

# ATR Starts Successful Flow

## For Gorlitz Sewer And Drain—A Sage MAS 90 Solution

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James Kruger, General Manager  
Gorlitz Sewer and Drain

Solutions Spotlight

**G**orlitz Sewer and Drain manufactures and distributes its industrial drain cleaning equipment to the pros. The family-owned business has experienced explosive growth in recent years, and continues to maintain a steady 10 percent annual growth rate.

### Clog In The Pipes

Up until January of 2000 the company struggled with clumsy DOS accounting software with poor networking options and nothing in the way of inventory management capabilities. James Kruger, general manager at Gorlitz, and son of the founder, explains that an even more pressing problem was the company's difficulties in producing accurate financial statements, "We had been audited twice in the past. Without the ability to produce an inventory valuation report, we consistently understated our inventory, making us vulnerable to hefty fines."

### Calling In The Pros

Kruger carefully analyzed several mid-market packages, including Sage MAS 90 ERP, all of which he felt could solve his company's inventory control issues. Kruger made the final decision based on the partner he felt best understood his company's needs, and was capable of addressing them—Accounting Technology Resources, Inc. (ATR) of Costa Mesa, California.

### Unobstructed Flow Of Business

ATR guided Gorlitz through a smooth implementation, ensuring the staff was trained in the software and comfortable with their tasks. "ATR lived up to our expectations, and went beyond them," praises Kruger. "They did an excellent job of training our staff and teaching us things that let us get the most out of Sage MAS 90."



With Sage MAS 90 Gorlitz now is able to produce an accurate inventory valuation report.

### Inventory Under Control

Gorlitz's ability to better account for its valuable inventory isn't just for IRS compliance. Thanks to the capabilities of Sage MAS 90, Gorlitz is able to accurately state its inventory costs and has real-time visibility of quantities on hand, sales order, purchase order, and available stock for customer orders. The result is fewer shortages and out of stock situations that jeopardize sales.

Sage MAS 90 Stock Status and Inventory Valuation reports provide Kruger with data he uses to monitor and assess the company's holdings. Inventory cycle counts are performed monthly on high value items and a full physical count is completed each fiscal year. "I think we're utilizing the full potential of MAS 90," says Kruger.

Gorlitz builds all its equipment to stock, monitors what is selling, and keeps up with varying

demand. Armed with Sage MAS 90, Kruger is able to make informed buying decisions and generate accurate sales forecasts that ensure the company has adequate stock to meet customer demand, yet can maintain a lean, cost-effective inventory.

### Huge Accounting Fees Down The Drain

Sage MAS 90 has saved Gorlitz thousands of dollars in accounting fees. Yearly visits by the company's accounting firm would stretch into days as they struggled to put together financial statements from spreadsheets and notes. Kruger says that with Sage MAS 90, the company has accurate, current, and auditable financial data ready for the accountant.

### Efficient Manufacturing

ATR helped Gorlitz implement a manufacturing accounting system that matched the way they do business. A bill of materials is established for each piece of equipment, and bill options are used to account for subtle differences between models. Production Entry is completed after the production run, relieving inventory of the component items and replacing them with finished goods.

### Tools Of The Trade

The **Business Insights** module runs on Kruger's desktop, providing a graphical display of vital company information such as the daily order total and the company's top selling products. The Business Insights module automatically notifies Kruger when stock of a particular item is low, based on the set reorder point for each item. The data is constantly updated, delivering up-to-the minute figures. "I've got ready access to information that I use to make business decisions," says Kruger.

### Trusted Business Partner

Kruger praises the support services he receives from his ATR consultant, "I'd never switch—I'm 100 percent satisfied. Their technical support is immediate; I have never had to wait more than 24 hours for complete resolution."

Kruger looks forward to the regular user group meetings hosted by ATR and says they expose him to new ideas and new products compatible with Sage MAS 90. "I always come away with valuable information."

### In-House Payroll Processing

The Sage MAS 90 Payroll module allowed Gorlitz to bring payroll processing in house. This was an important requirement for the management team at Gorlitz—not only does it save costs over outsourcing this service, it gives the company maximum control and flexibility over this vital function.

ATR trained Gorlitz staff in the Payroll module. Kruger sums up satisfaction with Sage MAS 90 and ATR, "I give them both



Accurate sales forecasts ensure that Gorlitz has adequate stock to meet customer demand, yet keeps inventory levels lean and cost-effective.

a good, honest reference."

ATR and Sage MAS 90 combine to deliver Gorlitz a comprehensive business management solution that equips Gorlitz with the tools needed to efficiently manage the business, reduce costs, and increase profitability.

**H**eadquartered in Costa Mesa, California, our firm has specialized in Sage MAS 90, Sage MAS 200 and Sage MAS 500 since 1987.

Our extensive experience, exceptional service, and broad expertise assure you of our ability to solve even the toughest business problems.

If you would like to fine-tune your firm's business model, we would like to talk with you and see if Sage MAS 90 is the right solution for you.



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