

# GLACO INDUSTRIES

  

## TRACKING THE FUTURE

**Glaco Industries**, located in Oskaloosa, Iowa, is a family-owned valve reseller that's seen a steady increase in sales in the last several years. But with warehouses in five states and shipments going to some of America's biggest corporations, including Cargill and Pfizer, Glaco needed a fast and reliable way to monitor its growing business. To do so, they turned to Bottomline Software, which recommended Sage Software MAS 200 applications.

### A Fit, to Move Forward

"MAS 200 [software] was a smart fit for Glaco. Because of the growth of our company and the potential we have moving forward, we needed something as robust as MAS 200 [software] to handle the various accounting, sales and inventory structures within our company," said Mary Glasscock, president of Glaco.

In the past decade, Glaco has gone from selling approximately 50 products to somewhere between 350 and 500, Rod Richards, xxx, said. Each of those products requires a specific compilation of smaller parts, and these kits



must be assembled on-site at one of Glaco's warehouses. When the company was smaller, employees simply memorized the part combinations, but as the number of products grew, even the best memories started to need some technological assistance. The company turned to the Sage Software MAS 200 Bill on Materials application.

The application "has allowed us to advance" to handle more products, Richards said. These days, memorization "would be almost impossible."

After packaging the product, kits, Glaco turns to the MAS 200 shipping module

**LOCATION:**  
**OSKALOOSA, IA**

**SIZE: 24 EMPLOYEES**

**LOCATIONS: 5**

*Operations: Provides industrial valves and automation*

**MAS 90@Products**  
*General Ledger  
Accounts Receivable  
Accounts Payable  
Inventory  
Sales Order  
Purchase Order  
Bill of Materials  
Payroll  
Bank Reconciliation  
Paperless Office*

*Problem:*

*Five warehouses' worth of inventory was often too complicated to track*

*MAS 200 Solution:*

*Shipping Module lets Glaco seamlessly and easily track products*

*Result:*

*Glaco saves about four man hours per day with software*



to track the inventory in and out of Glaco's hands. The module allows the warehouse to seamlessly pick and pack products based on reports sent from the company, then ship the product to the purchaser within minutes.

Since making the switch to the shipping module, she estimates the firm saves a total of **four man hours a day**.

"We went through way too much trouble," before using the shipping module, Glasscock says, "[Now,] the warehouse team is able to focus all their efforts on what should be shipping and not on a thousand different pieces of paperwork."

**Growth in More Ways than One**

Glaco, which uses several other Sage Software MAS 200 modules, relies heavily on applications like General Ledger and the Inventory module to keep their business running smoothly.

For instance, Rich Durflinger, the inside sales supervisor, estimates that he spends at least six hours per day in

MAS 200's Inventory Module alone.

Working with the modules, however, is easy, he says, mainly because "they just have the tools to provide you with a lot of information."

And while it's unlikely the firm could function without an accounting software, the advantages of sticking with MAS 200 and Bottomline Software are easy to see, Durflinger said. With MAS 200 and Bottomline, Glaco gets flexibility, options and support when it comes time to make a software update.

"Accuracy and efficiency have been key," Glasscock says. "MAS 200 and Bottomline Software help Glaco do our jobs as best we can."

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**BOTTOMLINE SOFTWARE, INC.**

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