Using ERP Systems in Rotomolding

- Billy Claerbout, Dutchland Plastics
- Corey Claussen, Custom Roto-Mold Inc.
- Dave Smith, Rotational Molding Technologies
- Steve Osborn, Trilogy Plastics

History of ERP

- MRP 60's and 70's
- MRP II 80's and early 90's
- ERP 90's until now

Trilogy ERP System

- Hybrid by combining two systems
- ERP to generate data
- Proprietary system for scheduling and capacity planning

ERP

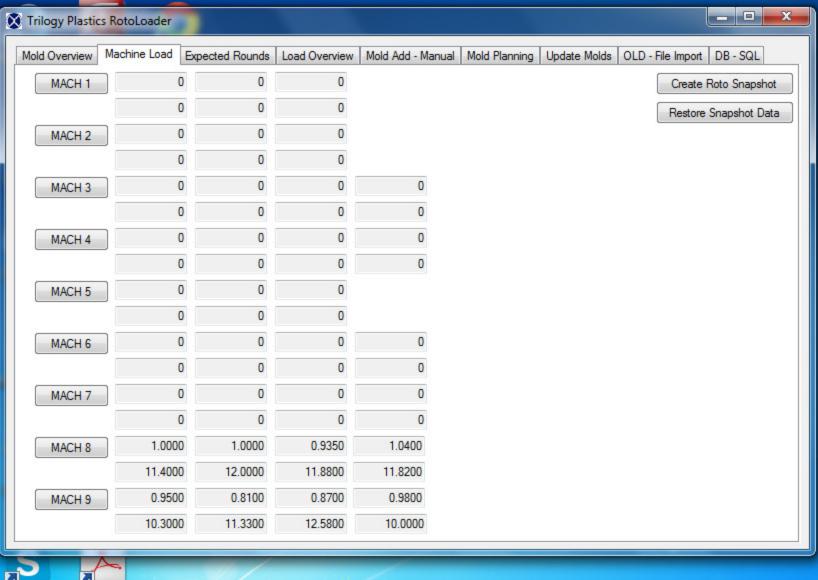
- Enter orders and due dates
- System calculates latest start date
- System calculates material requirements
- System does not do scheduling or capacity planning

calculation

- Ship date
- Finish date
- Secondary time (fixed)
- CNC time (fixed)
- Machine time (calculated)
- Gives latest start date

Scheduler

- Data exported to scheduler
- Scheduler loads machines base on latest start date, machine capacity, mold compatibility and down stream capacity
- System calculates CNC and secondary capacity requirements for planning



