

STOBER Drives, Inc.

COMPANY BACKGROUND

STÖBER has been a pioneer in the gearing industry since 1934, and has the broadest product offering in the market today, providing one stop shopping for both the industrial gearing market and the rapidly growing motion control market. Through constant innovation, STÖBER today is known for high performance, high efficiency, and low noise products, encompassing various gearing solutions offered to the industry. STÖBER Drives Incorporated, located in Maysville KY, manufactures products for the North American market. For more information, visit <http://www.stober.com>.

BUSINESS SITUATION

STOBER differentiates itself in the market by delivering the most reliable and effective drive solutions for demanding applications in the shortest lead times. To meet the fast delivery times that its customers require, it ships the vast majority of its “assemble to order” gear products three business days after receipt of the customer’s order. To assure it maintains market differentiation, STOBER continuously works to reduce this lead-time even further.

A typical STOBER reducer is assembled from approximately 75 of the over 5000 SKUs stocked in its Maysville facility. To stay ahead of its competition, STOBER focuses on meeting customer needs, even as its customer’s needs continue to evolve. To do this, all of the company’s resources, including its core information systems, must be flexible and able to adapt very quickly to meet the company’s constantly evolving business model.

SOLUTION

STOBER selected FitriX ERP because it provided the out-of-the-box ERP capabilities it needed to meet the majority of its business needs, as well as the integrated software development tools for its IT staff to make the necessary customizations to fit the company’s business needs 100%. This ability to align its ERP solution to closely support its business processes allows it to not only meet its customer’s expectations today but provides STOBER the ability to quickly adapt its systems to meet customer expectations as these needs change in the future.

OVERVIEW

Company

STOBER is a leading manufacturer of precision gearing products for industrial equipment manufacturers.

Division of

STÖBER Antriebstechnik GmbH (Germany)

Industry

Industrial equipment manufacturer

Location

Maysville, KY

Challenges

Continuously striving to reduce “assemble to order” manufacturing lead-times while cutting costs and improving customer satisfaction.

Results

FitriX ERP has helped STOBER meet its business objectives of manufacturing highest quality, highly customizable products in very short lead-times by providing a highly adaptable and robust ERP applications infrastructure that STOBER’s internal IT staff can mold to fit the company’s ever evolving business needs.

“As an integrated system FitriX provided us with the data and controls to measure our existing processes and the ability to modify our business systems to support continuous improvements that STOBBER team members identified. FitriX helped us continue our focus on LEAN PROCESSES via waste reduction and continuous improvement.”

**Bill Marshall,
Operations
Manager**

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RESULTS

FitriX ERP allows STOBBER to produce ever more complex assemblies for its customers, while reducing its manufacturing lead times. “In challenging times it is critical to reduce waste. FitriX has helped us do just that,” said Marshall.

FitriX has helped STOBBER improve its business operations by providing a unified way to:

- Track the financial results of activities
- Assure that payables are paid when due but not before
- Make it easy to track customer payment history and trends as well as assisting in collecting all funds due
- Quickly enter orders for complex assemblies, check stock and prepare customer acknowledgements
- Purchase inventory based on past consumption to minimize capital invested while meeting customer expectations
- Receive purchase orders, pay vendors
- Account for inventory on hand, assure FIFO consumption and support cycle counts
- Support order fulfillment to include picking, assembly automatic testing, oiling, and generation of all labeling and serial number marking
- Shipping to include integration with UPS Worldship
- Support for manufacturing of parts that will later be assembled into finished assemblies
- Many other functions such as document control capabilities, sales reporting system, etc.

Even while STOBBER has made many source code level customizations to the FitriX software, it has been able to continue taking advantage of new FitriX features and technologies. As each new release of FitriX has become available, FitriX ERP’s Adaptable Applications Architecture has allowed STOBBER to ‘roll forward’ its numerous software customizations in a straightforward and manageable manner.