



# Manufacturing & Millwork

✓ It's included

## Simplicity. Accuracy. Accountability.

If you struggle to maintain consistent manufacturing practices and it's a chore to determine whether specific items being manufactured are helping or hurting your bottom line, take a look at SpruceWare.NET.

Whether you hang doors, mull windows, fabricate trusses, stairs or wall panels, or just assemble a few odds and ends, SpruceWare.NET's Manufacturing module has you covered. Use it to automate the process and to properly track costs so your shop isn't a constant excuse for adjusting entries and low margins.

**Manufacture items for stock**, driven from the Manufacturing & Millwork application. For example, use SpruceWare.NET Manufacturing to hang doors you'll stock, to assemble outdoor furniture, dog houses, wheelbarrows, grills—anything you will put on the floor and sell pre-assembled.

**Manufacture items to order** as driven from Point of Sale. If a customer orders an item you will assemble just for that order (not for stock), the process can be initiated from within the customer order.

**“Where's the Jones door job?”**

**Easily view the status** of open and completed work orders. Similarly, everyone can see the status of stocked items, whether they are raw materials for manufactured goods or items you manufacture for stock. Items are properly shown throughout the system as committed and on order; available

quantities take all manufacturing into account. **Include special orders** in goods that will be manufactured. If a customer wants you to hang a special order slab, the process is tightly integrated with purchasing, receiving, and accounts payable and it logically follows your real procedures.

**“Are we making money on this?”**

**Track profitability** by item or work order, taking all manufacturing costs into account.

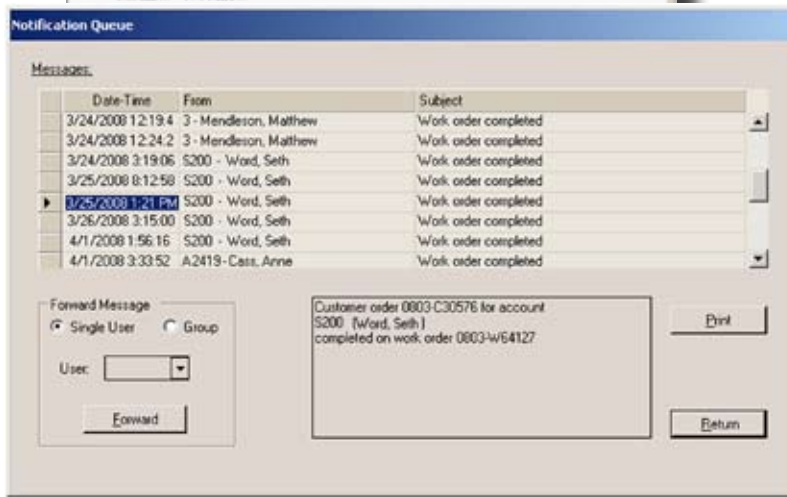
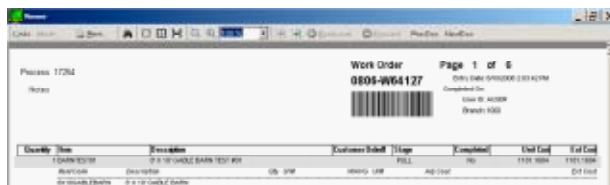
**Use Crystal Reports** to mine detailed data and learn more about what you're doing right and wrong in your shop.

**Include a defined manufacturing process.** This can include typical processing duration, any number of stages, labor, and other adders and adjustments, all of which can be overridden if necessary during the processing of an individual work order.

**Include default material lists with unlimited levels** and options for items, comments and prompts. The choices can be defaulted, optional or mandatory.

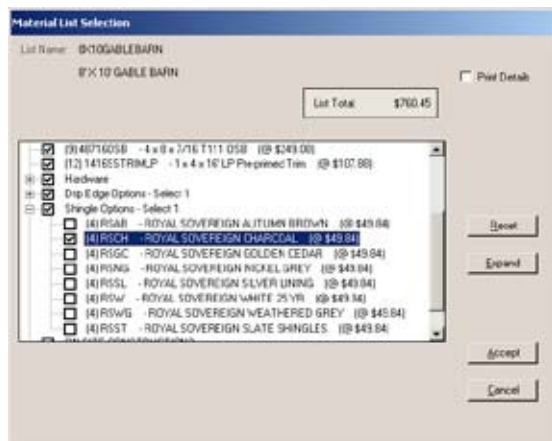
**Automatically notify** the appropriate people via email and system messaging when manufactured items are placed on customer orders and when work orders are completed.

Rest Easy. You've got SpruceWare.NET.



## How it works

For non-stocked manufactured items, a salesperson starts the ball rolling by bringing up a manufactured item. This could be a fairly specific item or a more generic item with options. If it is a more specific item, the SKU itself will be associated with the appropriate choices, and there won't be many selections for the salesperson to choose from. If it's a very generic item ("prehung door" or "truss"), it can be set up to walk the salesperson through the appropriate questions to ask, and those selections would be recorded on the fly for the shop people. Pricing can be defaulted based on the selections made, and the default price can be overridden as desired.



Alternatively, the item could be set up with no options; in this case the salesperson would simply type instructions into the unlimited description area.

Once a customer order is created with items for manufacture on it, the system will automatically notify the shop manager using system messaging. Unique SKUs for the items to be manufactured are automatically generated with a permanent "link back" so history can be tracked by the individual item or the original generic item. The shop then takes over by starting one or more work orders from the customer order. Shop personnel can associate each work order with a process, which generally brings in labor charges and any other associated expenses. The process can also bring in preset stages; if this option is used, the shop personnel will usually advance each stage as it is completed. An expected completion date is defaulted based on the process as well.

If there are changes to be made to the default labor or expenses, they can be made at any point during the process. If any inventory changes need to be made (due to unexpected waste or salesperson selection overrides), they are made at

a convenient time during the processing as well.

If there are special order items that need to be brought in to complete the manufacturing, they are ordered through the work order. When the items are received, the work order can be completed. Any involved ordering salespeople will be notified via system messaging, and the items can be invoiced from the customer order.

The process for manufacturing items for stock is similar except there are no customer orders involved. The work order is set up directly, with the shop personnel indicating the process and the items to be assembled. Raw materials inventory is committed to the process at this point, and the "on order" quantity of the finished goods inventory is increased as well. Stages can be advanced, labor and expenses can be entered or verified, or the process can simply be marked as complete when the work is done, at which point the raw material on-hand quantities are reduced and the on-hand quantities of the finished goods are increased; the costs associated with the process and materials are all captured as part of the process, so margins on the manufactured items will reflect actual costs.



Any completed batch results in a journal transaction to the general ledger. This journal will automatically adjust inventory values based on both changes in inventory groups and for any labor and other expenses applied to the finished goods.

Various work order formats can be printed at any stage in the process, and a detailed item view can be produced when desired that allows close analysis of the profitability of every item manufactured.