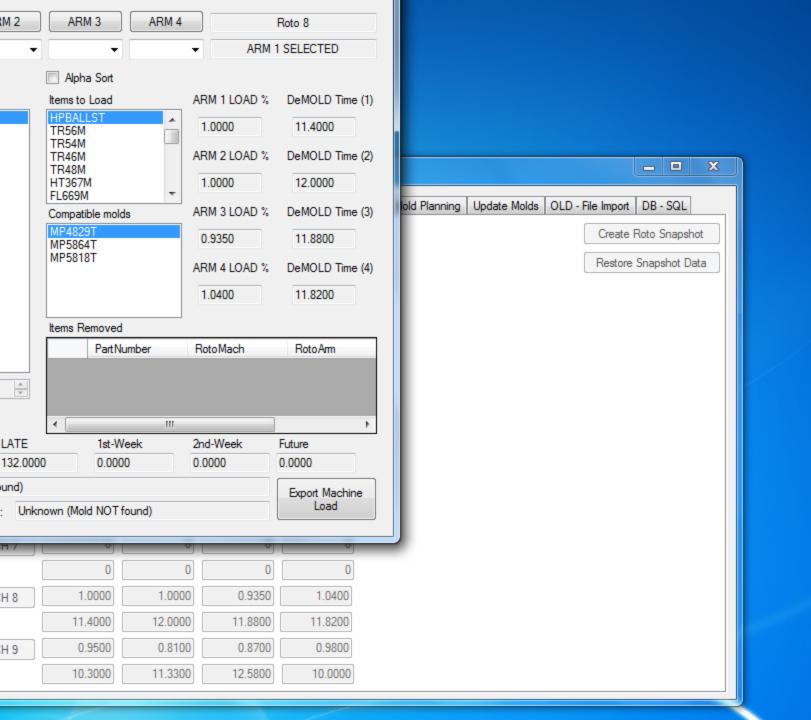








Tunes Microsoft



Molding production

| Roto 8 Calc | | Total Rounds | 25 | 25 | 0 | 0 | 0 | 25 | 25 | 25 |
|-------------|--------|-----------------|-----------|----------|--------|----------|--------|--------|---------|-----------|
| Mold Name | Spider | Current Due | Wednesday | Thursday | Friday | Saturday | Sunday | Monday | Tuesday | Wednesday |
| MP5818T | 2 | 1 | -49 | -99 | -99 | -99 | -99 | -149 | -199 | -249 |
| MP5823T | 1 | 19 | -6 | -31 | -31 | -31 | -31 | -56 | -81 | -106 |
| MP5826T | 1 | 198 | 173 | 148 | 148 | 148 | 148 | 123 | 98 | 73 |
| ARM 2 | | | | | | | | | | |
| MP4829T | 1 | 132 | 107 | 82 | 82 | 82 | 82 | 57 | 32 | 7 |
| MP5802T | 4 | 49 | -51 | -151 | -151 | -151 | -151 | -251 | -351 | -451 |
| MP5810T | 2 | 70 | 20 | -30 | -30 | -30 | -30 | -80 | -130 | -180 |
| ARM 3 | | | | | | | | | | |
| MP5929T | 10 | 4859 | 4609 | 4359 | 4359 | 4359 | 4359 | 4109 | 3859 | 3609 |
| MP4833T | 1 | 1 | -24 | -49 | -49 | -49 | -49 | -74 | -99 | -124 |
| MP5822T | 1 | 2 | -23 | -48 | -48 | -48 | -48 | -73 | -98 | -123 |
| MP5929T | 5 | 4859 | 4734 | 4609 | 4609 | 4609 | 4609 | 4484 | 4359 | 4234 |

CNC capacity

| CNC 4 Capacity | v Calculation | | | | | | | |
|-----------------------------|---------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------|
| | | Wednesday | Thursday | Friday | Saturday | Sunday | Monday | Tuesday |
| HT174M | 387 | 0.72 | 0.72 | 0.72 | 0.00 | 0.00 | 0.72 | 0.72 |
| HT364M | 673 | 0.72 | 0.72 | 0.72 | 0.00 | 0.00 | 0.72 | 0.72 |
| HT368M | 378 | 0.60 | 0.60 | 0.60 | 0.00 | 0.00 | 0.60 | 0.60 |
| нт70М | 306 | 0.70 | 0.70 | 0.70 | 0.00 | 0.00 | 0.70 | 0.70 |
| HT70M | 306 | 0.70 | 0.70 | 0.70 | 0.00 | 0.00 | 0.70 | 0.70 |
| HT367M | 766 | | | | | | | |
| | | | | | | | | |
| Estimated | | 3.13 | 3.13 | 3.13 | 1.03 | 0.00 | 3.13 | 5.13 |
| | · | | | | | | | 6.41 |
| HT70M HT367M Total hours at | 306 766 | 0.70 1.69 5.13 | 0.70 1.69 5.13 | 0.70 1.69 5.13 | 0.00 1.69 1.69 | 0.00 0.00 0.00 | 0.70 1.69 5.13 | |

CNC Capacity

| Capacity | | | | | | | |
|------------------------|-----------|----------|--------|----------|--------|--------|---------|
| Planning | | | | | | | |
| | Wednesday | Thursday | Friday | Saturday | Sunday | Monday | Tuesday |
| Roto 1 CNC Capacity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Roto 2 CNC Capacity | 12.68 | 12.68 | 12.68 | 0.00 | 0.00 | 12.68 | 12.68 |
| Roto 3 CNC Capacity | 15.00 | 15.00 | 15.00 | 0.00 | 0.00 | 15.00 | 15.00 |
| Roto 4 CNC Capacity | 15.28 | | | | | | |
| Roto 5 CNC Capacity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Roto 6 CNC Capacity | 11.46 | 11.46 | 11.46 | 11.46 | 0.00 | 11.46 | 11.46 |
| Roto 7 CNC Capacity | 14.52 | 14.52 | 14.52 | 0.00 | 0.00 | 14.52 | 14.52 |
| Roto 8 CNC Capacity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Roto 9 CNC Capacity | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CNC Totals | 68.95 | 68.95 | 68.95 | 26.75 | 0.00 | 68.95 | 68.95 |

