

GLOBAL SHOP SOLUTIONS CASE STUDY

Monti, Inc.

Monti, Inc. is a custom manufacturer of components and assemblies for the electrical industry, specializing in the production of conductors, insulators and steel parts. Over the past 40 years, the company has carved out a successful niche by taking on the difficult jobs other fabricators don't want, such as parts constructed with copper, fiberglass and plastics.



Monti offers full-service welding of large and small orders.



Sample of a welded assembly wheel parts from multiple departments are married together.

Headquartered in a new 245,000-square-foot production facility in Cincinnati, Ohio, Monti specializes in copper, insulation and sheet metal fabrication, die design and build, production stamping and CNC machining. The company operates two subsidiaries in South Carolina, one focusing on fabricating insulation, copper bus bars and assembly services; the second one on copper stamping, sheet metal fabrication and CNC machining. A sister company located in Riverview, Michigan, manufactures insulation parts for the maintenance, repair and transformer industries.

ISO 9001:2008 certified, Monti is equipped with state-of-the-art equipment that can produce close-tolerance parts with a resolution of .0005 inches.

Early on, when Monti made relatively simple, single-level parts for its customers, production management consisted of a chalkboard and an open sales order list produced by an accounting software. As the company began doing more complex assembly work, the lack of production controls began to take a toll.

"Back in the day, we used to just run an open order and make the parts," recalls Senior Account Manager Andy Ceddia. "As we took on more complex jobs involving multi-level BOMs, it became more than one person could handle with paper and pencil. We looked at five different ERP systems and chose Global Shop Solutions ERP software for its out-of-the-box capabilities and flexibility to adapt to our shop floor environment."

Using APS to Meet Customer Due Dates

As with any custom job shop, efficiently scheduling jobs through the shop floor can be a challenging task. Since implementing Global Shop Solutions ERP software, using its powerful **Advanced Planning & Scheduling (APS)** module to schedule jobs through the shop floor has become a way of life for Monti.

"We schedule everything through APS," says Ceddia. "Many of our departments have multiple machines with the same capabilities, so we group them together as one workcenter. That way we can leave the scheduling of each workcenter to the supervisors. APS tells us which jobs we need to run each day, and the supervisor determines which machines are available for them to go on."

“APS helps us meet customer due dates by allowing us to assign different priorities to each job,” he says. “For example, if we run the APS report and it shows a priority 500 job, we know it needs to get into production right now. We use APS to schedule what goes into the machines next, but the priorities tell us when to move jobs around or put them in sooner than previously scheduled.”



Boschert copper bus bar machine. Punches and cuts of copper in one operation.

purchasing and inventory control process. Instead of having to rely on a spreadsheet and someone’s memory, the system tells purchasing what to order and when. It’s faster, more accurate, and workers know they’ll have the raw materials when they need them.

Meanwhile, Global Shop Solutions ERP software start date feature helps ensure jobs get finished on time to meet the customer’s due date.

“In the past, it wasn’t uncommon to start a job the day before it was due,” notes Ceddia. “Now, the system will tell us to start a job two weeks before the due date, rather than one or two days. This keeps us more accountable to our due dates and has reduced late shipments.”

Move Tickets Reduce Missed Operations to Near Zero

With so many machines and a very large production floor, Monti used to struggle with missed operations, jobs being performed out of sequence, and missing parts in inventory. With the move ticket feature, these mishaps have become almost non-existent.

Each department has two moving areas, one for parts in progress and one for completed parts to go to finished goods. When operators finish a sequence, they use Global Shop Solutions ERP software to print out a ticket specifying where the parts need to go next. They confirm it on the work order, and place the parts in the proper staging area, where a material mover transports them to the proper location.

“The move ticket process is especially helpful when jobs overlap shifts,” says Ceddia. “Third-shift workers might not know what the first shift claimed on a job. The move tickets identify exactly how many parts were moved to the next operation or finished goods. This gets parts to the right place at the right time, and also helps with inventory control.”

Managing Blanket Orders

Monti maintains more than a million dollars worth of finished goods inventory for its customers. Most of this inventory consists of protected blanket orders, where customers order a large quantity at one time and then pull from the inventory throughout the year. Global Shop Solutions ERP software’s **blanket order feature** makes it easy to track and manage this inventory on a customer-by-customer basis.

Account managers can easily determine how many parts were in the initial order, how many have shipped to the customer, and how many remain in inventory. They can also access financial data on each order to make sure customers are current on their payments.

The Auto Purchasing feature in the Inventory application has also taken a lot of pain out of the



Copper bus bars with epoxy coating via fluidized bed application.

Supply & Demand

As an account manager, Ceddia spends much of his time in the Supply & Demand screen, where he can access detailed information about a job or a customer.

“Supply & Demand gives you everything you want to know about a part and then some,” says Ceddia. “When a customer calls in, I pull up the part on the screen and it’s all there in front of me. I can see the entire history of the part – where it was, where it is now, how many times we’ve made it. I can even tell if we’re making money on it. Supply and Demand is an invaluable lifeline to what’s going on in the company.”

Ceddia also uses the robust **reporting capabilities** to see what’s scheduled each day for his customers, what parts are late, and what jobs he needs to push through. He especially likes the ability to **create custom reports** using Crystal reports. For example, he recently created a custom report that identifies which work orders haven’t been released. Another one provides information on all open blanket orders.

“We like to track how long customers’ blanket orders have been on the books,” explains Ceddia. “If they get too old, we make them take the parts. Creating these custom reports is easy. I usually take an existing Global Shop Solutions report and just modify it a bit.”

Visibility of Data = Faster Response Time

According to Ceddia, the visibility of data in Global Shop Solutions ERP software saves time and improves processes in virtually every area of the business – including **customer service**.



Monti's 500 ton Seyi stamp press.

“When customers call about a part, I used to put on my gym shoes and run around until I found the information I needed,” he says. “Now I simply go into Supply & Demand, and it’s all there in front of me. I know where the part is and who to call to get it expedited. The visibility of data also enables better coordination among departments.”

Global Shop Solutions ERP software also speeds up Monti’s response time – a critical factor in winning new customers and keeping existing ones.

“In our business, the company that gives the quicker answer is often the company that gets the order,” notes Ceddia. “Global Shop Solutions speeds up the process of getting information about a part or quote, so we can respond more quickly to our customers.”

“Global Shop Solutions is a great company with a great ERP product,” he concludes. “They offer good service and support – based in the U.S., not overseas. They’re always thinking out of the box in terms of improving the software. And the system is very flexible. Instead of having to make our business fit the software, we can make it fit our business.”