

# MAS 200

## CUSTOMER

Gerry Davis Sports LLC

## CORPORATE PROFILE

### Headquarters

Appleton, WI

### Type of Business

Uniforms and equipment for umpires

### Number of Locations

One

### Number of Employees

6

### Size

\$1.3 million

## SYSTEM PROFILE

### Operating System

- Microsoft Windows NT 4.0
- Users on system: 6

### MAS 200 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Inventory Management
- Library Master
- Payroll
- Purchase Order
- Sales Order



## Gerry Davis Calls It “Safe” With MAS 200

“Call the man who makes the calls.”

That’s what baseball and softball umpires throughout North America do whenever they need shoes, hats, uniforms or protective equipment — because with Gerry Davis Sports they’re dealing with one of their own.

Gerry Davis has been a Major League umpire for nearly 20 years, working two World Series and more post-season baseball than any other umpire during the 1990s. Umpires have typically worn steelworker’s shoes, which protect well but are uncomfortable and heavy. Davis decided to invent his own custom “plate shoe,” with steel toe and instep yet light enough to be comfortable hour after

hour. He founded Gerry Davis Sports just five years ago to market his shoes, and quickly discovered an unmet need for related equipment. Today his company offers a full line of umpire protective gear and apparel, and has grown to more than \$1 million a year in sales.

### THE CHALLENGE

For years, Gerry Davis Sports relied on Peachtree, one of Best Software’s easy-to-use accounting packages for small businesses. But as the company grew in just five years, so did its accounting needs. Data was re-entered

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*Scott Ehret  
Operations Manager  
Gerry Davis Sports*

into other systems as volumes increased and processes became more complex. Paperwork for each order had to be handled a minimum of five times. Sales were lost when items were out of stock, and customers refused to wait for often-lengthy back-orders. Still, demand was growing at a steady clip, especially during the company's busy season between December and June.

As often happens, Gerry Davis Sports didn't realize just how big the company was growing. But over time, they discovered that they had outgrown their trusty, well-loved Peachtree software.

## THE SOLUTION

Scott Ehret, newly hired operations manager, knew there had to be a more efficient way to run the business. He asked Barbara Bader, CPA, of Fox Valley CPAs, Inc., to recommend a robust, full-featured financial and business management package that could also handle inventory control and order fulfillment tasks. She knew that MAS 200 would be a perfect fit. But in addition, she knew that her client would need a skilled reseller to do implementation, training and system conversion.

Bader is a member of the Best Software Accountant Alliance (SAA) program, a network of public accounting professionals that helps CPAs offer expanded services in conjunction with carefully selected value-added resellers. According to Bader, the trusted relationship between her firm and her business partner (a Best authorized reseller) has resulted in a very satisfied customer.

Conversion began as soon as the baseball equipment selling season slowed in late summer. Now orders are entered directly into MAS 200 when a customer phones or places an order over the Internet. The system creates a pick sheet

for the warehouse, issues packing information, generates invoices, verifies credit card clearance and permits easy cross-checking throughout the company.

By leveraging the MAS 200 Inventory Management module, the company now maintains appropriate stock on hand. This is essential, as inventory has grown to include 850 separate lines, and warehouse space has multiplied to 3,000 square feet. "We'll be able to fill practically all requests without backordering this season," says Ehret, "a monumental improvement over previous years."

Customers and sales representatives alike are happy with the data made available by the new MAS 200 system. "Our staff members can be much more responsive," explains Ehret. "Even while a customer is on the phone, we can determine whether items are in stock, answer questions about size and color availability, and quote an accurate price for shipping. It's all very streamlined and professional."

He adds that customers like being able to check on the status of their order on the Internet. "This one feature alone eliminates an enormous volume of calls every day," he says.

Ehret foresees big efficiencies from the new system. "I believe we'll be able to handle three times our previous orders with half the people. And MAS 200 has helped us trim fulfillment time by as much as 85 percent. Our goal is to do a same-day shipment for every order that comes in before two o'clock in the afternoon. Last year we could never have even contemplated that kind of goal."



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