

The **PASSAGE**

A Newsletter for Clients of Parkinson Accounting Systems

Winter 2009

Volume II, Issue I

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welcome
New Clients!

Safe-Bidco, Santa Rosa

With over 25 years of lending experience, Safe-Bidco offers a variety of solutions to meet the financial needs of small businesses.

Point Reyes Cheese Company, Point Reyes Station

Bringing an all-natural farmstead product directly from the ranch to the consumer's table since August, 2000.

Kanduz, Inc, San Francisco

A new company selling furniture from around the world in California and Mississippi.

PAS NEWS

Parkinson Accounting Systems welcomes Josh Hoobler



We're happy to welcome Josh Hoobler to the PAS team. Josh has an extensive background in office administration and customer service in both the public and private sectors. He earned his Bachelor's Degree in Literature from the University of California, Santa Cruz and his Master's of Arts in English from San Francisco State University. Josh will be replacing Theresa Bavero who has decided to return to New York at the end of 2008. We will miss Theresa, but are excited to bring Josh on board. He may be reached at extension 104.

Happy New Year from Parkinson Accounting Systems

The PAS team thanks you for making 2008 a great year and wishes all of you a prosperous and joyous 2009.

Employment Opportunities

Seeking Employment?

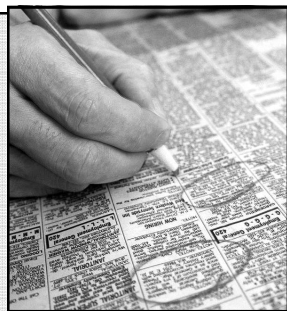
Do you have experience with Inventory Management, Credit Management, AR/AP, Collections, Warehouse Management, Billing, Purchasing, or Customer Care.

Are you seeking a position that would afford the opportunity to grow as a professional and offer ongoing challenges? If so contact us to be placed in future newsletters.

Looking to Hire?

Is your company looking to fill a position in the fields of Accounting, Tech-Support, Customer Care or Management? Let us know and we can place a posting in our next newsletter.

For more information on employment opportunities or to notify PAS of candidates seeking employment or available positions, please call (415) 499-9959 extension 104.



Winter 2009 PAS Client Conference

This conference will be a little different. PAS will present **two** topics with each taking 90 minutes.

First – **Distribution with MAS 90/200** 9:00 AM to 10:30 AM

This is a must see demonstration for our clients who maintain inventory. Sage has built a lot of functionality into the Inventory Management, Purchase Order, Sales Order, and RMA modules. These four modules form the core for managing distribution. Even long time users may not be aware of many time saving and useful features built in. Let us show you what the system is capable of. I'm sure you will learn something of value. We will also show some of the integrated enhancements that take the capabilities even further.

Second – **FRx Financial Reporting, an Introduction** 10:30 AM to 12:00 PM

If your company purchased MAS 90 or MAS 200 since November 2001, you received a copy of FRx Desktop for financial reporting with the general ledger. (For companies who purchased MAS before then, there is a one-time charge of \$1500 to purchase FRx.) This powerful custom financial reporting tool is often overlooked. We will create a simple financial report in the presentation with hands-on training. Then we'll demonstrate some of the more advanced features.

Learn how to prepare presentation quality financial statements easily. FRx can also be used to create consolidated statements from multiple companies, drill-down to transaction detail, and more.

When: February 20, 2009 9:00 AM—12:00 Noon

Where: Learn iT! Computer Training Center

33 New Montgomery St.
San Francisco, CA
www.learnit.com

Cost: You may choose to attend either one or both parts of the presentation. The seminar is, as always, virtually free. There is a \$100 fee that covers both parts. If paid by Feb 13th, you will receive a \$100 gift certificate upon attendance.

If you are interested in attending, please contact Josh Hoobler at (415) 499-9959 or register online at www.pas90.com/training.





The Apparel Source

The Apparel Source, a customer-oriented active-wear wholesale distributor, has been specializing in fast service, low prices, and high quality garments for over 40 years. To meet the needs of their customer base, the company has expanded its inventory from T-shirts, sweat shirts, and golf shirts to a broader range of garments including infant clothing, youthful women's styles, dress shirts, jackets, and much more.

Until the early 1990's, The Apparel Source utilized a computer system developed primarily for inventory management. The software however could not handle the other areas of accounting and business operations and the company quickly

outgrew the capabilities the system offered. Company president, Dave Feldhammer, began to research solutions that could meet the growing needs of The Apparel Source, ultimately deciding on MAS 90 due to its ease-of-use and cost-effective price.

