



## CUSTOMER SUCCESS STORY

**CUSTOMER**

Veteran Leather  
Company, Inc.

**INDUSTRY**

Leather trim manufacturer

**LOCATION**

Long Island City, New York

**Number of Locations**

One

**Number of Employees**

100+

**SYSTEM**

Sage MAS 90

**Modules in Operation**

- General Ledger
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Crystal Reports
- FAS Asset Accounting
- FRx Desktop
- Custom Office
- Purchase Order
- Sales Order
- Inventory Management
- StarShip

## Veteran Leather Outguns Competition

It's hard to imagine a pair of designer jeans without a distinctive leather label on the back. If the jeans are Polo or Tommy Hilfiger, the labels come from Veteran Leather Company in Long Island City, New York. From leather trims for apparel to fringes on shoes and handbags, leather accents made by Veteran Leather add a classy touch.

Established in 1946 when Salvatore Sapienza returned from WWII, Veteran Leather has quietly grown to be one of the largest leather trim manufacturers in North America. The company is now run by his son, who oversees a huge inventory of all types of leather used to manufacture leather and synthetic leather trimmings—which are shipped to customers around the world. With both state-of-the-art machinery and an experienced leather-cutting staff, Veteran Leather is an important member of the fashion industry, in part because of its proximity (and hence speedy delivery) to New York designers.

**Time to Buck the Old System**

Much to its dismay, Veteran Leather found itself saddled with an expensive and



cumbersome accounting software package. The behemoth application was slow, poorly integrated, and made reporting a nightmare. Andrew Sapienza, president, made a tough decision—to scrap the package, although he'd had it only a year and a half. Instead, he searched for a business solution that could track open orders and provide real-time information to customer service representatives. He found what he wanted in Sage MAS 90 ERP.

**Saddling Up With a Winner**

"Changing our accounting software application to Sage MAS 90 was a significant transition for us, but definitely worth the effort," say Sapienza. "The new system

**CHALLENGE**

Obtain a user-friendly, automated business solution that can streamline operations, track open orders, and provide real-time data/account access.

**SOLUTION**

Sage MAS 90 financial, distribution, and StarShip modules.

**RESULTS**

Streamlined automation from order entry through shipping; reduced data entry errors; precise open order tracking; easily customized reports; instant, real-time data/account access; enhanced customer service.

