



**Client**  
Agron, Inc.

**Headquarters**  
Los Angeles, California

**Industry**  
Apparel Accessory  
Distribution

**Software Solutions**  
Sage 100 Advanced ERP  
(formerly Sage ERP  
MAS 200)  
MAPADOC EDI by SWK  
Accellos WMS

### Challenge

Increasing customer requirements and growing order volume began to threaten on-time shipments.

### Solution

A fully integrated business management solution including accounting, EDI, and a warehouse management system.

### Results

- Order throughput increased
- Staff level decreased
- Full return on investment within one year

## Sporting Goods Distributor Scores Winning Solution

Arxis Delivers Complete WMS, EDI and Distribution Solution for Agron.



As the sole U.S. licensee for Adidas accessories, Agron, Inc. has a busy warehouse operation. Charged with the design, marketing, and distribution of Adidas-branded caps, socks, and bags, the company has seen significant growth over the years.

### The Challenge

In the fifteen-plus years the company has been in business the retail marketplace has changed dramatically. With the changing retail landscape, manufacturers and distributors like Agron must meet strict labeling, packing, shipping, and invoicing protocols. One late order may mean hundreds of thousands in lost revenue dollars and charge backs. As weekly stocking orders pour in from their retailers, Agron must have adequate stock and be equipped to respond quickly.

A few years ago, the demanding retailer requirements combined with the award of a new product license from Adidas threatened to overwhelm Agron's warehouse

operations. Agron had an important choice to make. They could hire more staff to keep up with order entry and shipping operations or invest in the company's accounting and warehouse management technology to streamline and automate many of the tasks. "Ramping up staff to perform order entry just doesn't make sense to us," explains Gomperts, "We want to use technology wherever possible, and use our staff to drive our business."

### The Solution

Agron turned to the company that had been its technology advisor for years, Arxis Technology, Inc. "Arxis is tremendously valuable to us. They've been instrumental in helping us at crucial stages during our

## About Arxis Technology, Inc.

Since 1994, Arxis has been helping growing companies maximize their technology resources and investment. Over the years, we have worked with hundreds of small and medium sized businesses in a wide range of industries including wholesale, distribution, manufacturing, service, entertainment, and non-profit.

Simi Valley • Huntington Beach • Chicago • Phoenix  
(805) 306-7800  
(866) 624-2600  
(805) 306-7801 fax  
sales@arxistechnology.com  
www.arxistechnology.com



business development. As our business has changed, they've continuously pointed us in the right technology direction," says Gomperts.

Arxis was able to help scale Agron's operations in part due to the scalability of its business management software. Arxis upgraded Agron, a long time user of Sage 100 Standard ERP, to the more powerful client/server-based Sage 100 Advanced ERP to meet the demands of higher transaction volumes. In addition, Arxis implemented an integrated EDI solution and a new warehouse management solution for Agron.

The results have been dramatic. For example, a single order from some retailers may be processed into 3,000 individual orders to ship to individual store locations. To process and ship such a large order in the past may have taken close to a week. Now Agron is able to routinely pick, pack, and ship orders of that size in a single day. In a typical month, the company ships millions of units.

"Arxis played a key role in developing our technology strategy to meet our increasing demands," praises Gomperts. "We would have had many problems without the solutions Arxis has helped us implement. Now we are able to service our marketplace, meeting our retailers' demands with on time shipping and EDI."

### Warehouse Automation Speeds ROI

The integrated warehouse management, inventory control, EDI, and accounting sys-

tem gave Agron the control it needed. Now it can more efficiently manage its inventory levels, to ensure that adequate stock on hand to fill customer orders without overstocking. Agron is able to process an enormous order volume quickly and accurately. Its customers receive the goods they ordered on time and with the proper labeling and acknowledgement.

Agron is able to allocate its orders according to predefined business criteria, and distribute orders to pickers according to optimal staff workloads and picking strategies. Orders are sent to the warehouse electronically. Consolidated picking tickets are sent to the warehouse staff's handheld device allowing individual pickers to process several orders at a time, and to pack products directly into final shipping cartons — all in a single pass through the warehouse. Product labels, shipping labels, packing slips, bills of lading, and other documentation are automatically produced, enabling Agron to ship more orders in less time.

### Smart Decision Pays Off

Gomperts is convinced Agron's decision to invest in technology was the right one. "As a result of the efficiency our technology investment provided, we have effectively decreased our staff while adding a new product line and enjoying a considerable increase in sales. The software investment paid for itself in the first year."

---

“ We have effectively decreased our staff while adding a new product line and enjoying a considerable increase in sales. The software investment paid for itself in the first year.”

---