

## Nu-Line Case Study



### *Making the Most of Your Sage 100 Investment*

Driving in the rain can be nerve racking, especially when passing a heavy truck on the highway, as vision can be reduced by water spray hitting the car windshield. Nu-Line Products Inc. is Canada's leading supplier of spray suppression products for the heavy truck market. Nu-Line's products significantly reduce drive-by obscuration from water spray, making driving less stressful.

Operating from a state-of-the-art manufacturing facilities in Hamilton, Ontario and Springfield, Tennessee, Nu-Line produces an innovative, market leading product range for all major truck lines and distributes them across North America. These products include fenders, mounting brackets, mud flap hanger brackets and light bars. The Nu-Line organization takes pride in designing and manufacturing products that provide exceptional value to its customers.

A Munjal White Consulting client since 2005, Nu-Line uses the Sage 100 Financial Accounting, Distribution, Bill of Materials, Return Merchandise Authorization, Visual Integrator, Bank Reconciliation, Custom Office and third party modules including SWK's EDI module and Visual Cut for automated reporting. ***"Sage 100 has helped Nu-Line to maintain a healthy growth rate without needing to hire extra staff. There is no way we could do the volume we do without the Sage 100 solution,"*** says Gerald Harrison, Director of Operations. ***"The Sage 100 system streamlines every step in the inventory management and sales order processing cycle. It enables us to deliver the best customer service while boosting our productivity. This adds significant value to our customer relationships."***

Nu-Line management and staff appreciate the robust reporting and scalability of Sage 100. ***"We now have up-to-the-minute information on inventory, which permits a more strategic approach to management of our business. Inventory aging reports now tell us if we have too much or too little of a particular item in stock. These insights are essential in a business like ours, where inventory represents very real costs in storage and maintenance."*** says Mr. Harrison. Sage 100 has proved to be easy to use as well. ***"When a new customer service representative joins the company, they can be trained to generate a sales order in under an hour."*** As Nu-Line continues to grow, the scalable Sage 100 system will grow with them, providing an efficient and cost-effective business management solution.

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#### **Sage 100 Business Benefits**

- Improvements in forecasting and stock optimization contain costs.
- Integrated data and improved reporting between Canadian & US production facilities.
- Improved customer service levels.