

# best

## MAS 90

### CUSTOMER

**Yamada America**  
www.yamadapump.com

### CORPORATE PROFILE

**Parent Headquarters**

Tokyo, Japan

**Headquarters in U.S.**

West Chicago, Illinois

**Type of Business**

Manufacture and distribution of industrial pumps

**Number of Locations in the U.S.**

Three

**Number of Employees in the U.S.**

25

**Annual Revenue in the U.S.**

\$25 million

### SYSTEM PROFILE

**Computer System**

- Compaq computers

**Operating System**

- Microsoft Windows

**MAS 90 Modules in Operation**

- Accounts Payable
- Accounts Receivable
- Bill of Materials
- General Ledger
- Inventory Management
- Purchase Order
- Sales Order



## MAS 90 for Windows — the Only Answer for Yamada America

Our history has been that once companies experience the power and ease-of-use of MAS 90, they stick with it. One customer who was persuaded to try another vendor's accounting software found out the grass is not always greener, and soon was back in the fold.

Yamada America, the U.S. subsidiary of a Japanese heavy industrial pump manufacturer, first purchased an early version of MAS 90 for DOS in 1993. In 1998, they decided to switch to Windows-based software, and purchased accounting software from another company. It was a failure. But a call to their MAS 90 reseller solved their problems in a hurry.

Yamada America was founded in 1986, when the parent Yamada Corporation sent 23-year-old Steve Kameyama to Chicago to open a U.S. subsidiary.

At the time, Steve had never been

outside of Japan, and he spoke no English. "How I managed to survive those first months is a story in itself," he recalls. "I didn't know anybody, and spent two years and too much money before opening a small office." But Steve persevered, and soon began selling pumps manufactured by the parent firm in Japan to distributors and end-users, such as Motorola, Intel and DuPont.

Kameyama spent two more years managing every aspect of the new Yamada America by himself. He marketed the product, answered the phone, took orders, shipped them, typed invoices, received checks, and kept accounts. Overwhelmed, he finally hired a receptionist from a temporary service in 1988. She quickly became his first employee. Finally, in 1989, Yamada America, then up to five employees, left behind its manual system and bought an Epson 286 computer for \$10,000.

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*"Within two weeks of my first phone call, MAS 90 was fully installed. It is easy to use and meets our needs in every way. All my headaches are gone."*

*Steve Kameyama  
President  
Yamada America*

## THE CHALLENGE

"We tried to computerize our accounting, but the 286 couldn't handle five people using it," explains Kameyama. "So, in 1990, we acquired a Novell network with five workstations. That met our needs until 1993 when we brought some of our light manufacturing to Chicago. Then we purchased MAS 90 for DOS."

Until 1998, MAS 90 for DOS worked well for Yamada America. However, the company had been growing 25–30 percent each year for the previous three years. They decided they needed a Windows-based system.

"A salesman from another company assured us that their accounting software could do everything we required, so we went with their system," laments Kameyama. "It turned out to be a terrible nightmare. The installation went on for more than four months, and messed up everything — accounts payable, advanced consolidation, general ledger and inventory."

During the installation period, Yamada America was running the old MAS 90 alongside the new software. They hired technicians to try to resolve the problems with the new software, but discovered the new software could not perform most of the functions promised by the salesman. The system problems only worsened after the conversion was completed in November 1998. In addition, the company began having hardware breakdowns. Computer screens froze several times a day. The last straw was when two of the employees quit in January 1999 — fed up with working so much overtime because of the computer difficulties.

## THE SOLUTION

"One morning in January I gave up completely on the other software," says Kameyama. "I called our reseller for MAS 90, and he came over immediately and showed me the latest version. I ordered the software that day. He had it delivered and installed in the next two days. Only a couple of weeks after that, all our data was transferred to MAS 90 and we removed the other accounting software product from the system. Since then, our computers have never frozen. When we want help,

a knowledgeable technician is here right away — and the software does exactly what we need."

Yamada America sells 4,000 different products and 16,000 parts for those products. The MAS 90 Inventory Management module has been invaluable in managing the flow of each of those pieces. Inventory control is especially easy because of the Purchase Order module. It calculates how many parts must be ordered to keep each product in stock and provides a useful product turnover and reorder report.

Data is never keyed in twice. When employees enter the Sales Order, which comes in by phone or fax, MAS 90 automatically removes the parts and product from inventory, prints the order in the warehouse, and feeds the results into purchase orders, invoicing, and shipping.

As president of Yamada America, Kameyama appreciates being able to view reports on sales, profits, aging and inventory all on one screen. Information from every module is compact and quickly accessed using the report functions. In addition, the company did not have to customize any of the reports. All they needed came standard with MAS 90.

MAS 90 not only automates every aspect of Yamada America's business, but they are also finding it to be extremely user-friendly and easy to learn. New employees are able to understand it right away. In fact, it fully accommodates the company's growth, which now averages 40 percent per year. With MAS 90 installed and its computer problems in the past, Yamada America was able to make its fourth move in March 1999, to a 40,000-square-foot office and warehouse.

"Yamada America couldn't have made this expansion without MAS 90 in place," Kameyama raves. "I'm very happy with MAS 90. All my headaches are gone."

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