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MAS 90

CUSTOMER

Tropical Sno
www.tropicalsno.com

CORPORATE PROFILE

Type of Business
Shaved ice and related equipment

Number of Locations
One

Number of Employees
13

Size
\$2 million

SYSTEM PROFILE

- Operating System**
- Microsoft Windows NT
 - Users on System: 8
- MAS 90 Modules in Operation**
- Accounts Payable
 - Accounts Receivable
 - Crystal Reports
 - General Ledger
 - Inventory Management
 - Payroll
 - Purchase Order
 - Sales Order



Tropical Sno Shaves Ice (and Costs) With MAS 90

Searching for a shiver? You'll get a breezy taste of the islands with Tropical Sno Hawaiian Shave Ice. More than 200 million servings of this chilly delight have been sold around the world since its introduction in 1984, and dealers are now located throughout the United States and in 30 foreign countries.

Some of Tropical Sno's 38 "real-to-life" flavors include margarita, kiwi, passion fruit and tutti frutti. Flavors come in convenient dry powder packs, and are easily mixed with sugar and water to make syrup. Non-dairy cream toppings

offer an even wider selection of taste possibilities.

THE CHALLENGE

Tropical Sno, a division of Pioneer Potato Company, Inc., is a family business, with a family culture that's inclusive of dealers, employees and young-at-heart fans. A major priority is keeping satisfaction high among these diverse groups with consistent, top-quality products and efficient service to customers and distributors alike.

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*Debra Didier
Comptroller
Tropical Sno*

Meeting service and internal management goals had become practically impossible given Tropical Sno's previous accounting package. The behemoth stand-alone product was based on DOS and was awkward, clumsy and too difficult to use. In addition, it couldn't support the company's growing inventory management needs. As Debra Didier, Tropical Sno's comptroller, puts it, “We definitely wanted a change.”

THE SOLUTION

Tropical Sno's executive group selected MAS 90 as its new financial system on the recommendation of their accountants, and have been more than satisfied ever since. All of the company's business functions are now automated on MAS 90, with end-to-end integration of everything from payroll to sales order entry and billing. Even inventory is now tracked using the new system. Didier says the result has been a major decrease in bookkeeping costs – and fewer headaches in keeping the company's finances straight.

When Tropical Sno's customer service team members take a call, they write the order and enter the data directly into MAS 90. The system prints out a picking sheet that is used to pull orders in the Sales Order module. Invoicing is performed through the same module, and inventory and accounts receivable are updated without additional effort.

“Ease of use was our biggest requirement, and we definitely got it in MAS 90,” comments Didier. “The application was so straightforward we were able to figure everything out on our own, without taking formal classes.”

Tropical Sno signed up for Silver phone support plan from Best Software — but they've only called a couple of times. Didier says, “I've gotten through to a representative very quickly, sometimes without even waiting. If they have to call me back, it's in a very reasonable amount of time. Once I had something happen in the middle of a posting and needed to restart the program. Tech support walked me through the whole process. There was absolutely no hassle, which I appreciated a lot.”

Didier likes the General Ledger module, which she uses to prepare monthly trend reports. This gives her a one-page financial statement for a convenient comparison of the current month with previous months or prior year data.

She also found that MAS 90 makes it simple to close out accounts at the end of a fiscal year. “An activity like that can sometimes be traumatic,” she says. “But MAS 90 is so user-friendly that even year-end activities are painless.”

“MAS 90 is an excellent answer for companies our size,” Didier notes. “We can count on it. It gives us clear reports. And it's very complete, too, tying together information from various departments for access by anyone on the management team.”



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