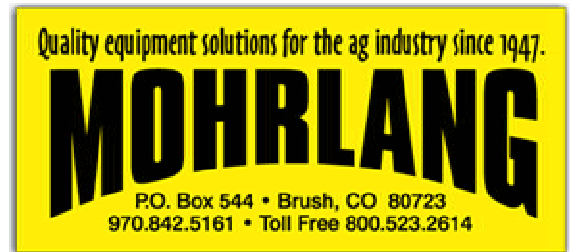




*“With Made2Manage, we’re able to regenerate job order queues—to look at overall scheduling on the fly. With the old system, this work would have to be done after hours or as much as a day later. Having this speed is a huge advantage.”*

Jade Lammers, system administrator, Mohrlang



## Mohrlang Manufacturing

### Mixing in the Made2Manage Enterprise Business System, Mohrlang Honors Its World-Class Status

Mohrlang Manufacturing has come a long way from the family farm. From its beginnings as a local farm equipment repair business in 1947, the Brush, Colorado-based company has grown to become one of the most respected providers of high-quality feed mixing, feed handling and waste handling equipment in agribusiness. Today Mohrlang equipment is used to increase the efficiency of livestock operations worldwide.

To keep on the leading edge of its demanding and constantly changing market, Mohrlang needs to keep the manufacturing enterprise running at peak efficiency—something its Made2Manage Enterprise Business System has strongly supported.

Made2Manage Enterprise Resource Planning (M2M ERP) delivers fully featured back-office software that helps a manufacturer run at maximum efficiency by providing robust functionality to easily and accurately manage its business processes. In Mohrlang’s case, it has helped them keep proactive and highly responsive to customer needs in an industry that demands nothing less.



### Beyond Y2K

Mohrlang first began considering a change to its business system in 1998—prompted by concerns that upgrading its legacy UNIX-based system to achieve Y2K compliance wouldn’t be the best possible IT investment.

“Our previous software package wasn’t Y2K compliant, and we saw the challenge of meeting that requirement as an opportunity to move from UNIX to a Windows-based solution,” says Bruce Mohrlang, vice president of Mohrlang Manufacturing. According to Mohrlang, the ease of operation and maintenance of Windows vis-à-vis UNIX was a key consideration.

“A Windows-based system is much easier from an operational perspective,” he says. “You don’t have to hire special personnel to maintain the system, which translates into significant savings over the life of the system.”

The company evaluated several Windows-based systems before deciding on Made2Manage Enterprise Business System, with the evaluation process being driven by an evaluation team made up of personnel from different functional areas within the company.



“After the review process, it became clear to all involved that the Made2Manage system would serve our purposes the best,” says Mohrlang. The decision was based on the comprehensive functionality that the Made2Manage solution delivered, with cost-effectiveness and ease-of-use being particularly important advantages weighing in its favor.

## Empowering a Proactive Orientation

Mohrlang believes that the most significant advantage delivered by the Made2Manage Enterprise Business System is its ability to reconcile financials on a timely basis.

“Before we were on the UNIX-based system, we were on a hand accounting system,” he says. “And even after stepping up to UNIX, we were typically three to four months behind on financials. Now, with the Made2Manage system, we close out financials consistently by the tenth of each month—so we’re able to look at current data instead of a snapshot that’s nearly a half a year old. Our banks like it, and we like it because it allows us to be proactive with our customers.”

According to Mohrlang, the ability to be proactive has been a critical advantage to the company’s ongoing success. “Considering the shape of agriculture over the past several years, those in the agricultural market have to be proactive to survive,” he continues. “Sales have been down in all sectors, profit margins have been slashed, so it’s very important to have information in a timely fashion.”

Having real-time information has enabled Mohrlang to:

- Track inventory more accurately
- Minimize excess inventory
- Better assess and allocate cost of production
- Respond more effectively to customer demand
- Maintain customer loyalty and support high levels of customer satisfaction
- Provide management with better reports for more effective decision support
- Improve accuracy across all business processes



Jade Lammers, system administrator at Mohrlang, says that the Made2Manage Enterprise Business System has delivered both qualitative and quantifiable benefits to the company. “With Made2Manage, we’re able to regenerate job order queues—to look at overall scheduling on the fly. With the old system, this work would have to be done after hours or as much as a day later. Having this speed is a huge advantage.”

Lammers estimates that the Made2Manage Enterprise Business System is more than 80 percent faster than the old UNIX-based system—on the MRP function alone.

With the old system, Mohrlang would input sales orders, including parts as well as equipment sales, on an average of 20–25 per day. According to Lammers, they couldn’t respond in terms of what they needed to buy or process in response to these orders for 24 hours or more. The data had to be run in batch mode.

“This really slowed our ability to respond to customer demand,” he says. “Now we can react in real time—and our customers are a lot happier.”

In addition to the provision of real-time information, Lammers says he has been impressed with the software’s ability to merge accounts across the Mohrlang enterprise. “For example, the way it automatically tracks applied versus unapplied labor is a significant advantage to our cost accounting,” Lammers notes.



## The Power of Simplicity

Both Mohrlang and Lammers give the Made2Manage system high marks for its ease of use.

“All the departments like it,” says Mohrlang. “The financial people like it because of the streamlined workflow and the fact that keystrokes are cut by more than half. The parts department likes it because it simplifies searches and brings up easy-to-use spreadsheets. With the other system, these tasks were much harder to execute.”

Because the Made2Manage Enterprise Business System is so easy to use, it has helped improve productivity in meaningful ways throughout the company. Mohrlang cites the individual responsible for entering job orders. With the old system, all of his time was consumed by this task. Because of the ease with which the Made2Manage system facilitates the work, he can now attend to other responsibilities—like monitoring safety issues at the plant.

“When you’re a small manufacturer, you have people who have to wear more than one hat,” says Mohrlang. “In order to do this, you can’t be bound to a single task or essential things just don’t get done when they should. Made2Manage helps us make sure we’re executing all we have to do within acceptable timeframes.”

Lammers agrees wholeheartedly with this assessment.

“One of the best things about the system is how it has improved our workflow,” he says. “Now we don’t have to wait to catch up with what we’re needing to do. Our entire production flow has improved since we’ve implemented the Made2Manage solution.”

## Ongoing Support

Mohrlang says that the training provided by Made2Manage Systems when the software was implemented was excellent—helping to facilitate a smooth transition during the changeover.



“They’ve also been responsive to any problems or issues we have,” he adds, noting that any problems have typically been fixed within 24 hours of reporting them.

“I’ve been very pleased with the system and with Made2Manage,” Mohrlang concludes. “In a broad sense, it has made our operations better, and, in doing so, has contributed to our bottom line.”

Mohrlang’s Made2Manage ERP currently links to the company’s payroll system, with plans under discussion for expanding integration to include the company’s engineering drawings and database.

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