

## LOCAL NAPPANEE HEADQUARTERS FOR REGIONAL CHAIN OF BOOKSTORES FINDS PMI AND MAS 90 THE RIGHT SOLUTION.

Company Controllers, perhaps more than anyone know the value of keeping things clean and simple. Sometimes, big results come from big thinking and big software innovations; other times, it's the simple things that make a difference.

For Controller **John Ulery** of **Christian Light Bookstores**, this was the message driving his selection and implementation of the accounting software solution he installed with the help of PMI.

Christian Light Bookstores is a not-for-profit church organization doing about 80% of its business through retail stores in Maryland and Pennsylvania. The company maintains deeply held values that apply to everything from store operations to dealings with employees. "We're there to serve," as John succinctly puts it.

From their Nappanee, Indiana main office, John and his staff manage all the accounting functions for twelve Christian Light Bookstores throughout the east and Midwest, in addition to a printing and publishing house. When John went looking for a system last year to replace his aging System/36 and custom software, his research drove him to two finalists, before finally selecting Sage's MAS 90 and PMI.

From headquarters, John's team handles general ledger, payables, and a wide range of custom reports that John and PMI Systems Consultant Kelly Sappington designed and created.

John touts his new system's consolidation, aged payables capabilities, and fast information lookups with helping to substantially streamline his firm's accounting effectiveness. The system ensures that he doesn't pay bills either early or late; that payments are never overdue; and that he's capturing every

possible cash discount. It even improves cash management by allowing him to cut more but smaller checks to vendors and thus maximize cash preservation.

On the G/L side, John notes, journal entries are a snap, and reporting is fast and efficient.

John also commends the implementation efforts of PMI's **Kelly Sappington**. "The staff was initially scared after running the same old system for 18 years," John noted. "But we had a very smooth transition. We were up and running within two months, and every thing was running perfectly smoothly a couple months later. I've worked with a lot of systems," adds John, "and this one went extremely smoothly. Now, no one here would give it up... they love it."

As to future growth plans, John notes that the chain will add four new stores in the next year, and has no doubts that his new system can handle that, and a lot more.

Future applications will likely include Fixed Assets and a serious look at the strengths of MAS 90 in handling the demands of the distribution environment, a key element in the multi-store chain's operations, naturally.

As John noted in a follow-up letter: "We have been using the software for several months and find that it does everything we had been told it would do. The PMI staff did everything they said they would do."

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*~ John Ulery, Controller, Christian Light Bookstores*

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