Kennedy Electrical Has All The Bases Covered With Array

David Weinstein, Vice President of Operations Kennedy Electrical Supply Corp.

As Vice President of Operations at Kennedy Electrical Supply Corp., David Weinstein relies on Array management information software to keep Kennedy's four branches operating smoothly. Kennedy Electrical is headquartered in Jamaica, New York, in the Borough of Queens, not far from JFK International Airport and Shea Stadium. The New York metropolitan marketplace is a tough league. Weinstein stays in the game by scouting best practices, studying the competition, and utilizing cutting-edge information technology.

A Team Effort

When purchasing a new computer system, reliable technical support is an essential consideration. For Weinstein, participating in Trade Service Systems' users group, through a daily Listserv, is invaluable. Listserv (List Server) is software that allows participants from all over the country to communicate with each other through the automatic routing of informational email messages to all program subscribers.

"I would not underestimate the importance of the Array users group," says Weinstein. "You can join different email groups and really learn in the process."

The Trade Service web site is another important training tool. "The Array system is a very stable and feature-rich product," notes Weinstein. "It can accomplish almost anything. But you won't know how to use every feature in the beginning, so searching the company's web site is a big aid in learning. Between Trade Service's support team and their very active, very dynamic users group, there's nothing you can't do!"

Quality tracking is one of Weinstein's favorite system features. "We use Array's quality system all the time," he says. "It lets you track every event that happens in the processing of an order. And it's essential in figuring out what went wrong if there's a problem. With Array, there's an audit trail for everything. You can go in and find out not only what happened, but who did it, when, on what terminal, and what to do about it."

Scoring Big Points

Since becoming an Array customer in 1991, Kennedy Electrical has kept up with all of the system upgrades. Weinstein is particularly impressed by Array's open architecture because it provides the flexibility to access the sophisticated database through products like Microsoft Excel or the UPS shipping system.

"We use all of the modules and we use them extensively," says Weinstein. "Also, because the Array system is so open, we're able to use its programs and our in-house programs, to create a system that best suits us."

The end result is a productivity powerhouse. According to Weinstein, "The Array system has made us more productive. Making us more productive and reducing redundant manual work lets us be more error-free. It enables our employees to focus and concentrate on things that produce more value. And through that process, they have a significant impact on the bottom line."

Array is a total information technology solution for the wholesale distribution industry from Trade Service Systems. With over 30 years of distribution and IT experience, Trade Service Systems helps you take your business from the Warehouse to the Web. Trade Service Systems' solutions allow you to professionally manage every aspect of your business by tracking and managing costs, putting in place a strategic pricing plan, taking control of your inventory and calculating the value of your customers. Turn your business data into valuable information and make informed, strategic management decisions that resulting in a better bottom line. In addition to the best software solution for distributors, TSS offers an ongoing partnership to help distributors grow, compete and succeed. Contact TSS to discuss a solution that's right for your business.

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