



**PARKINSON**  
ACCOUNTING SYSTEMS

## MAS 90

### Customer Profile

Pacific Coast Door and Millwork, LLC

### Authorized Reseller

Parkinson Accounting Systems  
24 Professional Center Pkwy #120  
San Rafael, Ca 94903  
(415) 499-9959  
www.pas90.com

### Corporate Profile

#### Headquarters

Stockton, California

#### Type of Business

Door and Millwork Manufacturer

#### Number of Locations

One

#### Number of employees

24

#### Size

\$2+ Million

### System Profile

#### Computer System

- Microsoft Windows
- Users on system: 4

#### MAS 90 Modules in operation

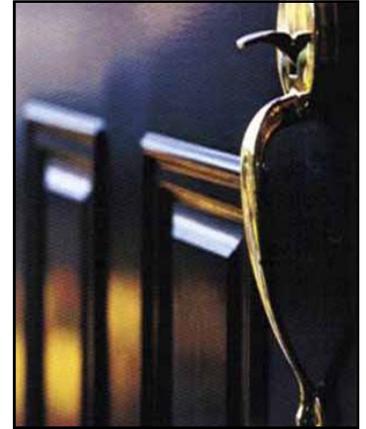
- Accounts Payable
- Accounts Receivable
- Bill of Materials
- General Ledger
- Inventory Management
- Payroll
- Purchase Order
- Sales Order

## Pacific Coast Opens Doors to Efficiency with MAS 90



Knock on the door of a new home in Mountain House, a new town near Tracy, California, and you'll probably be touching the craftsmanship of Pacific Coast Door and Millwork. The company manufactures indoor and outdoor doors, as well as window trim, sills, crown molding, closets and shelving.

During Pacific Coast's early years, it used QuickBooks as its bookkeeping package. The product proved inadequate, for the needs of a manufacturer. Purchasing, inventory and sales order management all had to be tracked manually. According to Judy Pollard, office manager, "The paperwork was horrendous."



#### A Match for Manufacturing

Pacific Coast searched the market for an accounting system with manufacturing capabilities. It selected MAS 90 for its end-to-end integration, and because the system was robust enough to handle the company's 40 percent annual growth. The benefits were immediate, especially in purchasing. "The Purchase Order module is the greatest thing I've ever seen," Pollard says. "It has automated everything for us."

MAS 90 tracks inventory in each of Pacific Coast's three warehouses, relieving items through the Sales Order module. The Bill of Materials module integrates with both the Inventory Management and Sales Order modules, allowing Pacific Coast to implement automatic reordering.

#### Accuracy in Accounts Payable

Further efficiencies have come from comparing purchase order prices against actual invoices, something that was not possible before implementing MAS 90. "We receive special volume pricing from many of our vendors," Pollard notes. "But often the price is not reflected correctly on the invoice when shipments arrive. After implementing MAS 90, I discovered discrepancies in about 10 percent of the bills we receive. Catching these has trimmed at least five percent off our total material costs.

Pacific Coast Door and Millwork's management team likes having business data at their fingertips. Aging reports in both receivables and payables have resulted in a smoother cash flow. Having real-time progress reports of the company's financial status allows them to run the company smarter. "I am a big fan of MAS 90," Pollard notes. "It is eliminating the paperwork tangles we used to have, and is positioning us for continued corporate growth."

#### CHALLENGE

A system to fit manufacturing.

#### SOLUTION

MAS 90 financial and manufacturing modules.

#### RESULTS

Time spent placing and researching orders expected to be cut in half; material costs trimmed by five percent.