

Horizon Wine & Spirits

Business Profile

Horizon Wine & Spirits is the largest distributor of beverage alcohol products in Tennessee. With locations in Nashville and Chattanooga and a catalog of 11,000 offerings, they are committed to ensuring the safe and responsible distribution of wine and spirits to licensed customers.

Key Outcomes

- Upgraded entire warehouse platform to automate manual processes and integrate key business systems.
- Supported move to state of the art facility to integrate with new conveyor and sorting equipment and automate all material handling.
- Provide a Customer Portal to their clients to manage complex performance contracts and forecasting.

Industry

Beverage distribution

TrueFit Solution

Designed, Developed and Implemented a Sales Portal that provides performance reporting by vendor, forecasting, advanced pricing and special promotions.

Integrated VISUAL WMS with new Conveyor system and sorter and new Logistics system.

Integrated VISUAL ERP with existing Order Management System

Extended VISUAL Financials to support complex tax laws by state and landed cost reporting.

Horizon Wine & Spirits started in 1947 with a single brand and warehouse. Through acquisitions and expansions they have a history of steady growth. They are now the largest distributor of beverage alcohol products in the state of Tennessee.

Business Situation

In 2004 Horizon Wine and Spirits saw an opportunity to become the largest distributor of beverage alcohol in the state of Tennessee. They also recognized that they had significant operational problems that would block this growth.

- They had a paper based warehouse management system
- They were experiencing significant issues with inventory accuracy
- They were doing single threaded picking and loading and needed to improve throughput
- They needed to automate their proprietary performance management system with their customers and vendors

They made a decision to purchase the Infor VISUAL ERP, Financials and WMS systems to address these problems. They recognized however that the out of the box features were not going to go far enough and they needed a development partner to build out their total solution.

Solution

The final solution was a two phased approach. In Phase 1 Horizon and TrueFit focused on deploying the new VISUAL products with the needed extensions to automate their core operational processes. Phase 2 focused on throughput optimization in conjunction with the construction of their new 144,000 state of the art distribution center.

Phase 1

In this phase TrueFit supported the full deployment of the VISUAL products with several extensions and integrations.

The extensions included:

- A liquor tax module to handle the multitude of taxes in all 50 states
- A Sales Portal to enable reporting of performance by vendor per customer
 - Includes sophisticated calculations to support their proprietary performance measures
 - Includes electronic distribution of data to customer and vendor systems
 - Forecasting
 - Advanced Pricing including support for a variety of special promotions



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The integrations included:

- Integration of VISUAL ERP with their Order Management System
- Integration with the RoadNet Logistics system they had purchased to optimize the routing of their fleet of trucks

Phase 2

This phase was coordinated around the construction and equipping of their new state of the art distribution center. This included the deployment of a new conveyor and sorting system.

TrueFit built out the VISUAL WMS system to support advanced waving and sorting. This included multi-thread picking and loading while preserving reverse stop sequencing. TrueFit then integrated the entire system with the new conveyor and sorter system enabling complete automation of all warehouse processes.



Benefits

Eliminated paper based system, Improved inventory accuracy and has enabled Horizon to achieve their objective of being the largest distributor of beverage alcohol products in Tennessee. Their website touts how their recently developed software system has positioned them to “Maximize its growth potential for the coming years”.

“The team at TrueFit has been instrumental in our sales & operational success. We operate in a very complex and regulated industry. In 2004, we made the decision to implement a complete ERP system to replace our homegrown AS/400 software. We had some vendors refuse to bid on our System RFP due to the complexity. TrueFit approached the project with a very open mind and the result has been a tremendous return on investment. Our productivity and efficiency has grown past what we targeted when we began the project. ... What has surprised me the most are the programmers and their desire to learn our business and provide solutions to problems from the inside out. They never tried to force our business into the software, but adapted the software to our business. I would recommend TrueFit to any business that needs to move forward with their technology or just wants a fresh perspective on what they are using.”

~Greg Clarke, VP Operations & COO

About TrueFit

TrueFit combines inspiration and collaboration to create technology solutions that truly fit a company’s needs and enable that organization to work better, faster and smarter. Our technology solutions are business solutions that empower individuals and organizations to be more flexible, agile and responsive. TrueFit partners with companies and organizations in manufacturing, distribution, health care, financial services, professional services, and a host of other industries and professions. Founded in 1997, TrueFit is headquartered in Pittsburgh, PA. For more information, visit www.truefitsolutions.com.