

GLOBAL SHOP SOLUTIONS CASE STUDY

Adams Automatic Inc.

Founded in 1952, [Adams Automatic Inc.](#) is now in its second generation of family leadership with Edward Bond as president and CEO. Adams Automatic Inc. specializes in the production of custom screw machine items, with one of the most highly regarded parts portfolios in the industry.



The President and CEO of Adams Automatic Inc. Edward Bond.



Adams Automatic Inc. has quality ratings exceeding 99% since installation of ERP software.

"We make component parts as a short-run CNC turning house," said Bond. "A big reason of our success lately has been what Global Shop Solutions has been able to do for us out in the shop. It's made life easier for everyone around here, and that's really made us more productive."

A corporate fixture and source of community pride in Olmsted, Ohio, Adams Automatic Inc. is one of the many Global Shop Solutions customers that takes advantage every day of the full range of features found in the ERP software. From estimating to shipping, Global Shop Solutions ERP software has contributed to the sustained growth approach employed by Adams Automatic Inc. This growth has meant the expansion of their workforce and CNC machine workcenters, and it testifies to the synergy that can exist between a job shop and its operational ERP software system.

Growing the Shop

As they say, big things often come in small packages. This could not be truer than at Adams Automatic Inc., where they pack a whole lot of production processes into their 10,000 square foot facility. Much of this is due to the simplifying they've been able to introduce through the use of their ERP software, especially through the significant reduction of complexity in their CRM system.

According to Bond, things used to look a little different in the Adams Automatic Inc. shop.

"Before bringing in Global Shop Solutions, we had a custom-made ERP software program, and it was starting to give us problem after problem. It was too complex and not very user-friendly. Then, we attended a seminar where Global Shop Solutions was showing their ERP software, and their package looked like it would give us exactly what we needed to make a change to our shop software. So, after researching it a bit, we discovered that it was the one best suited for us. I could see that, for us, it was very user-friendly."

That was years ago, and since then Adams Automatic Inc. has been running smoothly with Global Shop Solutions ERP software. Adams Automatic Inc. produces parts for a variety of industries including electronics, valve, medical, oil and gas, adhesives, defense, and air tool. In this capacity as a vital member in several supply chains, and specializing in close tolerance jobs, they take their mandate for quality output seriously.

This means bringing a sense of accountability to everything they do, and with Global Shop Solutions ERP software they are able to do this quickly and accurately from a centralized point of real-time information. It is one reason why the on-time delivery rate at Adams Automatic Inc. is consistently over 99%.

"We're in a materials-driven industry and are a short-run CNC turning shop, so it's important to stay on top of our inventory," states Bond. "For example, we use Global Shop Solutions for automated purchasing. [Automated Purchasing](#) in Global Shop Solutions is, in fact, one of the main reasons we've been able to improve on our on-time delivery so much."

The Global Shop Solutions ERP software effect permeates throughout the Adams Automatic Inc. production area. As a customer and employee-centered company, Adams Automatic Inc. builds relationships by getting the work done right the first time and with consistently high levels of quality products. This attitude has contributed to realizing a quality rating that also exceeds 99%.

"By having Global Shop Solutions, we have much more consistency in our production operations, and this helps tremendously with quality," said Bond. "When we run a job, we put it in the Global Shop Solutions routing system so the operators know exactly how we're going to make the job, and how to make it with the consistent quality. That's always our goal."

Reducing Direct and Indirect Costs

Adams Automatic Inc. has six decades of service to manufacturing industries, and they've seen many shop management systems come and go.

"We've been in business for years, and now we've finally got something to help us simplify the front office," exclaims Bond regarding other cost management areas found in Global Shop Solutions ERP software. In fact, Adams Automatic Inc. uses Global Shop Solutions ERP software in every aspect of their shop operation.



Precision with consistency is their motto.

"We use the full package of modules - [estimating & quoting](#), shipping & receiving, invoicing, work order history, inventory. We also do [job costing](#) off of it and we track all of our jobs through the system from start to finish."

Global Shop Solutions ERP software has also made it easier for Adams Automatic Inc. to do monthly cost accounting and other front office administration requiring computer stations working both independently and with each other.

"We print all of our checks off of Global Shop Solutions, we print all of our purchase orders, we print all of our work orders," says Bond. "It all boils down to the fact that where a lot of the front office work was done by hand before we got Global Shop Solutions, now that kind of administration labor has been completely eliminated. So,

generally speaking, from front office to shop floor I see Global Shop Solutions as helpful in terms of monitoring and even reducing both our direct and indirect costs."

Cost reductions such as these are the name of game in manufacturing. The key is making everything in the operation function with the greatest possible efficiency, understanding at the same time that efficiency is a continuously improving action. Like Global Shop Solutions, Adams Automatic Inc. is still a family-owned and operated business, and it is the intimate connection with the functions of the business that helps them monitor the pulse of their successes. An encompassing accountability for the product and service is what makes both Adams Automatic Inc. and Global Shop Solutions the long-lasting, quality-conscious companies they are. It is also what has made them work so well together.

“When we set up Global Shop Solutions, we didn’t know what to expect in terms of service,” Bond recalls. “I remember that it was nice that their [Consultant](#) who came to help us implement was located in our region. He came over and got us up and going in a few days, and then a year later he came back and helped us add a few more things to make us come along even further in our use of the system.”

Bond finishes by adding, “Global Shop Solutions has definitely helped us be more successful. I think it’s done a very nice job for us, and I can only say that we are thoroughly pleased with it. For the future, as we see Global Shop Solutions’ software growing into an even more powerful tool, we see our own shop growing right along with it.”