



"MAS 90 offered the most flexibility, and could accommodate our unique requirements," King said. As for Eagle Consulting Group, "They were understanding of our needs, problems, and business philosophy."

A Formula For Success

King Research and MAS 90® A Manufacturing Solution

Over 50 years ago, in his Brooklyn bathtub, high school chemistry teacher Maurice King blended up a blue legend. Aghast at the lack of sterilization of the tools his barber used, Maurice formulated a disinfectant solution and tinted it a dazzling aqua blue. He called the liquid Barbicide and packaged it in the trademark glass jar. It would go on to revolutionize the beauty industry—not to mention become a piece of Americana. A jar of the brilliantly clear Barbicide, comb and scissors included, is part of the Smithsonian's permanent collection, a testament to its icon status.

The King Research factory remains in Brooklyn, run by Maurice's son, Ben King, and churns out in excess of 20,000 gallons of Barbicide each month. The Barbicide formula is constantly refined, improved, and updated by the company's own chemists.

King Research is responsible for several other barber and beauty products, which they assemble, silk screen, and fill in their own factory. Their customers are national and international distributors who in turn sell to salons, barbershops, veterinary clinics, and even the U.S. military!

In the Beginning

No strangers to technology, King Research bought their first computer in 1988. Shortly thereafter, they began using an accounting package with separate manufacturing software to manage the business. A decade later, facing the facts that their software was not Y2K compliant and the hardware was literally falling apart, King Research went shopping. Eagle Consulting Group demonstrated MAS 90 for them, and other packages were evaluated as well. As a specialized manufacturer, they had a distinct set of requirements, and MAS 90 fit the bill. That combined with Eagle's expertise made the de-

cision easy. "MAS 90 offered the most flexibility, and could accommodate our unique requirements," King said. As for Eagle Consulting Group, "They were understanding of our needs, problems, and business philosophy."

Manufacturing and Inventory Control

"From the complete manufacturing process through daily order processing, MAS 90 has greatly simplified our business," says King.

Tight control of costs is important, and MAS 90 helps King Research to effectively and efficiently manage the manufacturing process. The MAS 90 Bill of Materials module contains the detailed list of components and costs used to produce the company's products.

After-the-fact production entries remove raw materials from inventory and place the finished items into finished goods stock. Informative reports and inquiries show inventory levels allowing staff to place timely orders, and adjust the pace of manufacturing according to forecast demand. The integrated inventory and manufacturing capabilities of MAS 90 mean that the Inventory Valuation Report ties to the General Ledger to the penny each month.

The company finds the Costed Bill of Materials Report valuable as it lists the item costs and the extended bill costs for either a range of bills or for specific bill configurations. While they value their inventory items using FIFO (first-in-first-out), this report allows them the flexibility to use the items' last cost to calculate the item and

extended bill costs. Reorder points and economic order quantities are set for each item and utilized by reports such as the Inventory Reorder Report aid in maintaining proper stocking levels.

Contract packers produce some of their product components, using raw materials provided by King Research. By setting up these outside packers as MAS 90 warehouses, King Research can monitor



MAS 90 automates the manufacturing and distribution process for Barbicide, King Research's historical product

IN-FOCUS

the stock levels effectively, and transfer raw materials as needed. When the outside manufacturing is complete, a Production Entry is performed to move the items into the main warehouse.

Customer Service and Sales

Eagle's staff configured MAS 90 to meet King Research's unique needs. With customers ranging from a beauty supplier in Philadelphia, to a veterinary distributor in Tucson, corporate communications must be varied. Sort fields in the Customer Masterfile code customers into various categories so that communications can be successfully targeted to each group. In order to more effectively manage the receivables of their Canadian accounts, a separate MAS 90 company in Canadian dollars was established. A modem connection allows Eagle's technical support staff to dial-in to fix problems or answer specific questions, often within minutes of their asking. "Eagle is always on hand to answer questions regarding our use of the product," a staff member relates. Staff finds Crystal Reports a powerful and effective tool. With Eagle's assistance, they have designed a number of custom reports. King Research values the collaborative relationship they share with Eagle, "Eagle really listens to us and knows our business."

Customer service is integral to King Research's business model. They ship most orders the same day, aided by MAS 90's intuitive data entry process and accurate inventory control. Several staff members enter in orders simultaneously, with the same item often added to more than one order. MAS 90's real-time inventory control means that the quantity available

is reduced with every commitment. The staff is then able to view available quantities during data entry, enabling them to give the customer accurate information. Many customers have more than one shipping location. In their old software, each additional shipping address had to be established as a separate customer. With MAS 90, customers can have a virtually unlimited number of shipping addresses, and adding a new shipping address is a straightforward task. MAS 90 offers the ability to enter a discount on individual line items, which can be a real timesaver. Invoices, designed in Crystal Reports with the aid of Eagle's staff, can be customized to show each customer the data



MAS 90 Bill Of Materials makes manufacturing a variety of products easy

they need. Crystal is also used to create a Bill of Lading. King Research incorporates the customer's state and portion of the customer name as the customer identification number. In the old system, when a company moved, or changed names, they were unable to change the customer number without losing the sales and payment history. Using the MAS 90 Customer Delete/Renumber/Merge utility, King Research can change

customer numbers as necessary, while preserving the complete sales history of the organizations.

Patented Success

With the support of MAS 90 and Eagle Consulting Group, King is confident that Barbicide will continue its ubiquitous fame. "As a small business themselves, Eagle appreciates how our business works. They are marvelous to work with. I wouldn't hesitate to recommend them". Eagle Consulting Group, King Research, and MAS 90 blend beautifully into a formula for success.

Headquartered in New York City, our firm has specialized in MAS 90 and MAS 200 by Best Software since 1994.

Since our firm supports the MAS 90 family of products, you can be assured of our experience and expertise in solving business problems.

If you need to improve how your firm approaches manufacturing, we would like to talk with you to see if MAS 90 is the right solution for you.



51 East 42nd Street
Suite 1200
New York, NY 10017
(212) 692-9393
(212) 953-2913 fax
www.eaglecg.com

