

best

MAS 90

CUSTOMER

Secory Oil

BEST VERTICAL MARKETING PARTNER

DM2 Software, Inc.
Vancouver, WA
800-866-5151

CORPORATE PROFILE

Headquarters

Port Huron, Michigan

Type of Business

Distributor for Mobil Oil of petroleum products for industrial and commercial customers

Number of Locations

Two

Number of Employees

22

SYSTEM PROFILE

Computer System

- PC compatibles

Operating System

- Novell

MAS 90 for Windows Modules in Operation

- Accounts Payable
- Accounts Receivable
- General Ledger
- Inventory Management
- Payroll
- Purchase Order
- Sales Order
- PetroLink



Mobil Oil Distributor “Greases the Wheels” with MAS 90

Mobil Oil, a corporate giant, sells its lubricant products through a vast network of distributors such as Secory Oil Corporation in Port Huron, Michigan. This family-owned business was started more than 30 years ago by Lew Secory, Sr., who still manages the company along with his two sons, Lew, Jr. and Brad.

Secory Oil, like many Mobil distributors, was concerned about maximizing customer service and providing a stable system which is key in its delivery of products to its diversified customer base — which consists of industrial and fleet lubricants, propane, gas and diesel to construction and retail sites, and home heating oil.

Its supplier, Mobil Oil, also shared this concern. About the same time that Secory Oil began to look into a new system, Mobil Oil’s National Lubricant Distributor

Advisory Council set up a committee to search for the best petroleum distribution software for its distributors. Brad Secory was among the members of that selection committee. After a one-year search, the group recommended MAS 90/DM2 for the entire Mobil Oil distributorship.

THE CHALLENGE

“Our previous software was limited in its capabilities,” says Brad Secory, vice president. “We found ourselves needing to start over again. Our search for a new system happened to coincide with the Mobil National Lubricants Distributor Advisory Council’s decision to suggest a product for all its distributors. I then shifted my efforts to participate in that process. This was a very detailed, systematic evaluation which initially

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Controller
Secory Oil*

involved several major providers of distribution software.”

DM2 Software, a vertical market partner of Best Software, had leveraged 20 years of experience in supplying software solutions to the petroleum industry by integrating their petroleum modules with the world-class accounting functionality of MAS 90. The committee learned that the company's product line consists of modules to address all aspects of a petroleum distributor's business, including Fuel Tax Reporting, Bill of Lading, Cardlock, Fuel Oil and Lubricant Delivery Scheduling.

After prolonged study, the Mobil distributor committee selected MAS 90 and DM2 for its distributors. Shortly after the decision was made, Secory Oil replaced its old system with MAS 90.

THE SOLUTION

“Our previous software was very poorly supported. With MAS 90, the support has been excellent. We can call DM2 anytime and, if they can't solve an issue over the phone, they send someone in to help via remote access,” comments Teri Heintz, Controller. “I really like this new system. We implemented MAS 90/DM2 only a couple of months ago, and I've been able to learn it very quickly. The main menu is consistent, so it's easy for a person to sit down to a new module and not panic. After you learn one portion, all the tools are familiar throughout.”

MAS 90 has resolved two other major concerns for Secory Oil. It provides better control over inventory and improved management of data. In the past, the company's busy customer service reps wrote up each new order by hand, while trying to check customer history, specific pricing and inventory levels in different areas of the software. They then sent the orders to the warehouse for distribution. The data was keyed into the accounting system to generate an invoice. With MAS 90, all this information is available in one screen.

Three MAS 90 modules have eliminated all redundancy in Secory Oil's system, and provided a continually updated, integrated report on every screen. These include Sales Order, Inventory Management and Accounts Receivable. Rapid turnaround,

accuracy, data management, and overall functionality have been greatly enhanced with MAS 90.

Customer service now enters all incoming orders into the Sales Order module, for the delivery date promised by Secory. The distribution desk pulls down the order as an invoice, which is given to a driver to make local deliveries. Each sales order accesses the customer data, including order and credit history, and automatically updates inventory. At any time, employees can pull up a status report on the level of inventory to determine how much product to order.

“It's a great system,” raves Heintz. “With the rapid pace here, it's essential to have information updated continually, and available on one screen. After a sale is entered and posted, MAS 90 posts a receivable to that customer in the Accounts Receivable module. It's a one-step procedure to generate a monthly statement from the data entered. And all customer information can be printed into a single report at any time.”

Secory Oil has been more than pleased with their decision to use MAS 90. They now have a consistent system that is easy to learn and fully integrated internally within the modules, and externally with Mobil in the future. All steps are fully computerized in a single process, from order-taking through delivery, inventory management and billing. As Heintz says, “With MAS 90, we have a system that we can always upgrade, but never outgrow.”



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