

MAS 90

CUSTOMER

Pro-Pac, Inc.

www.pro-pacinc.com

CORPORATE PROFILE

Headquarters

Elkhorn, Wisconsin

Type of Business

Wholesale packaging, procurement and distribution

Number of Locations

One

Number of Employees

20

Annual Revenue

\$4+ million

SYSTEM PROFILE

Computer System

Microsoft Windows

Users on System: 12

MAS 90 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- General Ledger
- Inventory Management
- Payroll
- Purchase Order
- Return Merchandise Authorization
- Sales Order
- Work Order

Harley-Davidson Supplier Revs Up Revenues with MAS 90

Being a Tier-One supplier for Harley-Davidson means continually meeting stringent performance standards for quality and on-time delivery.

Pro-Pac Inc., a woman-owned business based in Elkhorn, Wisconsin, has met these standards every year since it started in 1997. Pro-Pac sources, procures and packages custom components and accessories for Harley-Davidson and Buell, including sissy bars, high-performance brake lines and front-end bike kits.

Products are distributed through a vendor-direct program or to customers' distribution centers.

Pro-Pac's commitment to excellence has fueled phenomenal growth. Its sales have almost tripled in the last three years and the company expects to grow even more as it expands to serve other areas of the automotive industry.

A basic bookkeeping package quickly became inadequate. On the advice of her accountant, Pro-Pac's president, Linda Sarna, implemented MAS 90 and its wholesale distribution solution in the winter of 2000.



"The transformation with MAS 90 was awesome," says Sarna. "We automated everything, including our inventory and administration processes. As a result, we now need less time and fewer bodies to perform everyday procedures. MAS 90 easily saved us \$40,000 in salaries during the first year alone."

Inventory Management Becomes an Easy Ride

Pro-Pac maintains more than \$500,000 worth of components in its warehouse. So one of the first MAS 90 modules it implemented was inventory management.

CHALLENGE

Automate inventory management to increase accuracy, improve turn rate, and provide stressed administrative group with robust, full-featured business system.

SOLUTION

MAS 90 with full complement of accounting and distribution modules.

RESULTS

Annual savings of \$40,000 per year in salaries; Streamlined return process; Better accountability through masterfile audits and reduction of paperwork for system-wide efficiencies and greater productivity.

“MAS 90 has provided the engine for Pro-Pac’s quick success. Since installing MAS 90 we have doubled our sales each of the past three years while decreasing our percentages of operating expenses each year. What better financial rewards can we ask for?”

Linda Sarna
President
Pro-Pac, Inc.

This gave Pro-Pac real-time inventory capabilities and also accurate and timely history on each inventory item.

“Our inventory is our life, and our records must be accurate and up-to-date,” Sarna says. “MAS 90 lets us track our inventory properly, which is important because we don’t want to sit on items any longer than we must. The system helps our purchasing department be more proactive by alerting us to re-order points. This allows us to implement Just-in-Time practices to turn our inventory faster and improve profits.”

Pro-Pac uses MAS 90’s Bill of Materials module to ensure that all kit components and miscellaneous charges are assigned to each finished item. As an assembly is completed, the finished product is recorded. Component items are automatically relieved from inventory, and finished goods are received into inventory.

MAS 90’s Return Merchandise Authorization (RMA) module has streamlined Pro-Pac’s merchandise return process. If a customer calls requesting a return, the modules assign an RMA number for tracking merchandise once it is received at the warehouse. “Previously our tracking was done in a hand-written ledger, which was very time consuming,” says Sarna. “It could take two to three months to get back to a customer. Now we track all returns on a

timely basis, resulting in great customer satisfaction.”

Leaving Inefficiencies in the Dust

The system also enhances individual productivity, since each employee’s actions are monitored through a user code. “MAS 90 ensures that people are doing what they’re supposed to by tracking activities through module masterfile audit reports, improving responsibility,” Sarna comments.

All financial reports are now produced using MAS 90. “Statements can be run on a daily basis giving us the data needed to make timely decisions,” says Sarna. “Inventory stock status reports show quantities available for production and sales. Accounts receivable reports have helped us with collections. And accounts payable and bank reconciliation reports have greatly improved our cash flow projections.”

Sarna credits the new system with keeping Pro-Pac at the forefront of its industry. “MAS 90 has provided the engine for Pro-Pac’s quick success,” she says. “Since installing MAS 90 we have doubled our sales each of the past three years while decreasing our percentages of operating expenses each year. What better financial rewards can we ask for?”



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