



## CUSTOMER SUCCESS STORY

**CUSTOMER**

Yamada America

**INDUSTRY**

Manufacture and distribution of industrial pumps

**LOCATION**Tokyo, Japan  
(Parent Headquarters)West Chicago, Illinois  
(U.S. Headquarters)**Number of Locations**

Three

**Number of Employees**

25 (in U.S.)

**SYSTEM**

Sage MAS 200

**Modules in Operation**

- General Ledger
- Accounts Payable
- Accounts Receivable
- Bill of Materials
- Inventory Management
- Sales Order
- Purchase Order
- e-Business Manager
  - .inquiry
  - .order
  - .store
- Bar Code
- Work Order

## Sage MAS 200—the Only Answer for Yamada America

Yamada America, the U.S. subsidiary of a Japanese heavy industrial pump manufacturer was founded in 1986, when the parent company, Yamada Corporation, sent 23-year-old Steve Kameyama to Chicago. Kameyama had never been outside of Japan and didn't speak any English. "Those first few years were challenging," he recalls. But Kameyama 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 solo. In 1989, with five employees on board, Yamada America replaced its manual system with an Epson 286.

"We tried to computerize accounting, but the 286 couldn't handle five users," explains Kameyama. "So 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 Sage MAS 200 for DOS."

**Too Good to Be True**

Sage MAS 200 for DOS was working well for Yamada America, but in 1998 they decided to switch to a Windows-based system to handle their 25-30 percent growth each year for the previous three years. A software salesman convinced them that he had a product that would work even better than Sage MAS 200. "He assured us that their accounting software could do everything we required and more, so we went for it," laments Kameyama. "It turned out to be an absolute nightmare. Installation went on for over four months, and messed up everything—accounts payable, advanced consolidation, general ledger, and inventory."

**CHALLENGE**

Clean up another software vendor's mayhem on our accounting system and get up and running with Sage MAS 200.

**SOLUTION**

Sage MAS 200 financials and Inventory Management.

**RESULTS**

Resolved software and hardware problems; accommodated annual growth of 40 percent; streamlined automation of most business processes; exceptional inventory control and strategic management.

