

GOLD CREST DISTRIBUTING

Distributor Streamlines Warehouse Operations, Automates Sales and Reduces Pallet Clutter by 75%



SCANCO WAREHOUSE 100 | SCANCO SALES | ACS MULTI-BIN

At A Glance:

- Scanco Warehouse and Multi-Bin reduced pallets clutter by over 75%
- Automating Sales enabled distributor to grow and scale rapidly
- Wireless Printing of Barcodes enabled faster shipping times
- Reduction in inventory headaches
- Integration with Sage 100 was beneficial to operations

With Scanco Warehouse and Multi-Bin, we know what we have all the time. We can trust our data too which directly speaks to our core values and allows us to deliver better service overall.



Gold Crest Distributing, LLC is a wholesale distributor of wild bird & nature products as well as liquor accessories. They have over 15,000 products being tested and shipped out of various facilities throughout Illinois and Missouri. Gold Crest maintains steady growth largely due to their strong values and commitment to excellence. With manual systems and employees working across the country, Gold Crest needed automation and integration.

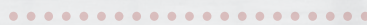
"Our warehouse has not always operated with ease," comments Cody Melton, I.T. Operations Manager at Gold Crest. "I can remember a time when we were manually writing orders at trade shows and navigating the warehouse floor because of all the pallets and clutter." It was during this season that Gold Crest began to look for a scanning solution.

"Scanco was an easy choice," comments Cody. "I searched online and found two scanning companies. I called both and received immediate service from Scanco. After seeing Scanco's barcoding solutions and the integration capabilities with our Sage 100 system, I was sold!"

Automating sales was the first problem to solve. "Order taking at trade shows was a tedious, hand-written process, resulting in many repercussions," comments Cody. "After implementing Scanco Sales we saw drastic improvements!"



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The label printing feature with Scanco Sales originally thought of as a fringe benefit by Gold Crest quickly became a high-value automation feature. "It used to take two days to prep our trade show booth mainly due to manual label generation. With 1,500 skews, this was a huge time waster," comments Cody. "Now, generating product labels is an automated process. We have gone from doing 12 to 30 trade shows each year and with Scanco Sales, we have reduced over 60% of our preparation time for each show - that is a huge savings!"

Warehouse accountability was another area that Gold Crest wanted to improve. "The warehouse was a mess. We were losing items and something needed to change," comments Cody. "We decided to implement the next applications, Scanco Warehouse and Multi-Bin which was one of the best decisions we made!"

Tracking inventory up on the top shelves of the warehouse racks was another challenge for Gold Crest. "Our company was growing which caused the warehouse to expand from 80k square feet to 120k square feet. At best, we tracked inventory by writing on the side of each pallet - it was near insanity," comments Cody. "With Multi-Bin and its integration with Sage 100, inventory is scanned and tracked all from a mobile device. Finding product and making transfers is easy and automated thanks to the mobility of these applications."

Neck exercising was the name given to the unwanted task in the Gold Crest warehouse. "Our team used to walk the aisles all day long, moving their necks back and forth from the clipboard to the racks to search for items," comments Cody. "With Scanco Warehouse and Multi-Bin, we know what we have all the time. We can trust our data too which directly speaks to our core values and allows us to deliver better service overall."

Having 300-400 pallets on the Gold Crest warehouse floor wasn't uncommon. "With new growth comes more product and the receiving team didn't have time to keep up," comments Cody. "Scanco Warehouse and Multi-Bin reduced our pallets clutter by over 75% and cleaned up our aisles! The residual benefit of this is that we decreased pull times - cleaner aisles mean easier pulls. I guess you could say this solution is the gift that keeps on giving."

Receiving was another area where Gold Crest saw improvement. No longer did they have to dig through boxes to find the original purchase order to read the hand-written notes to research issues. Scanco Warehouse and Multi-Bin being integrated with Sage 100 took all the written data and made it digital. Cody comments, "The Multi-Bin solution is one of the most reliable third party products I've ever used - it is a solid and reliable product and we continue to reap the benefits of that foundational system."

"I've been using Scanco's solution's for almost 4 years and am still seeing the benefits," comments Cody. "At the end of the day, I know that software will always have some sort of problem. However, Scanco's team always makes the problems disappear. I have never felt stranded by their team and know I can count on them, which gives me a peace of mind that's hard to put a price on."



The Challenge

- Warehouse efficiency was lacking
- Sales wasn't automated
- Pallet tracking was non-existent
- Didn't have ability to print or scan barcode labels



The Solution

- Scanco WMS
- Multi-bin
- Scanco Sales
- Barcode Printing



The Results

- Reduced pallets clutter by over 75%
- Automating Sales enabled distributor to grow and scale rapidly
- Faster shipping times
- Reduction in inventory headaches

About Gold Crest Distributing:

Gold Crest Distributing, LLC distributes over 7000 products for more than 200 manufacturers of birding, pet, and outdoor nature-related products. We are located in central Missouri which puts Gold Crest in one of the best positions to ship anywhere in the country.

Gold Crest currently carries product lines in Birding, Pets, Gift and other Outdoor Nature related lines.

They have over 15,000 products being tested and shipped out of various facilities throughout Illinois and Missouri. Gold Crest maintains steady growth largely due to their strong values and commitment to excellence. With manual systems and employees working across the country, Gold Crest needed automation and integration into their Sage 100 ERP System.

About Scanco:

Since 1989, Scanco has been a leading provider of supply chain automation software and services.

Since our inception, we have focused on innovative warehouse management solutions with a unique technology-driven approach. Our solutions deliver unequaled efficiency and visibility for distribution and manufacturing companies around the globe.

From basic barcoding to the most complex distribution and manufacturing operations- Scanco software is positioned to grow with our customers ever-changing business needs. We are focused on providing top-tier, fully integrated automation solutions built specifically for your ERP solution. Today, thousands of world-class distribution and manufacturing companies have automated their facilities with cutting-edge Scanco technology.

To learn more about our Sage solutions or to schedule a live product demonstration contact us at sales@scanco.com