar needs. It is estimated that the improvement will help to cut down the order processing time by 60 percent.

As more features of the Solomon IV® modules are introduced into the company's processes, there will be more benefits to be gained. Solomon IV® is providing Freshening Industries with the infrastructure that will be a reliable support for its future growth.

"We are already looking for new factories and we are setting up a representative office to handle our worldwide enquiries," said Mr Moh of his company's immediate prospects. An expanded role is foreseen for Solomon Software in Freshening Industries' growth.

Freshening Industries Pte Ltd

Challenge: To improve order tracking and invoice processing to keep pace with rapid business growth.

Software: Solomon IV® General Ledger, Accounts Receivable, Accounts Payable, Inventory, Order Processing and Financial Report Extender.

Operating System: IBM Netfinity 3000 Series Server.

Hardware: A Pentium 300 processor.



The force behind Freshening Industries' marketing achievement in the wet paper towel market. Solomon IV has given the accounts department the vital support it needed to cope with the company's rapid growth.



For more information on Solomon IV®, contact:
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