

CUSTOMER SUCCESS



## Sage MAS 90 is road to success for J & S Contractors Supply

For nearly 50 years, J & S Contractors Supply has manufactured street and highway signs for municipalities, the Colorado Department of Transportation, and general contractors across the state of Colorado. The company also distributes bulldozer blades, sign posts, and other road construction supplies. By specializing in this niche market, J & S Contractors Supply has helped ensure its continued success. And, for as long as it has had computerized accounting, J & S Contractors Supply has relied on Sage MAS 90 ERP.

“We purchased Sage MAS 90 back in 1991,” recalls Diane Granieri, accounting manager at J & S Contractors Supply. “Our paper system was getting unmanageable. We knew we needed to automate our accounting and finance functions, and when our local Sage Software Business Partner showed us Sage MAS 90, we knew it would work for us.”

### Works the Way We Work

Too often, Granieri says, companies have to change the way they do business to match the software they buy. With its Sage MAS 90 solution, however, J & S Contractors Supply is able to do business its way, knowing the software has the flexibility to adapt. “It’s very easy and intuitive to use,” says Granieri, “and allows us to work the way we need to work. I love the context-sensitive help functions—if I’ve forgotten how something works, I can always click on the help button and get answers.”

J & S Contractors Supply makes extensive use of the Memo feature found throughout the Sage MAS 90 modules, recording pricing notes, collection history, and project history for example. “We can choose which memos we want to pop up during Sales Order Entry,” explains Granieri, “That way we’re sure our staff has access to important information about the customer and a particular project.”

### Professional Customer Service

J & S Contractors Supply is known for providing superior customer service through a knowledgeable and experienced staff. The company’s software helps it maintain that high level of service. “We’re able to quickly check stock, customer pricing, and details of previous purchases” says Granieri. “It makes for good service.”

**Customer:**

**J & S Contractors Supply**

**Industry:**

Industrial Supply

**Location:**

Denver, Colorado

**Number of Locations:** 1

**Number of Employees:** 23

**System:**

**Sage MAS 90**

- General Ledger
- Bank Reconciliation
- Accounts Payable
- Accounts Receivable
- Inventory Management
- Sales Order
- Purchase Order

**CHALLENGE**

To remain competitive in a crowded marketplace, J & S Contractors Supply requires software that facilitates a lean and efficient operation.

**SOLUTION**

For more than 15 years, Sage MAS 90 has scaled to meet the requirements of J & S Contractors Supply.

**RESULTS**

Quick access to pricing and product availability promotes excellent customer service. Up-to-date inventory data leads to better purchasing decisions. Scalability in the Sage MAS 90 solution has eliminated the need to make a costly switch to another solution.

The customer purchase history is a favorite among J & S Contractors Supply's staff. Recalling a detailed history of the items a customer has purchased—including quantities, date, the price paid—make answering routine customer questions easier. The history can be accessed directly from Sales Order Entry, so when a customer asks for an additional quantity of an item they ordered previously, staff can add that item to the current order with a couple clicks of the mouse.

### Streamlined Purchasing

Maintaining the right mix of items in stock and ready for shipment is a primary concern of all distributors. The purchasing manager at J & S Contractors Supply uses the Sage MAS 90 Stock Status report as a tool to do just that. The report shows items on hand, on sales order, on purchase order, and available quantities—and can be sorted by vendor to facilitate purchasing decisions.

"We stock both raw material and finished good items here," says Granieri, "overstocking is expensive, yet we need to be certain we have sufficient quantities to fill our customers' orders. The information we get from Sage MAS 90 helps us do that."

### Maintaining Healthy Cash Flow

Maintaining a steady cash flow is also vital for J & S Contractors Supply. Granieri regularly produces aging reports that provide details of accounts that are 30, 60, or 90 days past due. The reports include a customer contact name and phone number. Granieri uses the report as her call list to help bring past due accounts current.

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Managing the company's payables is a streamlined, effective process, says Granieri. The invoice payment selection process is flexible, allowing the company to select invoices by due date or vendor, or by the terms discount due date.

### Scalability Maximizes Investment

J & S Contractors Supply has been enjoying a tremendous return on its software investment. For more than 15 years, the Sage MAS 90 software's scalability has readily accommodated the company's growth—allowing it to stay with a proven product and maximize its investment.

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