

**SUCCESS STORY:
LEONE FENCE CO. LTD.**



**LEONE FENCE OPENS THE
GATEWAY TO GROWTH WITH
INDUSTRIOS AND SAGE 300
ERP**

Incorporated in 1975, Leone Fence Co. Ltd. (Leone) is the largest commercial and industrial fence installation company in the Greater Toronto area of Ontario, Canada. Through their two dynamic divisions, Iron Eagle Industries and Shield Fence and Wire Products, they manufacture and install iron fencing, manufacture and distribute chain link fencing, and install commercial fencing. They are recognized throughout the industry as the specialist in large projects including highway fencing, industrial property enclosures, new home subdivisions, sound barrier fencing, garden centres for big box retail stores, baseball diamonds and soccer fields.

Supplying fencing and installation in the Ontario market provides its challenges with a short installation season, high product demand in a compressed time frame and

limited storage capacity. To manage these challenges and position themselves for their next growth phase Leone Fence looked to INDUSTRIOS and Sage 300 ERP, formerly Sage ERP Accpac.

Securing Government Contracts

While Leone has a thriving fencing business in the Toronto market, they have their eye on capturing large scale government contracts to take their business to the next level. To succeed in this highly competitive market, Leone needed a system in place to manage their daily manufacturing requirements and track their order driven inventory. With INDUSTRIOS, Leone has the visibility they need and the inventory control required for winning government contracts.

Company
Leone Fence Co. Ltd.
Website
www.leonefence.com
Industry
Commercial and industrial fence

Market focus
Specialist in large projects including highway fencing, industrial property enclosures, new home subdivision, sound barrier fencing.

The challenge
Inventory management and managing subcontract work throughout the production process and reducing costs.


The solution
INDUSTRIOS

The Results

1. 40% increase in customer satisfaction
2. Improved inventory control

3. Complete manufacturing costs captured
4. Gained subcontract control and visibility to subcontract costs included on job.

5. Streamlined purchasing process



“With INDUSTRIOS’ inventory control we’ve been able to increase our customer satisfaction 40% by having the right inventory at the right time”

Joe Leone, CFO

ENCOMPASSING CONTROL

Chaining Inventory Together

With 12 months of business compressed into 8 months and space at a premium, Leone needed a system to manage raw materials, sub assemblies, subcontract work, WIP and finished goods. Their spreadsheets and manual processes could not address the challenges they faced so implementing a manufacturing system integrated with their existing Sage 300 ERP, formerly Sage ERP Accpac, was key.

Without an integrated system a significant portion of time was spent identifying what they needed to purchase, whether items were in stock or not, and where customer orders were. Without inventory integrated with their manufacturing requirements staying on top of raw material purchases was a challenge. After implementing INDUSTRIOS they know exactly what they have in inventory, what it costs, and whether they’re profitable. They have visibility to what they need in the future, when it should be ordered, take lead times into consideration when sending purchase orders to their suppliers and have the materials required at the right time during the manufacturing process.

Along with greater control, Leone has their inventory value readily available allowing them to proceed down the path to becoming bonded, an important step on the road to winning government contracts.

Securing subcontract control and costs

All Iron Eagle brand of fencing is coated with a polyester coating offering a high resistance to abrasion and superior color gloss retention. To finish their product, they work with subcontractors to coat the manufactured fence during the production process to meet their exacting standards. With a demanding peak season requiring 24/7 production, having a tool to manage the movement of orders to subcontractors was critical in their fast-paced environment .

Implementing Subcontract Services Management addressed all aspects of processing their subcontract work. From generating purchase orders, scheduling work, pick tickets and packing slips to receiving the work back from the subcontractor, managing the process is quicker and easier. It provided great visibility to where the subcontract work was relative to their production. As an added benefit of the subcontract functionality, Leone’s subcontractors are prompted to be more timely since they now know who has the work and when it is due back. In addition, the costs of the subcontract work flow directly to the appropriate job so they capture complete manufacturing costs and are better able to manage their margins.

Fencing in customer satisfaction

Since implementing INDUSTRIOS, Leone is reporting a 40% increase in customer satisfaction due to increased order accuracy,

and having the stock customers want. With visibility to their popular items, they can focus on manufacturing the items in high demand to have stock readily available for distribution to smaller fencing companies. With the tightly integrated system Leone is now able to tell at a glance where a customer’s order is. From the customer’s account they can drill down into sales orders, jobs and even check the status of a production order at a subcontractor. No more customer callbacks because the information is now at their fingertips.

Opening the gateway to future growth

With INDUSTRIOS and Sage 300 ERP, formerly Sage ERP Accpac, Leone is now well positioned to become bonded and compete for government contracts. With centralized inventory and manufacturing control they can consider adding satellite locations to meet increasing demand. With the analytical tools in INDUSTRIOS they have all the information they need to make the right decisions now and into the future. The gateway to growth is wide open.



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