Trex

Trex Company, Inc.
Winchester, VA
www.trex.com

Industry:
Industrial Manufacturing

Annual Revenue:
US$329 million

Employees:
650

Oracle Products & Services:

JD Edwards EnterpriseOne
    Accounts Payable
    Accounts Receivable
    General Ledger
    Fixed Assets
    Procurement and
      Subcontractor Management
    Sales Order Entry
    Supply Chain Business
      Modeler

Oracle Partner:
CSS International, Inc.
www.cssus.com

"We were green before green was cool, and we grew quickly, but that meant we didn't take the time to put scalable systems in place. By upgrading to Oracle's JD Edwards EnterpriseOne, we have established a reliable platform to grow our business."
– Kirby Miner, Chief Information Officer, Trex Company, Inc.

Trex Company, Inc. Updates Systems to Support Growth and Increase Market Share

Trex Company, Inc. is the leading manufacturer of high performance wood-alternative decking, railing, fencing and trim products. Trex's products are made from 98% recyclable materials. Each year, the company uses approximately 1.5 billion recycled grocery bags to make its products.

Challenges

- Update aging technology and streamline manual processes to support the company's growth and increase market share
- Ensure the company can quickly and reliably deliver outdoor-living products to wholesale distributors and retail centers
- Improve the company's sales and profitability, in turn helping it to produce more products, which takes more plastic bags and other waste materials out of landfills

Solution

- Upgraded Trex's Oracle JD Edwards EnterpriseOne applications for financial and supply chain management and used out-of-the-box features to reduce customizations
- Worked with Oracle Partner CSS International, Inc. to complete the upgrade in just seven months and under budget
- Redesigned the company's chart of accounts, which helped accelerate the monthly close, while also providing more detailed drill-down information for financial reports, making compliance reporting and management reporting easier
- Integrated JD Edwards EnterpriseOne with Trex's purchase card (P-card) system, eliminating the rekeying previously required and cutting the process time for importing purchase information from up to a full day to just minutes
- Moved to paperless purchase orders for those still required
- Eliminated the need to touch electronic data interchange orders, which make up 60% of the company's orders, and accelerated the order fulfillment process
- Simplified the pricing process, enabling users to assign pricing—including advanced pricing for special promotions—when orders come in instead of manually, once they are entered
- Streamlined production reporting and simplified manufacturing planning process with lean-manufacturing features in JD Edwards EnterpriseOne supply chain management applications
- Saved approximately US$500,000 annually by bringing the previously hosted system back in-house

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