

Panatrack Helps Revitalize America's Treasured Faribault Woolen Mill Co. with Automated Inventory Tracking, Accurate Order Fulfillment and Efficient Shipping



Few companies today can match the rich history and longstanding tradition of Faribault Woolen Mill Co. Established in 1865, this family-owned business is the oldest manufacturing

entity in the state of Minnesota. Their exceptional woolen products have been woven into the fabric of American History, embracing people for nearly 150 years.

For 144 years, Faribault endured and stood strong sustaining the highest standards of quality, value and service. However, in 2009, the economic downturn proved to be an insurmountable challenge. Faribault was forced to close its doors, devastating their employees, their community and their loyal customers.

Revitalizing American Excellence

In 2011, a new generation of family owners was inspired to acquire Faribault with a vision to reestablish a proud heritage, revive American excellence and revitalize a Minnesota community. Their re-opening gained national attention and many employees were welcomed back to the jobs they loved. Faribault's craftspeople are again weaving their artistry into the wool blankets, throws, scarves and accessories destined to become family heirlooms for generations to come.

Faribault's new owners wanted to stay true to their heritage and sustain their brand's time-honored reputation. They preserved the special techniques and machinery used by their artisans but, with an onsite retail store and online e-commerce store to manage, knew they would require a more modern technology infrastructure to streamline operations. Keeping costs competitive with overseas manufacturers meant choosing integrated technology that was powerful and scalable, yet cost-effective.

Cloud-based Microsoft Dynamics GP: Building an Efficient Foundation

With a fully outsourced IT model, Faribault chose to upgrade their infrastructure in manageable phases.

First, they worked with their Microsoft partner, OTT, Inc., and chose a cloud-based Microsoft Dynamics GP system which has given the company expanded insight and enhanced capabilities for inventory management, order processing, financial management and reporting. Even with these new



Faribault Woolen Mill Co.

Industry: Manufacturing

Location: Faribault, Minnesota

Employees: ~50

Panatrack Solutions:

- PanatrackerGP
- Motorola Handheld Devices
- StarShip Integrated Shipping

Benefits Gained:

- Accurate Inventory Counts
- Efficient Order Fulfillment
- Real-time Integration with Microsoft Dynamics GP
- Automated Order Picking, Packing and Shipping



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efficiencies, Faribault was still struggling with manual, paper-based processes for inventory tracking and order fulfillment. If orders weren't written down or entered into GP accurately, errors resulted in incorrect orders and discrepancies in inventory quantities. Faribault's Controller, Carmen Dorr, looked for a better solution.

PanatrackerGP: Accurate Inventory Tracking and Order Fulfillment

"When exploring options to automate our inventory tracking, I kept coming back to Panatracker. I knew of their proven track record in the industry and the integrity of their leadership. After seeing other options, I knew PanatrackerGP was the right system for us," says Dorr. "Not only did it interface with GP, it came nearly ready to go out of the box, was cost-effective and easy to use. We knew it would help us become more efficient, accurate and as paperless as possible."

"Panatracker has a unique understanding of the business side of things as well as IT so they have helped us transition our culture and run a more efficient and accurate manufacturing business. We trust them immensely."

Carmen Dorr, Controller, Faribault Woolen Mill Co.

Panatracker helped Faribault evaluate the modules and handheld devices that would best fit their growing manufacturing business. In a short time, PanatrackerGP was setup on their server and ready to use. Employees use their handheld devices to track inventory throughout the product life cycle from receiving raw materials, through each production phase and to the finished good. Data is captured and transferred real-time into GP, eliminating redundant and manual entry and reducing any risk of error.

StarShip: Accelerated Picking, Packing and Shipping

The next phase of improvements for Faribault was to accelerate their order picking, packing and shipping processes. Having to manually enter their shipping information with individual providers to arrange pickup was time-consuming. Thrilled with how PanatrackerGP had improved performance, the company chose to implement StarShip, an automated shipping solution designed to integrate with the manufacturing modules of PanatrackerGP and Dynamics GP. Now, Faribault simply scans their items for order and StarShip automatically creates their shipping label, submits the information to their selected shipping service for pickup and emails their customer.

About Faribault Woolen Mill Co.

Established in 1865, Faribault Woolen Mill Co. is the oldest manufacturing in Minnesota celebrated for their exceptional quality, durability and value. Artisans transform raw materials into fine American-made woolen blankets, throws, scarves and accessories that have embraced pioneers, troops and people around the world for generations. To learn more about Faribault and their line special products, visit www.faribaultmill.com.

About Panatracker

Panatracker is a specialized software development firm focused on creating innovative and intuitive warehouse management solutions for tracking of inventory, assets and activities. Using data-capture technologies such as barcode, RFID and mobile handheld computers, Panatracker's suite of inventory and shipping solutions are designed to integrate seamlessly with Microsoft Dynamics GP, improve speed and accuracy and deliver a fast return on investment.

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