



**PARKINSON**  
ACCOUNTING SYSTEMS

## MAS 90

### Customer Profile

Excel Distributing

### Authorized Reseller

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

### Corporate Profile

#### Headquarters

Petaluma, California

#### Type of Business

Appliance Sales and Distribution

#### Number of Locations

One

#### Number of employees

4

#### Size

\$3-5 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
- Purchase Order
- Sales Order

## Excel Distributing Opens a Range of Possibilities with MAS 90



Excel Distributing is a wholesale distributor providing luxury major appliances. Founded in 1983, Excel currently handles the marketing sales and distribution efforts throughout California and Nevada for brands like Ariston, Kuppersbusch, Windcrest, Coldtech, and Kobe.



Excel's success is based on professional and ethical business practices. Excel provides appliance dealers and kitchen and bath showrooms with a quality experience when purchasing high-end appliances.

Part of providing great customer service, is having sales information available in a timely manner. MAS 90 and Parkinson Accounting Systems have assisted Excel in being able to provide this. Tami Roberts was with Excel from its early days. "Prior to implementing MAS 90, Excel Distributing relied on paper files and manual systems", Tami explained. "The most important benefits of MAS 90", says Tami, "are easy accessibility and being able to provide very fast customer service."

Tami also appreciates the quarterly client seminars provided by Parkinson Accounting Systems. "Learning about MAS 90 helps Excel become even more efficient. Having access to knowledgeable people helps us use the system to its full potential".

Jim Fox, C.F.O. of Excel Distributing, says MAS 90 is "the perfect system for us."

#### CHALLENGE

Manual Systems, retrieving information was difficult to access without a computerized system

#### SOLUTION

Parkinson Accounting Systems & MAS 90

#### RESULTS

Improved customer service and a more efficient business process.