



CUSTOMER SUCCESS STORY

CUSTOMER

T&J Furniture Manufacturing Ltd.

INDUSTRY

Furniture manufacturing

LOCATION

Ontario, Canada

Number of Locations

One

Number of Employees

80

SYSTEM

Sage MAS 500

Modules in Operation

- Accounts Payable
- Accounts Receivable
- Advanced Planning and Scheduling
- Advanced Manufacturing
- Cash Management
- eExecutive
- Engineering Change Management
- Estimating
- General Ledger
- Inventory Management
- Inventory Replenishment
- Multicurrency Management
- Product Configurator
- Purchase Order
- Sales Order
- Shop Floor Control
- Work Order

T&J Furniture: Statements in Solid Wood With Sage MAS 500

Twenty years ago, two young couples embarked on a dream—to manufacture well-designed quality furniture for the value-conscious consumer in Canada. Today T&J Furniture is still family owned, but has evolved into a strong international competitor. Its Visions Elite line of solid wood furniture includes bedroom collections, entertainment units, formal dining, master suites, and armoires, crafted of fine North American woods like oak, pine, ash, cherry, maple, and alder.

T&J Furniture uses some of the most high-tech manufacturing processes available at its plant in southern Ontario, which is an hour north of Buffalo. Products are then distributed by independent and chain retail stores throughout North America and the rest of the world. T&J Furniture models have received acclaim in *Canadian Woodworking Magazine*, and the company won a Canadian Home Furnishing Award in 2003.

Time for New Technology

Two standalone systems had kept track of manufacturing and distribution at T&J, and



neither was Windows-based. Data was unreliable and difficult to integrate. Field representatives did not have easy access to information on orders, which made it hard to answer customer questions.

T&J decided it was time for their business systems to be as up-to-date as their manufacturing systems, and they researched at least five different ERP systems. "Sage MAS 500 ERP offered the combination of speed, data integrity, and seamless connections between all divisions of the company that we wanted," says Tony Orlando, CEO of T&J Furniture.

Sage MAS 500 manages everything at T&J from order entry to accounts payable. It

CHALLENGE

T&J outgrew their original UNIX-based accounting package, so data lacked integrity and was difficult to access.

SOLUTION

Sage MAS 500 with full suite of financial and manufacturing modules, plus multicurrency conversion capabilities.

RESULTS

AP processing time cut by one day a week; multicompany financial reports easy to create; 15 percent improvement in inventory control processes; faster international transactions.

"With Sage MAS 500 we have experienced improvements throughout our organization, including better accountability of our raw materials and in-process inventory. Even though inventories have increased due to our expanded product range, our inventory control has improved by about 15 percent."

—Tony Orlando
CEO
T&J Furniture

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



converts foreign currency into Canadian dollars for speedy centralization of data. The system also integrates seamlessly with the existing radio frequency bar coding system in the warehouse and the legacy shipping system.

"With Sage MAS 500 we have experienced improvements throughout our organization, including better accountability of our raw materials and in-process inventory," Orlando says. "Even though inventories have increased due to our expanded product range, our inventory control has improved by about 15 percent. In addition, we now have greater access to work order data, making it easier to provide current information to customers on delivery dates."

Another big benefit of Sage MAS 500 has been the ability to generate consolidated financial reports. "Sage MAS 500 pulls all of our financial data together for strategic management," Orlando says.

Sage MAS 500 has streamlined both receivables and payables at T&J. "Processing invoices and material receipts is all automated now," Orlando says, "saving us about one day of work a week. We can set up different customer groupings, such as major retailers or independent stores, for buyer formatting. The whole thing is very user-friendly, and we can maneuver easily from one module to another."

The sales organization appreciates the new system, too. "Because Sage MAS 500 is Windows-based, we're now able to send sales order and shipment reports to our field representatives by e-mail," Orlando says. "This is a very big deal, because our people in the field finally have the data they need for peak performance. We're also planning to implement automated sales order confirmation using e-mail soon, a necessity for our continued growth."

Orlando says the new system was a wise move. "Sage MAS 500 can be viewed as one more demonstration of our commitment to quality throughout our organization. I'm very happy with the way its processes are helping our business."