Secondary capacity

| Capacity Planning | | | | | | | |
|----------------------|--------|----------|--------|----------|--------|--------|---------|
| secondary/assem | | Thursday | Friday | Saturday | Sunday | Monday | Tuesday |
| Roto 1 | 16.63 | 16.63 | 16.63 | 0.00 | 0.00 | 16.63 | 16.63 |
| Roto 2 | 12.24 | 12.24 | 12.24 | 0.00 | 0.00 | 12.24 | 12.24 |
| Roto 3 | 22.35 | | | 0.00 | | | |
| | | | | | | | |
| Roto 4 | 43.70 | | | | | | |
| Roto 5 | 0.00 | | | | | | |
| Roto 6 | 25.54 | 25.54 | 25.54 | 25.54 | 0.00 | 25.54 | 25.54 |
| Roto 7 | 29.87 | 29.87 | 29.87 | 0.00 | 0.00 | 29.87 | 29.87 |
| Roto 8 | 57.90 | 57.90 | 0.00 | 0.00 | 0.00 | 57.90 | 57.90 |
| Roto 9 | 20.67 | 20.67 | 0.00 | 0.00 | 0.00 | 20.67 | 20.67 |
| Secondary Totals | 228.90 | 228.90 | 150.33 | 69.25 | 0.00 | 228.90 | 228.90 |



ERP Workshop 2013 Fall ARM Meeting Cleveland



Points of Interest.....

- Have ERP but CRM does not fully utilize the entire system.
 - Manually sync MRP, Plan, Personnel and Ship Dates for on time deliveries
 - ERP Software is called Syspro
 - Utilize 50% of it (MRP)
 - www.syspro.com
- Run MRP Weekly over rolling 1 month period
- Based on Customer Orders
- Weekly SOP Meeting to Finalize the Sync
- Metrics provide the Feedback on Performance



MRP Sample – Fuel Sending Unit

Version : 6.0.014 MRP Material Requirements Calculation date : 09/20/13

| Stock code | P/Cls Wh | Buyer | Mps | Part category | Batching | g rule | Supplier | Planner | GRR |
|-------------|----------|---------|-----|---------------|----------|----------|-------------|---------|-----|
| CRM47 | INV1 CR | CRM | No | Bought out | Lot for | lot | CRM1384 | PPP | Н |
| FUEL SENDER | | | | | | | | | |
| | | | | Available | Purchase | Sug. qty | Outstanding | | |
| | < Week | ly rang | e > | stock | orders | to order | demand | Result | |

| | Avaitable | Purchase | sug. qty | Outstanding | |
|-------------------|-----------|----------|----------|-------------|--------|
| < Weekly range > | stock | orders | to order | demand | Result |
| Past due | 6.000 | 0.000 | 1.000 | 7.000 | 0.000 |
| 09/22/13 09/28/13 | 0.000 | 0.000 | 8.000 | 8.000 | 0.000 |
| 10/13/13 10/19/13 | 0.000 | 0.000 | 6.000 | 6.000 | 0.000 |
| 10/20/13 10/26/13 | 0.000 | 0.000 | 2.000 | 2.000 | 0.000 |
| 11/10/13 11/16/13 | 0.000 | 0.000 | 3.000 | 3.000 | 0.000 |
| 12/22/13 12/28/13 | 0.000 | 0.000 | 1.000 | 1.000 | 0.000 |
| 12/29/13 01/04/14 | 0.000 | 0.000 | 2.000 | 2.000 | 0.000 |
| 01/05/14 01/11/14 | 0.000 | 0.000 | 4.000 | 4.000 | 0.000 |



Sample Production Plan

- based on orders
- excel spreadsheet
- − 3 step process to finalize weekly plan − 8 Ovens
- Sync MRP, Promised Ship Dates and the Plan manually

