

**SUCCESS STORY:**  
**AUTO-VALVE, INC.**



**INDUSTRIOS**  
SOFTWARE INC.



**AUTO-VALVE, INC.**

**INDUSTRIOS IMPROVES  
THE WORK FLOW AT  
AUTO-VALVE, INC.**

“The improvements in the depth of INDUSTRIOS have been a tremendous benefit to our operations.”

David Stuart, Controller

Auto-Valve, Inc. (AVI) is aviation’s one stop source for fuel, water, air and oil system valves. If a flow needs to be controlled then Auto-Valve is the company to call, and when AVI wanted to improve their work flow INDUSTRIOS and the IndustriOS team were AVI’s one stop source.

For almost 60 years, Auto-Valve has designed, manufactured, and tested aviation valves. AVI’s expertise covers the entire aerospace spectrum with AVI valves on commercial and government aircraft of all shapes and sizes ranging from small personal aircraft, to large commercial airliners, to military fighters, to missiles. AVI supplies valves for many of the aerospace industry leaders including Cessna, Beech, Boeing, Bell Helicopter, Lockheed Martin, Piper, and Sikorsky. As an AS9100 certified company AVI ensures

that parts are delivered on time and are of the utmost quality.

As part of the ISO9001 and AS9100 continuous improvement processes, AVI saw an opportunity to gain significant improvements through upgrading to the latest version of INDUSTRIOS, improvements that would not only help the bottom line but would improve work flow in many areas of the business.

**Moving Forward with INDUSTRIOS**

With a successful 13 year history using INDUSTRIOS in their manufacturing operations, AVI looked to the latest version for opportunities to improve their processes and bring better traceability to a number of the quality areas assessed during QS audits.

**Company**

Auto-Valve, Inc.

**Website**

[www.autovalve.com](http://www.autovalve.com)

**Industry**

Aircraft Parts & Equipment Manufacturing, Metal Valve Manufacturing

**Market focus**

Fuel system, water system, air system, and oil system valves

**The challenge**

Improve traceability, shorten quoting process

**The solution**

INDUSTRIOS

**The Results**

1. Reduced quoting time by 75%
2. Faster quality tracking in shipping

3. Streamlined pricing
4. Improved traceability in shipping and purchasing

5. Eliminated Excel quoting worksheets



The Industrios implementation team was extremely knowledgeable, helpful and patient and brought exceptional value and continuous improvements to our business.

**David Steuart**, Controller

With manufacturing processes well in hand, the focus during the upgrade was to implement improvements around inventory, shipping, purchasing, quoting and leverage new tools for better sales, cost and inventory analysis.

### **STREAMLINED FLOW**

#### **Certified Good To Go**

As an ISO9001 and AS9100 certified company working in the aviation industry, AVI has the challenge of maintaining certifications and providing Certificates of Conformance to customers. To alleviate the overhead of producing the certificates and provided better traceability, the IndustriOS team implemented user defined fields so the conformance data could be captured in the system against the goods being shipped and conformance documents could be printed at time of shipping. In addition, a flag could be set to indicate whether an ITAR control stamp (International Traffic in Arm Regulations) was required, and if so it would be automatically incorporated into the packing slip and Certificate of Conformance. Previously, this information was captured manually, entered into an Access database and then printed out, and where necessary manually stamped. Now all information is centrally stored, easily accessible and automated. For future quality audits showing traceability and improvements in this area was an important milestone, and the fact that they save time and money is a bonus.

#### **Flowing Terms and Conditions**

With the nature of AVI's business it is important that their suppliers adhere to certain terms and conditions to ensure the high quality synonymous with AVI. During the upgrade process reviews, the IndustriOS consultants saw an opportunity to improve the process surrounding how terms and conditions were communicated to the vendors. Again using user defined fields, the T&Cs were integrated into INDUSTRIOS Purchasing so the buyer could identify the applicable T&Cs within the electronic PO, and have the T&Cs print as part of the Purchase Order document. They also formed part of the permanent record stored within the system, an important aspect of their quality program. They save 14 hours a month as a result of this change but the real value comes in the improved quality process, invaluable to AVI.

#### **Getting the Quotes Flowing**

With a constant flow of quotes, AVI needed to streamline and automate their process to quickly respond to their customers requests and quickly assess whether a quoted item could be delivered in less time than their standard 90 day lead time. With the ability to drill down into component availability during the quoting process they can now easily identify when a product will be available and let their customer know immediately at time of quoting. While implementing the quoting module the implementation team worked with

AVI to leverage inventory categorization and price matrix functionality to further streamline their quoting process. Now AVI quotes faster, offers better lead times and can now focus on contract review rather than spending numerous hours producing quotes that can now be completed 75% quicker, and with the freed up time they no longer need to add a head count. With tight integration to sales and operations they are also able to get the items into production quickly as soon as the quotes are won.

#### **Controlling and Analyzing Inventory**

With over 3000 items to manage having the ability to easily analyze their inventory was critical to their profitability. With the new analysis tools introduced with their upgrade AVI now regularly reviews cost, sales and margins based on various product categorizations and is quickly able to perform focused reviews on areas where costs have increased over their expected planned costs and adjust accordingly. With better tools they now perform these tasks quicker, easier and have improved control.

Continuous improvement is a standard way of business at AVI and now with the latest INDUSTRIOS implemented, AVI can make plans for future streamlining and control as they rollout additional functionality in the months ahead.



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