

Best Vinyl reduces its inventory value by 50%



Company Best Vinyl

Location USA

Industry Distribution –
Fencing and decking

ERP Acumatica



Best Vinyl is a leading vinyl fence company in Utah, USA, supplying and installing scientifically advanced vinyl products that provide durability and peace of mind.

By using Netstock effectively, Best Vinyl has reduced its inventory from \$2.7 million to \$1.4 million in under two years while maintaining high customer service levels.



Challenge.

Stock-outs and excess stock.

Solution.

Netstock integrated with Acumatica.

Result.

Reduced inventory value.

Ordering challenges

Best Vinyl's ordering process consisted of very complicated Excel spreadsheets. Besides the propensity for human error, Justin Comish, COO for Best Vinyl, needed to set aside one full day to prepare his orders. He continuously felt that the data he was working with was unreliable, prompting him to seek a better solution to manage his inventory.

Netstock was implemented and integrated with their Acumatica ERP solution.

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Thanks to Netstock, we could navigate the supply chain challenges brought on by the pandemic with minimal disruption to our business. I can only imagine how much better we will be with our planning now that things have started to stabilize.

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Justin Comish, COO

Managing changes in demand

During the early stages of the COVID-19 pandemic, Best Vinyl experienced increased demand for its products. People could no longer travel or enjoy outings to events and started focusing more on upgrading their homes. Meeting this increase in demand, alongside the challenges of longer supplier lead times and problems trying to obtain certain product lines, would not have been possible using a spreadsheet.

Placing the right orders

Justin attributes the initial reduction of almost 50% of their inventory value to having a clear view of what he had in stock, allowing him to manage his ordering better. Later, due to pandemic-related supply chain disruptions, Best Vinyl intentionally increased their inventory levels to ensure they had enough supply. Now that the supply chain issues for Best Vinyl seem to have settled, they will leverage Netstock to once again reduce the overall inventory value.

"With the Netstock dashboard, I can quickly see stockouts and potential stockouts, which allows me to have a focussed conversation with my sales team to determine what's coming up and what else I need to consider when placing orders."

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NETSTOCK