

Why United Furniture Industries Selected Frontier Software

Enterprise Software For Furniture Manufacturers



Tupelo, Mississippi-based United Furniture Industries manufactures upholstered home furnishings such as sofas and chairs and case goods like bedroom sets from their 19 manufacturing locations in the U.S. The company's largest customers include high-volume furniture chains located around the country. Each day, dozens of trucks come and go, filled to capacity with UFI furniture for delivery to chain and specialty stores under brand names Simmons, Lane and more.

Order & Inventory Issues

Filling customer orders used to pose two challenges at United Furniture Industries. First, it required accurately picking products from stock by matching the style, color and finish to the order's specifications. Second, it meant properly planning, loading, and verifying the furniture on the trucks. These challenges were exacerbated by a sub-standard inventory system that was part of a non-integrated, PC-network-based system.

United Furniture Industries had trouble accounting for pieces that were reportedly built but not found in inventory. They would anticipate a certain quantity to be in stock, then when they went to pick the order the pieces weren't always there. Not only was United Furniture Industries not able to fill orders, but their inventory was improperly valued.

One item, many, many options

A typical upholstered sofa from United Furniture Industries is available to order in different colorways, materials, lengths, and with different coordinating throw pillow fabrics.



The Wish List, Delivered

United Furniture Industries wanted a better inventory system with pick lists and barcoding capabilities. Ideally, the inventory system would be part of an integrated enterprise solution that satisfied myriad company requirements, including:

- Manufacturing software for product configuration and production planning,
- Financial software for consolidating finance and administration among plants, and
- Distribution software to provide truck scheduling, loading, and verification.

All these requirements and more were found in the Frontier enterprise system from Friedman Corporation.

Frontier combines inventory and barcoding with truck loading so as soon as a piece comes off the production line workers can verify the style, color, and finish.

When Frontier creates a pick list for a truck, UFI employees know by scanning the barcodes what items will go on the truck, and how to load and stack it to make the most efficient deliveries. With barcode scanners at the loading dock, workers can verify items as they roll onto the truck.

By gaining control over inventory challenges and reducing administrative overhead, United Furniture Industries has been able to grow and expand. Today, they are manufacturing powerhouses thanks in part to Frontier software. To ensure continued success, UFI is currently upgrading to the latest version of Frontier, adding business intelligence tools, and strengthening its online ordering capabilities.



For more information or to arrange a demo:

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