



Business Computer Systems Solutions – Close Up

Delivering Success

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Close Up

Walton Distributing Corporation, Inc. is the southern Texas distributor of BG Products. Products include lubricants, specialty greases, performance chemicals and service equipment used by car dealers, garages, and fleet management companies. Walton’s sales force travels the territory in company vans, dispensing expert advice and distributing products. The high quality products they distribute and their expert and experienced professional sales team give Walton the competitive edge.

Time For A Change

Walton’s successful business model needed software capable of keeping pace. Over the years, it had become increasingly apparent that their existing accounting software was woefully inadequate. One year ago, as Walton Distributors hired a new controller, owners Ronnie and Tracy Hengst decided that it was time to seek an accounting software solution capable of doing business their way.

Their old software was complicated, confusing, and lacking in several key capabilities. One serious flaw with Walton’s old system was the loose control it kept of inventory quantities. Month-end processing often involved the time consuming and sometimes difficult task of tracking down the cause of negative quantities of inventory items. “The way we do business means you cannot sell something you do not have, but inevitably, a salesperson will report selling such an item,” explains Tracy Hengst.

When Walton sought software recommendations from associates and from their supplier, one name rose to the top: MAS 90 from Best Software. Walton contacted a highly regarded local reseller of Best Software products: Business Computer Systems (BCS). BCS provided a comprehensive demonstration of MAS 90, and showed Walton how the product could be configured to meet their needs. The contract was signed in mid February and Walton went live April 1. The conversion went “very smoothly” reports Hengst.

Tracking Inventory in Mobile Warehouses

Walton’s twelve salespeople load their vans with BG Products and visit their area accounts. This manner of doing business is quite different from the traditional distributor. There is no shipping, no telephone orders—the salesperson delivers the product on the spot, recording the products sold on a handwritten invoice left with the customer. A copy of the invoice is returned to the office, where a Sales Order Invoice is created in MAS 90, recording the products sold, relieving inventory, and creating an Accounts Receivable invoice.

It is imperative for Walton to be able to track the inventory each salesperson carries in their van. It is not enough to know how much of a given product the company has; they need to know precisely where it is. To provide better control, BCS conceived of the idea to treat each salesperson’s van as a physical warehouse. Items are issued from the company’s main warehouse to each salesperson as needed. “One of the features I find most valuable is the



MAS 90 allows Walton to control inventory in a creative way—by delivery truck

protection MAS 90 provides against driving the inventory quantities negative. I'm able to catch and correct errors without it affecting our inventory," explains Alina Snapp, Walton's controller.

Physical Inventory Reports can be run for each warehouse, as can a Stock Status Report, a Valuation Report, and Sales History Reports. MAS 90's ability to effectively manage the stock movement in each individual warehouse, while still delivering management staff a view of the company's total inventory has been invaluable.

Bill of Materials Sales Kits

Many of Walton's products are packaged together and sold as kits. The MAS 90 Bill of Materials module makes the assembly of such kits simple. "It takes me minutes to 'build' 300 kits," reports Snapp, "Without this capability, we would have to hire an additional person just to perform issues and receipts. This module paid for itself almost immediately."

Excellence in Core Accounting

Walton has a combination of both Balance Forward and Open Item customers, and appreciates that MAS 90 supports both types of accounts with ease. Individual invoices are not sent to customers; rather a monthly statement is produced. "The process goes very quickly," says Hengst, "We can include the invoice number, amount due, any payments, and the invoice balance. We get fewer questions from customers by including this level of detail."

The tight integration between Purchase Order and Accounts Payable saves the tedious task of entering separate receipts and payables transactions. An Accounts Payable invoice is created automatically during the update of the Receipt of Goods process in Purchase Order.

The batch entry function in Accounts Payable means both Snapp and Hengst can work simultaneously, each updating their own batch of invoices independently.



MAS 90 helps Walton track sales and create price lists for hundreds of items

Insightful Reporting

"In general, our requirements of MAS 90 are standard, but we do have some quirks," relays Hengst, "and the software is flexible enough to allow us to address them." BCS consultants were able to create several custom reports to address to Walton's unique needs. For example; Walton has a unique and complex commission structure. Using Crystal Reports, BCS was able to create commission reports drawing data from the Inventory and Payroll modules.

And BCS has created a Crystal Report that analyzes the transactions in and out of each warehouse for a specific range of dates. This type of data is invaluable to the salespeople and management alike. BCS also constructed a custom price list report comparing the prices when an item is purchased by the case as opposed to the gallon. Snapp commends BCS for the products and service they provide, "BCS is polite, professional, and thoroughly competent."

Ronnie Hengst, Walton's President, relies on the Business Insights module to provide him with the graphic, concise, and consolidated information he uses to make day-to-day decisions. Business Insights presents both financial data and operational information in a web style interface, with easy to access links to more detailed information.

Time Is Money

Accounting responsibilities are split between Snapp and Hengst. Before MAS 90, each of them routinely worked 10 to 12 hour days to accomplish their tasks. Since MAS 90 was implemented, Hengst has been able to cut back to the half-time schedule she prefers. "MAS 90 is directly responsible for this time savings—and time is money!" says Snapp.

There is no denying the benefits of a professionally implemented, fully integrated, flexible, and easy to use solution, "I enjoy working with MAS 90," says Snapp, "I love my job!"

Walton Distributing, Business Computer Systems, and MAS 90—a *successful combination*.

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Headquartered in San Antonio, Texas, our firm has specialized in MAS 90 accounting software since 1986.

Since our firm supports over 750 companies like yours, you can be assured of our experience and expertise in solving your business problems.

If you need take control of your business, we would like to talk with you to see if MAS 90 or MAS 200 is the right solution for you.