| | CUSTOM ROTO-MOLD, INC. Weekly Planner | | | | | | r | Published every Wednesday | | | | | , | Wk Of: | 9/23/2013 | | 2013 | | | |
|-------|---------------------------------------|------|----|------|---------------------|----|----|---------------------------|---------------------|-------|----|------|---------------------|--------|-----------|------|---------------------|-----|--------|------|
| | MO | NDAY | | | TUESD | ΑY | | | WEDN | ESDA' | 1 | | THURS | DAY | | - | FRI | DAY | | |
| | Oven: 280 1 | | | | | SP | SP | | | ОН | SP | | | ОН | SP | | | ОН | SP | |
| | 30 1 | | | | |) | OH | JF. | 3 | | OH | J. | | 4 | On | JF | | | | |
| ırm 1 | 111111 | | П | | 111111 | | Π | | 111111 | | | | 111111 | | | | 111111 | ÌП | \Box | |
| | 22222 | | | | 22222 | | | | 22222 | | | | 22222 | | | | 22222 | П | | |
| ırm 2 | 33333 | | | | 33333 | | | | 33333 | | | | 33333 | | | | 33333 | | | |
| | 44444 | | | | 44444 | | | | 44444 | | | | 444444 | | | | 44444 | | | |
| ırm 3 | 555555 | | | | 555555 | | | | 555555 | | | | 555555 | | | | 555555 | | | |
| | 666666 | | | | 666666 | | | | 666666 | | | | 666666 | | | | 666666 | | | |
| | | | | | | | | | | | | | | | | | | | | |
| | Daily Revenue | | | \$ - | Daily Revenue | | | \$ - | Daily Revenue | | | \$ - | Daily Revenue | | | \$ - | Daily Revenue | | | \$ - |
| | Total Hours Capture | | 18 | | Total Hours Capture | | 18 | | Total Hours Capture | | 18 | | Total Hours Capture | | 18 | | Total Hours Capture | | 18 | |
| | Hours/% Captured | | 20 | 90% | Hours/% Captured | | 20 | 90% | Hours/% Captured | | 20 | 90% | Hours/% Captured | | 20 | 90% | Hours/% Captured | | 20 | 90% |
| | | | | | | | | | | | | | Weekly Revenu | e Gen | erated | | \$ - | | | |



Production Work Orders

- Plan confirmed jobs created
- Bar Coding
- Times for Molding and Assembly
- List of required components



DATE PRINTED: 09/23/13

PRIORITY: 50

TANK; FUEL

QTY TO MAKE UOM 12.000. EA

ITEM - DESCRIPTION CRM87

TANK; FUEL

WORK ORDER



JOB NUMBER: 00057511

PAGE: 1

START DATE: 10/21/13

DUE DATE: 10/23/13

SALES ORDER #: 07/23/13

CUSTOMER NAME

OPERATIONS

| OP NUMBER | WORK CENTER | DESCRIPTION | UNIT SETUP TIME | UNIT RUN TIME | TOTAL TIME |
|--------------|----------------|---------------------|--------------------|------------------|---------------|
| 1 | PLASSB | CRM CUSTOM ASSEMBLY | 0.0000 | 0.3670 | 4,40 |
| 2 | DUNKTK | CRM DUNK TANK | 0.0000 | 0.0100 | 0.12 |
| 3 | CRMREC | CRM RECEIVING | 0.0000 | 0.0100 | 0.12 |

PICK LIST

| PART NUMBER | DESCRIPTION | BIN | QTY PER | QTY NEEDED | UOM | WHSE |
|----------------|---------------------------|--------|---------|------------|-----|------|
| CRM17S | CAPLUG; 1.513"1.600" | 182010 | 1.000 | 12.000 | EA | CR |
| | CAPLUG 1 1/4" | | | | | |
| CRM87 | TANK ONLY | | 1.000 | 12.000 | EA | CR |
| CRMC2040660 | BAG; 59 X 43 X 135 5 MIL | 181007 | 1.000 | 12.000 | EA | CR |
| | BAG; 59 X 43 X 135 5 MIL | | | | | |
| CRMFAS-1138544 | BOLT; M5 X16 STEEL ZP | 181002 | 6.000 | 72.000 | EA | CR |
| CRMFAS-40272 | WASHER; M5 CONICAL WASH P | | 6.000 | 72.000 | EA | CR |
| CRMT-13X | CAPLUG; 995"-1.145" | 182009 | 1.000 | 12,000 | EA | CR |
| | CAPLUG | | | | | |
| CRMT-230 | CAPLUG; 2.136"-2.312" | 182010 | 1.000 | 12.000 | EA | CR |
| | CAPLUG | | | | | |
| CRMT-5 | CAPLUG; .471"547" | 182009 | 1.000 | 12.000 | EA | CR |
| | CAPLUG | | | | - | |
| CORAT OV | 048100 3058 0008 | | | | | |