The Apparel Source has been running smoothly for many years with their MAS 90 system. The company has stayed current on their software maintenance with Sage, and has benefitted from upgrades, and adding enhancements such as the Apparel Matrix Extended Solution for the Inventory Management module. The modules utilized, particularly Inventory Management and Purchase Order Processing, provide for a comprehensive system with many automated features making for better time management and less room for error. Feldhammer is particularly fond of the auto-generation feature of Purchase Order processing in which a Purchase Order is automatically created when a Sales Order is entered.

Since 2001, The Apparel Source has partnered with Parkinson Accounting

COMPANY PROFILE

Headquarters: Oakland, CA

Type of Business: Apparel Wholesale

Number of Locations: 1

Number of Employees: 6

SYSTEM PROFILE

MAS 90 Modules

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Business Objects Interface
- Crystal Reports
- General Ledger
- Inventory Management
- Payroll
- Purchase Order Processing
- Sales Order Processing
- Apparel Matrix Extended Solution

Systems for MAS 90 support. "I am very pleased with Parkinson Accounting Systems. They are quick to respond whenever a problem is encountered" says Feldhammer. "We are also receiving great benefit from PAS custom Crystal reports - especially the one that assists with our inventory re-ordering process. Jon and his team help us get the most out of our investment in MAS 90."



NEW PAS Custom Enhancement!

Rapid Invoice Entry



NEW MODULE – PAS RAPID INVOICE ENTRY for AP (RIE)

Originally designed for the grocery industry – the PAS Rapid Invoice Entry system allows users to quickly and accurately enter a large stack of invoices. The system utilizes the standard Accounts Payable Repetitive Invoice Entry files where users will pre-configure the vendor and one or more general ledger accounts numbers associated with each.

An invoice can be quickly entered by entering as little as three fields. The user enters the vendor number (or selects from a drop down list), the invoice number, and invoice amount. The invoice date defaults from the setup. If there is only one gl account associated, the full amount of the invoice is allocated to this account.

If there are multiple gl accounts, the user is prompted to enter the distribution for each one. In any event, it gives the user the flexibility to change gl account numbers when necessary.

The RIE also writes data directly back to the AP Invoice Data Entry files and takes the user through AP invoice posting process.

Continued on page 6

PAS Rapid Invoice Entry

File

Store: 001 - SF Geary
Date: 12/18/2008

Invoices

Vendor	Invoice No.	Invoice Date	Invoice Amt.	Comment
4 - HOUSE OF BAGELS	6545418916	12/18/2008	\$100.00	
367 - FINE LINE STRIPING, INC	987898798798798779	12/18/2008	\$150.00	
9 - PETALUMA POULTRY	1234	12/18/2008	\$151.00	
28 - ROCK ISLAND REFRIGERA...	9854564544	12/18/2008	\$203.00	
*				

TOTAL: \$604.00

Details for Invoice #9854564544

G/L Account	Distribution Amt.	Comment Text
7515-0001-001 SURCHARG...	\$48.00	
4310-0300-001 DAIRY / DEL...	\$0.00	
4310-0400-001 MEAT PURC...	\$0.00	
*		

OUTSTANDING: \$155.00 **TOTAL: \$48.00**

Save to MAS

Showing Invoices for SF Geary

Additional Features:

The system allows entry of invoice numbers longer than 10 characters. The full invoice number is kept in a user defined field and can be configured to print on the check stub. Only the last 9 characters of an invoice must be unique for each vendor.

There is a running batch total and all entered invoices are visible on the data entry screen. This allows rapid review and correction of entered invoices before posting.

If your organization would benefit from this enhancement, please contact Jon Parkinson for more information and pricing details.

PAS Crystal Reports Conference Review

By James Converse



Parkinson Accounting System's latest conference was recently held at the 'Learn It' Center in San Francisco. Attendees received a \$100 gift certificate for PAS services, as usual, making this event virtually free. All of the PAS consultants were in attendance (Jon Parkinson, Kurt Kunselman, Nancy Matranga, and yours truly, James Converse). By the time the conference started, there were only two seats left. Jon started the conference by explaining exactly what Crystal Reports is and how it works.

In case you missed it, here is a quick explanation: "Crystal Reports is designed to work with MAS 90 to help you analyze and interpret important information. "

After Jon taught the basics, he then started talking about more challenging concepts, such as formulas, grouping data, and how to filter data using the selection criteria. This is where Kurt, Nancy, and I really helped out. We all stepped up to help clients individually that were struggling with certain portions. Next, Jon talked about how to finish off the reports by formatting them. Formatting Crystal Reports is very similar to formatting a MS Word document or Excel spreadsheet, so most clients just breezed through this.

