



## Customer Profile

# It was “Love at First Sight” when Auburn Vacuum Forming recognized Shop-Trak’s capabilities



“Shop-Trak is an excellent data collection and communications tool — providing employees with information needed to do their jobs effectively. Because it integrates well with SyteLine Enterprise Resource Planning, Shop-Trak provides greatly enhanced reports that are available immediately after data is posted. Shop-Trak has enabled us to keep accurate and up-to-date employee records for both direct and indirect labor reporting and attendance management purposes — saving considerable time in the process.”

– Rich Berlinski  
Auburn Vacuum Forming Co., Inc

## About the Company

Auburn Vacuum Forming Co., Inc. (AVF) in Auburn, NY — <http://www.avfco.com> — has been dedicated to the manufacturing of industrial vacuum- and pressure-formed plastic components since 1969. The veteran-owned company serves mid-size and larger companies in the industrial, medical and transportation markets.

## Manufacturer’s Challenge

Auburn Vacuum Forming Co., Inc. (AVF) was using the traditional punch time clock for attendance tracking and paper records for reporting time spent on specific jobs. All reports were based on hand calculations as well as creation and manipulation of numerous spreadsheets. The manual process was painfully slow and inaccurate... making it ineffective for decision making.

Shortly after purchasing SyteLine, members of AVF’s management team attended a conference in Las Vegas, where they observed a Shop-Trak demo and were quickly sold on its advantages.

## AVF’s Shop-Trak Solution

AVF tracks attendance, paid and unpaid absences, labor time and materials used on jobs supporting all customer orders... including identifying good and bad parts as well as scrap reason codes. AVF also records time spent in training classes to manage employee health and safety records.

Employees were onboard by the end of the first day. It’s simple to set up and manage data regarding breaks and lunches as well as pay scales — including different hourly rates for employees who may work at higher paid tasks in response to work requirements.

“The logistics of employee time management is a nightmare at best. Shop-Trak is an extremely well packaged product — easy to learn and simple to use. The technical support is professional and extremely helpful. Shop-Trak definitely delivers on its advertising promises.”

– Rich Berlinski  
Auburn Vacuum Forming Co., Inc

Here are some benefits that AVF has realized since implementing its Shop-Trak solution in May 2005:

**Experienced a 100% improvement** in accuracy, availability and clarity of data throughout its operation.

**Saved three employees two hours each per day** entering labor records — enabling them to more effectively participate in and manage shop activities.

**Provided immediate access to information** making it possible to see who's working on which activity at any given time.

**Eliminated tedious employee written records and labor recording** since Shop-Trak easily collects information about simultaneous work performed on multiple jobs in different work centers or operations.

**Made labor transactions and inventory audits 100% easier** to perform since records are completely traceable by job, date, employee and material identification number.

**Provided complete visibility** for users to check job routings, see products scheduled in each work center and display materials needed for each job at each operation.

## Become More Productive.

When you choose a Shop-Trak solution, you'll streamline operations and increase efficiency by reducing time-consuming manual tasks — and maximize your potential for growth and profitability. And it's so easy to train your employees to use Shop-Trak that you'll be able to quickly implement your enterprise solution and enjoy its many benefits.

## Transform Your Company's Future.

Having the ability to establish two-way communications between your shop floor and the rest of your organization is invaluable. You'll reduce labor costs, save time with touchscreen access, make better decisions and improve on-time delivery and customer service.

With Shop-Trak, you'll have the ability to achieve these competitive advantages:

- Improve labor productivity
- Streamline manufacturing operations
- Increase data accuracy
- Track jobs more effectively



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## About The Lake Companies, Inc.

The Lake Companies is a Midwest provider of enterprise resource planning (ERP) business software solutions providing solutions to discrete manufacturers in Wisconsin, Minnesota, and the Upper Peninsula of Michigan. In addition, we are the developer of and an Infor SyteLine Solution Provider for the Shop-Trak™ and Doc-Trak™ enhancement applications for Infor SyteLine ERP. These software products are used by manufacturers worldwide as they offer robust solutions making the SyteLine ERP platform even more powerful and efficient. To learn more about The Lake Companies, Inc., please visit [www.lakeco.com](http://www.lakeco.com).

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