17



Labor Requirements (& Oven req's)

- Based on Open Orders
- Labor requirements = Headcount Required

| CRM | | | October | |
|--------------------------------|------|------|---------|------|
| total hours @ 90% efficiciency | 2840 | 2840 | | 2840 |
| | | | | |
| Custom Assy (Days Remaining) | 26 | 26 | | 26 |
| Hours per Day | 9 | 10 | | 8 |
| Total Hours per Month | 234 | 260 | | 208 |
| People Needed @ 90% Efficiency | 12 | 11 | | 14 |
| total hours @ 75% efficiciency | 3408 | 3408 | | 3408 |
| Custom Assy (Days Remaining) | 26 | 26 | | 26 |
| Hours per Day | 9 | 10 | | 8 |
| Total Hours per Month | 234 | 260 | | 208 |
| People Needed @ 75% Efficiency | 15 | 13 | | 16 |



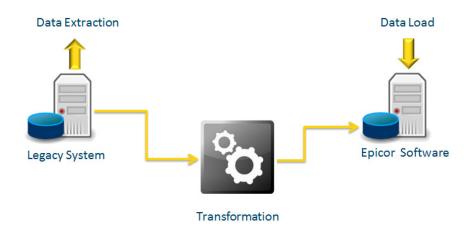


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Version: 905.701

Microsoft Windows Based





- Went from virtually a non-existent system to a full blown ERP system.
 - − Progression SQL → Epicor
 - Used Progression SQL for Financials, BOM records, and "blind" purchasing
- Decided to pursue an ERP system in the spring of 2011 to streamline our business processes.
 - Signed with Epicor in August of 2011
 - Projected "Go-Live" date of September 1, 2012



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- Started on-site training in November of 2011.
 - Our 1st Conference Room Pilot pushed our "Go-Live" date back to October 1, 2012

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| | NGIC912607 | 10625 | | |
|---------------|-----------------------------|----------|--|------|
| FAS1048115800 | 1/4-20 x 3/4L GR304 | 213.00 | \$ 0.00 | VMI |
| FAS1048116857 | Cafe Table Instruction Kit | 1.00 | \$ 1.46 | VMI |
| FAS1048117022 | SAE Fuel Line | 123.00 | \$ 95.83 | COMP |
| FAS1129049 | PPHMS 10-32 x 1/2 | 150.00 | \$ 2.58 | VMI |
| FAS1133182 | USS GALV FLAT 3/8 | 9.00 | \$ 0.63 | VMI |
| FAS1133782 | 3/8 L/W GALV | 9.00 | \$ 0.49 | VMI |
| FAS41027 | 3/16 Dia .251375 Grip Rivet | 5.00 | \$ 0.20 | VMI |
| FAS43383 | ALUM SLEEVE 1/8 HG | 18.00 | \$ 1.62 | VMI |
| FAS70001HEX | S/S HCS 1/4-20 x 1/2 | 1,344.00 | \$ 127.54 | VMI |
| FAS70858 | 10-32 Nylock Nut S/S | 80.00 | \$ 5.28 | VMI |
| | C CBARB521 CBARA521 | | CFRX8053AP *FAC2534140 FOL00166678 | |

Order Entry

 Standard Order Entry with the ability to find out if you have inventory or what has

| 8 | ys Time | Date | ∇ | Туре | Quantity | | UOM | Running Total | Bin | Job | User ID |
|---|---------------------------------|------------|----------|---------|----------|-------|-----|---------------|--------|------------|---------|
| ۲ | 34201 | 09/18/2013 | | STK-CUS | 100.00 | EΑ | | 40.00 | SDOCK | | BRETT |
| | 34100 | 09/18/2013 | | STK-STK | 100.00 | EΑ | | 140.00 | SDOCK | | BRETT |
| | 45669 | 09/04/2013 | | STK-CUS | 100.00 | EΑ | | 0.00 | SDOCK | | BRETT |
| | 45493 | 09/04/2013 | | STK-STK | 100.00 | EΑ | | 100.00 | SDOCK | | BRETT |
| | | | | | | | | Bins | | | |
| | 1 | Plant | | Wa | reHse | | Bin | Bi | п Туре | Lot Number | On Hand |
| | ► Main Plant New York Warehouse | | | | NYFG | Stand | ard | | 40.00 | | |