After Jon went over all of the difficult items, I had the opportunity to talk about how to add the finished Crystal Reports to the MAS90 menu. That way finalized reports can be used by everyone in the company. I also had the chance to talk about the different and very powerful exporting options of Crystal Reports, such as exporting reports into MS Excel, or sending them through your MS Outlook mailbox directly from Crystal Reports.

Finally, Kurt took the opportunity to talk about using the Crystal report building wizard. The report building wizard is a way to come up with reports that can show most of the same information as building them manually, but the wizard lets you do it in fewer clicks. It's great for quick and easy reports!

Based on our survey, clients that attended the conference were extremely pleased and enlightened. Personally, I just want to thank everyone who attended. I hope that the conference has at least sparked your interest and demonstrated what Crystal Reports can do for you.

MAS 90 - more than just Accounting Software

Tackling Distribution

with MAS 90/200

By Kurt Kunselman, MBA



More than 60,000 distributors utilize Sage Software solutions to get their products to market rapidly with Distribution Management Software. The Sage MAS90 and MAS200 distribution management software solution gives you the power to cut costs, build profits, and manage your inventory. With the business to business supply chain efficiency you gain, you can count on improving customer service, satisfaction and loyalty.

Sage MAS90 and MAS200 ERP (Enterprise Resource Planning) Software includes all of the applications that distributors need to automate their business.

Following is a listing of **Distribution functions** and the **Sage Software Products** for MAS90 and MAS200:

- Kitting and Assembly - Bill of Materials Module
- Min/Max & Safety Stock - Inventory Management Module
- Bar Coding - Inventory Management, Scanco Barcode Software
- Credit Card Processing – Credit Card Processing Module
- Project Management - Job Cost Module
- Quotations/Estimates – Sales Order Module
- Serial Tracking – Inventory Management Module
- Automated Purchasing – Purchase Order Module
- Lot Tracking – Inventory Management Module
- Multi-Facility – Inventory Management Module
- Landed Cost – Inventory Management Module and Purchase Order Module
- Economic Order Quantity (EOQ) – Inventory Management Module and Purchase Order Module
- Work Orders/Work Tickets – Work Order Module
- Work In Process (WIP) – Work Order Module and Inventory Management Module
- Integrated Ebusiness Storefront – Ebusiness Manager Module
- Standard, Average, Lot, FIFO & LIFO costing – Inventory Management Module
- Fixed Asset Management – Fixed Asset Module
- Payroll – Payroll Module

Inventory Maintenance

Item No. 1001-HON-H252 Description HON 2 DRAWER LETTER FLE W/D LK

1 Main 2 Options 3 Transactions 4 Inquiry 5 Cost Detail

Product Line WFLA WORKSTATION FURN & ACCESS

Product Type Finished Good Default Whse 000

Valuation FIFO Inventory Cycle 8

Price Code STD Internet Enabled ☒

Procurement Buy

Primary Vendor 01-COINT Container Corporation Of Usa

Weight 35 Warranty Code 30 DAY

Volume .0000

Standard U/M EACH

Purchase U/M EACH No. Of EACH 1

Sales U/M EACH No. Of EACH 1

Buttons: Renumber, History..., Alias..., Quantity, Alternate, IT Item..., Sale Info..., Pricing..., Lgt/Serial..., Vendors...

Last Costs: Total 34.250, Item 34.250, Allocated .000

Retail Price 84.000, Std Cost 32.750, Std Price 84.000, Avg Cost 34.250

Detailed Quantity History

Item No. 1001-HON-H252 HON 2 DRAWER LETTER FLE W/D LK

Warehouse Code ALL All Warehouses Year 2010

Period	Beg Bal	Qty Sold	Qty Rec	Qty Issued	Qty Transfer	Qty Adjust
01 JAN	0.00	510.00	0.00	7.00	0.00	0.00
02 FEB	0.00	383.00	0.00	17.00	0.00	0.00
03 MAR	0.00	441.00	0.00	2.00	0.00	0.00
04 APR	496.00	441.00	5005.00	21.00	0.00	0.00
05 MAY	0.00	0.00	0.00	7.00	0.00	0.00
06 JUN	0.00	0.00	0.00	14.00	0.00	0.00
07 JUL	0.00	0.00	0.00	0.00	0.00	0.00
08 AUG	0.00	0.00	0.00	0.00	0.00	0.00
09 SEP	0.00	0.00	0.00	0.00	0.00	0.00
10 OCT	0.00	0.00	0.00	0.00	0.00	0.00
11 NOV	0.00	0.00	0.00	0.00	0.00	0.00
12 DEC	0.00	0.00	0.00	0.00	0.00	0.00
Totals	2236.00	500				

