

Sage Inventory Advisor

Customer Success



Sage Inventory Advisor Fuels Purchasing Process for Hubert Glass Oil

Hubert Glass Oil Company is a busy fuel and oil distributor serving dealerships, retail stores, and repair facilities throughout eastern Texas. Like all distributors, Hubert Glass Oil strives to ensure it carries the right mix of products in the right quantities to satisfy customers' demands without overstocking. Sage Inventory Advisor, running in conjunction with Sage 100 ERP,* has transformed the company's purchasing process and has already saved the company more than \$300,000.

Accurate Usage Data and Improved Forecasting

"We buy many products in bulk and repackage those products for retail sale. The same component item might be used in multiple products. This tremendously complicated our ability to track inventory usage and forecast sales," explains Les Johnson, controller for Hubert Glass Oil. "I saw Sage Inventory Advisor in action at Sage Summit and immediately recognized the value for our organization."

Sage Inventory Advisor is a cloud-based solution that is designed to specifically address many of the challenges faced by distributors like Hubert Glass Oil. "It allows us to analyze usage at a raw component level as well as a finished product level," Johnson says. "As a result, we have more accurate usage figures and better forecasting ability."

The ability to accurately forecast sales has proven valuable for Hubert Glass Oil. Sage Inventory Advisor calculates the expected revenue associated with top-selling items and the revenue losses associated with stock outages of those items. "Having this information so easily and clearly available means we're able to take action sooner, avoiding those stock outages and ensuring we can fulfill on our customers' orders," notes Johnson.

Inventory Reductions Save \$300,000

Johnson says that Sage Inventory Advisor has replaced the various tools and reports he used to rely on when making purchasing decisions. "The dashboard provides a quick, concise look at my inventory status," he explains. "I can quickly see what products we are running low on, and the suggested timing and quantity of our next order. There is even the option to export the recommended order quantities to Sage 100 ERP and automatically create the purchase orders."

"In just five months, Sage Inventory Advisor has saved Hubert Glass Oil in excess of \$300,000," concludes Johnson. "The savings comes from an overall reduction in inventory thanks to our ability to order just what we need, just in time. We've weeded out slow-selling items and are focusing on the high volume, high-profit items."



Customer

Hubert Glass Oil Company

Industry

Fuel/Oil Distributor

Location

Jacksonville, Texas

Number of Locations

Three

System

Sage Inventory Advisor

Sage 100 ERP

*Sage 100 ERP was named Sage MAS 90 ERP when Hubert Glass Oil initially implemented this solution. The product names have been updated in this case study to reflect current naming.