

GLOBAL SHOP SOLUTIONS CASE STUDY

Vonberg Valve, Inc.

Headquartered in Rolling Meadows, Illinois, *Vonberg Valve, Inc.* designs and manufactures custom hydraulic valves for companies in several *industries*. Specializing in building hydraulic valves for anything that moves vertically, Vonberg's extensive product line ranges from valves for lift trucks, tailgate lifts, and dock levelers to hydraulic hospital beds, hydraulic power packs, small mobile equipment and even commercial kitchen equipment.



Vonberg manufacturing operation utilizes world-class CNC machinery to produce components and balance demand.



Utilizing the integration of ERP software and UPS® Worldship has greatly increased shipping efficiency and reduced paperwork by 50%.

Vonberg products include flow regulating, directional, safety, counterbalance, spool and lock valves, as well as custom integrated manifolds, pressure controls and cartridge bodies. Their entire standard product line can be customized to meet unique application requirements for each customer, and the engineering team can design new products when modifications to existing products don't provide the best solution. To facilitate this process, Vonberg maintains a separate manufacturing model shop for fast prototype development and thorough testing of new product designs.

Vonberg previously managed the business with a custom ERP system that lacked the full range of capabilities required for today's sophisticated manufacturing environments. Seeking a more **integrated ERP system**, management selected Global Shop Solutions ERP software.

"The lack of integration required a lot of manual data processing," says Applications Engineering Manager Justin Levon. "We also struggled to get the support we needed because the vendor was a small company, and making changes or upgrades was costly and difficult. Global Shop Solutions offered a robust package with a high degree of flexibility – a key factor due to our **make-to-order business model** and offered the support we were looking for."

50% Reduction in Time and Paperwork

Upon implementation, Global Shop Solutions ERP software began generating immediate improvements. When making valves, all steel parts external to the valve are sent for outside plating and/or heat treating. In Vonberg's old system, the process of creating work orders and purchase orders, shipping the parts out, and receiving them back was performed using Word document templates and a lot of paper.

With Global Shop Solutions ERP software, outside processing is now handled entirely within the system as part of the router. The process gets triggered on the shop floor. The **purchase order** is generated and compiled, and the parts are sent to the outside supplier. When the parts return they are received directly into the system. If outside processing is the last step on the router, the parts automatically get WIPed into inventory when they are received.

The result? A 50% reduction in the time required to receive outside processing parts and a 50% reduction in production and shipping department paperwork.

“In our old system, we had two pieces of paper for every job,” says Levon. “As soon as we went live with Global Shop Solutions, the ‘pink’ copies went away completely. Now, the work order is the only piece of paper that goes with each job. This has dramatically reduced our manual processes and eliminated a lot of unnecessary paper.”

Improved Quality Processing, Traceability

Another flaw in Vonberg’s old ERP program was the inability to track rejected materials and other quality issues within the system. Instead, quality had to be manually tracked and managed on spreadsheets and various paper forms.

With Global Shop Solutions ERP software, all return material authorizations (RMAs) are now entered in the system and linked directly to the sales order. Rejections and non-conforming material reports are also linked to the purchase orders and work orders. This has resulted in an integrated [quality control system](#) where the data can be easily accessed from one central location rather than manual files scattered throughout the plant.

The superb integration of data has also improved traceability for Vonberg. Before shipping, every valve gets laser marked with the company logo, part number and job number. Thanks to Global Shop Solutions ERP software, those numbers are now connected to more information than in the past.

“We don’t have any government requirements in regards to traceability,” says Levon, “but we always want to be able to trace back to a specific order. Because the numbers on each valve are now connected to other data throughout the system, we can easily drill down to see when a valve was made, who assembled it, when it was shipped, and if there were any quality issues. It’s amazing how much information we can access just with the job number.”

Fast Tracking of WIP Status

In the past, Vonberg had minimal visibility into WIP. Using the Master Schedule Dashboard in the [Advanced Planning & Scheduling \(APS\) module](#), Levon can now access a treasure trove of data simply by entering a cutoff date.

At a glance he can see which jobs are open and where they stand in the production process, including outside processing. The Dashboard also displays which operation is currently in progress for each job and which one comes next.

“Previously, we could tell whether primary and secondary operations were complete, but we didn’t know if a job had been shipped to the outside plater,” says Levon. “Now the Dashboard tells me everything about the status of the job and where it is. It saves a lot of phone calls trying to find out the location of a part or a job.”

Instant Help When You Need It

As the company’s Global Shop Solutions “guru,” Levon is the go-to guy when others have questions about the ERP software. He credits the software’s superb online help system with making this job much easier.

For example, a quality supervisor recently had a question about the options for disposal of RMAs. Levon accessed the online help and found a detailed list of options for both open and closed sales orders. Each item on the list provided a concise explanation of the action the supervisor should take.



A cross section of Vonberg’s diverse product line including in-line valves, cartridge valves, and integrated manifolds.

“If you have a question about what you’re doing in Global Shop Solutions, simply right-click on ‘help’ and a screen will pop up with a detailed explanation,” says Levon. “I use the help function on a daily basis to answer questions for myself and for others. It’s especially helpful for reviewing operations that you don’t perform on a daily basis.”

Levon also appreciates the ease of **customization with system reports**. Recently, he modified a report so the plant manager could see any jobs with negative on-hand inventory. That way, the manager can determine if certain materials weren’t received properly or the work order wasn’t closed in a timely manner. Another custom report identifies material issue mismatches in work orders. This allows Levon to see whether parts are backflushing properly in the system and maintaining the right inventory on the shop floor.

Working Smarter Throughout the Business

Throughout the plant, Global Shop Solutions ERP software enables people to work smarter and more efficiently by providing access to the data they need when they need it.

Levon regularly accesses the **Supply & Demand screen** for a quick overview of all jobs due and any that might be past due. The Purchase Order Action Required screen gives the purchasing manager a quick snapshot of what action may be required due to quantities changing or parts being below reorder points.

The plant manager reviews the automatic work order generator to get a quick overview of the MRP status. Customer service personnel use the Open Order Dashboard to provide customers with quick answers to questions they have about the status of their jobs. All of which leads to a leaner, more efficient shop floor and smarter management decisions.

“The integration of data in Global Shop Solutions helps everyone work more efficiently,” concludes Levon. “Combine that with the flexibility of the system to adapt to our unique needs, and the system is literally transforming the way we do business. What we do at Vonberg isn’t that unique, but the way we do certain things is, and that’s what sets us apart in the marketplace. Global Shop Solutions allows us better visibility to our business and to improve our competitive position without giving up the things that make us who we are.”



Vonberg's headquarters in Rolling Meadows, Illinois.