Detailed Sales History

Item No. 1001-HON-H252 HON 2 DRAWER LETTER FLE W/D LK Year 2010

History Option By Item Warehouse Code ALL All Warehouses

Period	Qty Sold	Dollars Sold	Cost Sold	Qty Return	Prior Yr Qty Sold	Var %
01 JAN	410.00	6,262.94	3,403.13	0.00	253.00	62.1
02 FEB	561.00	6,176.54	3,821.74	0.00	303.00	85.1
03 MAR	383.00	3,903.60	2,479.16	0.00	275.00	39.3
04 APR	441.00	5,577.62	3,211.70	0.00	304.00	45.1
05 MAY	442.00	10,124.54	5,001.26	1.00	284.00	55.6
06 JUN	0.00	.00	.00	0.00	295.00	100.0
07 JUL	0.00	.00	.00	0.00	325.00	100.0
08 AUG	0.00	.00	.00	0.00	230.00	100.0
09 SEP	0.00	.00	.00	0.00	195.00	100.0
10 OCT	0.00	.00	.00	0.00	207.00	100.0
11 NOV	0.00	.00	.00	0.00	152.00	100.0
12 DEC	0.00	.00	.00	0.00	142.00	100.0
Totals	2,237.00	32,035.24	17,916.99	1.00	3,009.00	

In addition is a listing of a **Distribution company's functions** and **3rd party Software** that seamlessly integrates with MAS90 and MAS200:

- Customer Relationship Management (CRM) – ACT!, SageCRM, Sage Enterprise Suite
- Retail/Counter Sales – AccuPOS, Hightower Point of Sale
- Electronic Data Interchange (EDI) – Kissinger, True Commerce
- Field Service – Job Ops Software for MAS90 and MAS200
- Rental Management – BCS Prosoft Automated Rental Management Software for MAS90 and MAS200
- Human Resources – Abra HR Software

The Core Distribution Modules include Inventory Management, Sales Order and Purchase Order.

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Promise Date	Order Number Item Code	Description	Unit of Measure	Warehouse	Unit Price	Quantity		
						Ordered	Involved	Promised
	0000111	SO Date: 5/1/2010 Customer: 02-JELLCO	Jellco Packing			Ship Date: 5/1/2010	Type: B	
5/1/2010	GB-MD750	MODEM 9600 (SYNCHRONOUS)	EACH	001	1,650.000	1.00	0.00	1.00
5/1/2010	GB-MD791	MODEM 9600 FAST POLL	EACH	001	1,895.250	5.00	1.00	4.00
	0000112	SO Date: 5/3/2010 Customer: 02-CUSTOM	Custom Craft Products			Ship Date: 5/1/2010	Type: S	
5/1/2010	GLOB-V-3060-25W	GLOBE FOLDING TABLE 30x60	EACH	001	89.600	2.00	0.00	2.00
5/1/2010	GLOB-V-3066-25W	GLOBE FOLDING TABLE 30x96	EACH	001	110.730	5.00	0.00	5.00
5/1/2010	GLOB-V-3606-25W	GLOBE FOLDING TABLE 36x96	EACH	001	131.000	4.00	0.00	4.00
5/1/2010	PF-8-007-CABLE	EIA RS232 CABLE 7 CONDUCTOR	FT	001	0.180	1,000.00	0.00	1,000.00
5/1/2010	PF-8-007-CONN-F	EIA RS232 CONNECT 7 CONDUCTOR F	EACH	001	13.000	10.00	0.00	10.00
5/1/2010	PF-8-007-CONN-M	EIA RS232 CONNECT 7 CONDUCTOR M	EACH	001	13.000	15.00	0.00	15.00
5/1/2010	VOG-CM-CASTERS	CASTERS (SET OF 4, 2 W/LOCK)	SET	001	20.460	10.00	0.00	10.00
5/1/2010	VOG-CM-MP-B	MODESTY PANEL	EACH	001	42.000	3.00	0.00	3.00
5/1/2010	VOG-CM-MSC	STORAGE CUBE	EACH	001	266.750	8.00	0.00	8.00
5/1/2010	WJ-M-2107-B	POST BINDER 3/8 X 1 (100)	BOX	001	30.960	12.00	0.00	12.00
5/1/2010	WJ-M-2109-A	POST BINDER 3/16 X 1/2 (100)	BOX	001	28.400	5.00	0.00	5.00
	0000171	SO Date: 5/1/2010 Customer: 01-ABF	American Business Futures			Ship Date: 5/1/2010	Type: S	
5/1/2010	1001-HON-H252	HON 2 DRAWER LETTER FILE W/O LK	EACH	001	81.480	1.00	0.00	1.00
	0000152	SO Date: 5/11/2010 Customer: 01-BRESLIN	Breslin Parts Supply			Ship Date: 5/11/2010	Type: B	
5/11/2010	8953	UNIVERSAL 3 1/2" SDDO FLEX DSK	EACH	001	4.228	100.00	0.00	100.00
	0000153	SO Date: 5/11/2010 Customer: 01-ABF	American Business Futures			Ship Date: 5/13/2010	Type: B	
5/13/2010	6957-24-20-12	SOUND CVR 24.5"W 20"D 12"H LQ	EACH	001	429.000	3.00	2.00	1.00
5/13/2010	8972	UNIVERSAL 5 1/4" DSDO FLEX DSK	EACH	001	2.803	100.00	80.00	20.00
	0000143	SO Date: 5/15/2010 Customer: 02-ALLENAP	Allen's Appliance Repair			Ship Date: 5/15/2010	Type: S	
5/15/2010	1001-HON-H252	HON 2 DRAWER LETTER FILE W/O LK	EACH	002	78.120	12.00	0.00	12.00
5/15/2010	1001-HON-H252LK	HON 2 DRAWER LETTER FILE W/ LCK	EACH	002	80.910	14.00	0.00	14.00
5/15/2010	1001-HON-H254	HON 4 DRAWER LETTER FILE W/O LK	EACH	002	117.900	25.00	0.00	25.00
5/15/2010	1001-HON-H254LK	HON 4 DRAWER LETTER FILE W/ LCK	EACH	002	136.000	3.00	0.00	3.00
5/15/2010	2480-S-50	DESK FILE 8" CAP 50	EACH	002	31.460	100.00	0.00	100.00
5/15/2010	2481-S-50	DESK FILE 5 1/4" CAP 50	EACH	002	17.960	75.00	0.00	75.00

