



CUSTOMER SUCCESS STORY

Multi-Division Company Saves
Over \$1M After Implementing
VALOGIX® Inventory Planner

Trade Union International, Inc.

Quick Facts

Company:

Trade Union International

- Location: Montclair, California,
- Industry: Retail
- Products and services: Automotive supplies and parts and licensed sports merchandise (**Top Line; Duck House**)
- Combined Items in inventory: 7,252 SKUs
- Web: www.tradeunion.com

Challenges:

- Seasonal Demand Patterns
- Excess stock
- Difficulty creating forecasts
- Manual spreadsheets

Objectives:

- Reduce planning time
- Reduce excess stock
- Increase fill rates
- Ability to forecast based on trends
- Improve planning process

Software Solutions:

VALOGIX® Inventory Planner
SAP Business One®



“Valogix is able to provide us with a forecast based on historical trends and the ability to easily compare the forecast to our past performance. We can now buy the right products with the correct quantities at the right time and our performance has increased at least 35 - 40% which is remarkable.”

—Mei Lein Chang,
Vice President and
Cofounder,
Trade Union
International Inc.

Why Valogix?

- Automated forecasts & plans
- Ability to see demand trends
- Tight two-way integration with SAP Business One
- Ease-of-use & affordability

Benefits/Results

- 70% reduction in planning time
- 20% reduction in inventory
- Access to accurate and up-to-date information across the company for informed decision making
- Higher customer satisfaction through accurate, on-time order fulfillment

Previous Environment

- Complex and time-consuming spreadsheets and reports.

SAP® Certified
SAP Business One Integration



“Being able to compare the automated forecast to the long-term trend is very important. This provides us with the ability to make informed decisions and apply human intelligence to better manage our inventory .”

—Mei Lein Chang,
Vice President Trade Union
International Inc.

“Reuse, Reserve, and Reduce”

Operating a fast growing business is challenging enough. Now, compound that by managing a second division offering a completely different product line. That’s the daily reality for Trade Union International Inc., a company running one business that sells aftermarket auto and truck wheels, **Top Line**, and another **Duck House Products**, that distributes licensed sports merchandise in Montclair, California.

Product safety and customer satisfaction are the framework for Trade Union. Accurately planning and watching inventory trends enables Trade Union to be on time and continue to adhere to their high standards of “Reuse, Reserve, and Reduce” concept to protect our precious earth resources. “

Immediate Results with Valogix

Before implementing Valogix Inventory Planner, and with thousands of SKUs to manage, Trade Union had to use valuable employee time to make replenishment decisions using spreadsheets. Providing Trade Union with an alternative to their time-consuming spreadsheets was the only way to enable them to meet their business objectives with accuracy and speed.

While the implementation of Valogix Planner went well, it took some time for the staff members to embrace the change from using Excel. *“This was actually the biggest hurdle we faced with the move to Valogix”* says Mei Lein Chang, V.P of Trade Union. *“Valogix provided comprehensive training which helped to overcome this challenge and within a few months after implementing Valogix we received big improvements in the stock mix and the time it took to do planning.”*

Big Upfront and Long-Term Benefits

“In a very short time we were able to reduce overstocks and excess inventory by more than 20%, and planning time has been reduced by 70%,” says Mei Lein. *“Valogix is able to provide us with a forecast based on historical trends and the ability to easily compare the forecast to our past performance. We can now buy the right products with the correct quantities at the right time and our performance has increased at least 35 - 40% which is remarkable.”*



www.valogix.com

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