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| lanning Workbench Suggestions | | | | | | | | | |
|--|--------|------------|----------|------------|---------------|-----|------------|-----------|--|
| Suggestion Detail Job Number: Expedite Job, Earliest Due Date is: 10/11/13 | | | | | | | | | |
| Select Job Manager Order Job Wizard Create Job | | | | | | | | | |
| | | | | | | | Suggesti | ons | |
| | Туре | Part | Revision | Due Date | Suggested Qty | UOM | Target Job | Warehouse | |
| Þ | Date | FER49948 | 1 | 10/11/2013 | 0.00 | EA | 015119 | NY | |
| | Date | FER48752 | 1 | 10/18/2013 | 0.00 | EA | 015517 | NY | |
| | Date | FER5103956 | | 11/15/2013 | 0.00 | EA | 015872 | | |
| | Increa | FER49948 | | 11/15/2013 | 500.00 | EA | 015719 | | |
| | Increa | FER5103176 | | 10/25/2013 | 540.00 | EA | 015364 | | |
| | Reduc | FER5103176 | | 11/15/2013 | 140.00 | EA | 015706 | | |
| | Reduc | FER5103953 | | 10/25/2013 | 336.00 | EA | 015321 | | |



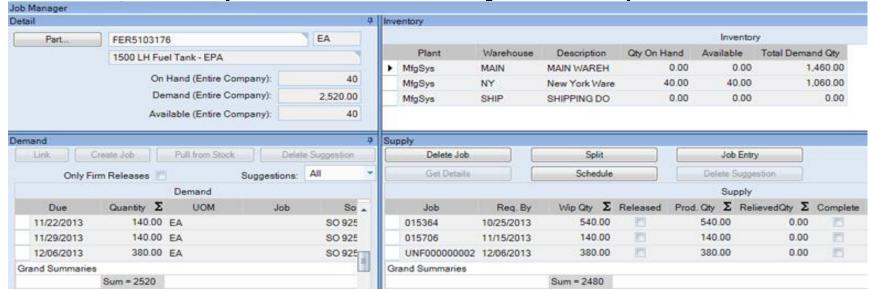
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Purchasing in Epicor



Scheduling

 Scheduling board has issues with how many jobs are running on each resource, so we individually schedule each job via open orders.



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| Report Quantity | | | | | | | | | |
|----------------------------------|----------|------------------|-----------------------|------|--|--|--|--|--|
| File Edit Tools Action | s Help 🗸 | | | | | | | | |
| | | | | | | | | | |
| Report Quantity | | | | | | | | | |
| Detail Co-Parts Labor Equipments | | | | | | | | | |
| | | | | | | | | | |
| Employee ID | | Employee Name: | Billy Claerbout | | | | | | |
| | | | | | | | | | |
| Job | 015127 | Operation | 20 | | | | | | |
| Assembly | 0 | Resource ID NY-S | | larv | | | | | |
| 7.000 | | 1410 | New York Over Cooking | lary | | | | | |
| Quantity Reporting | | | | | | | | | |
| Prior: | 0.00 | _ | | | | | | | |
| Current: | 20.00 | Serial N | lumbers | | | | | | |
| Total: | 20.00 | Reques | t Move: ✓ | | | | | | |
| | | | | | | | | | |
| Next Assembly: | 0 | | Print | | | | | | |
| Next Opr Seq: | 0 | | Tags | | | | | | |
| | | | | | | | | | |
| OK Cancel Inspection Data | | | | | | | | | |
| | | | | | | | | | |

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Shipping

Plant: MfgSys

Material Queue Report

Time: 11:10 am

Date: 9/20/2013

(Sort by: none)

REPRINT

| Quantity | Part Number | | Date Job\Asm\Mtl/Opr(Type) |
|-----------------|--|---------------|----------------------------|
| TranType | Description | Customer Name | |
| 40.00 EA | FER5103176 | 1 | 9/20/2013 |
| STK-SHP | 1500 LH Fuel Tank - EPA | | |
| From Whse\Bin | : NY / NYFG (New York Warehouse / New York FG's) | | |

SO: 92564/55/1

To Whse\Bin: SHIP / SDOCK (SHIPPING DOCK / SHIPPING DOCK)

▶ ■ 100.00 09/20/2013 5.34 92504 55000/2253 55 1 FER51031/6 140.00 40.00 EA



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Questions?