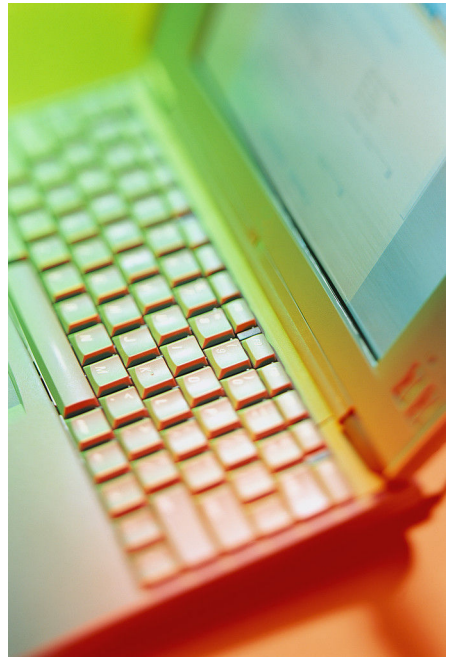
The Inventory Management (IM) Module is the corner stone of an effective distribution management solution. The MAS90 and MAS200 IM Module provides insightful data pertaining to the receipt of goods, transfer of goods between locations, the sale, removal or other disposition of goods. In addition, you can report a precise valuation and status of goods remaining in inventory at any time.



The Sales Order (SO) Module gives you quick and accurate access to product availability when processing customer orders. In addition the SO Module allows for flexible pricing including special discounts, credit limits, automatically generating invoices and daily backorder reports. Adding the Starship and Credit Card module to SO provides instant history of online purchases and shipping entry including tracking information on shipments.

The Purchase Order (PO) Module provides you with accurate records of your purchasing function. Every time you order goods from vendors, a contract is created in the PO Module. This includes date required, expected delivery date reports, Open PO by item reports, PO BackOrder reports, and a receipt of goods history. Drop Ship PO functionality is included with your software and can be created from the DropShip Sales Order. In addition, users have the ability to create Purchase Orders based upon open Sales Orders.

As you can see, MAS90 and MAS200 are more than just Accounting Software. Any distribution company can benefit from all the functionality and offerings provided by the Sage MAS90 and MAS200 distribution management systems.





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"Personal & Professional"

FEEDBACK FORUM

We welcome your feedback. Please feel free to send us your feedback at any time. Using e-mail is a good way. Send to: office@pas90.com with "Feedback" in the subject line. With your feedback we can provide you with better and more accurate customer service.

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