



MID PAC PETROLEUM

A PDI Success Story

Mid Pac Petroleum of Hawaii uses PDI/Enterprise to improve decision making and automate business processes. "I've never worked in an organization that gets things done as efficiently as we do at Mid Pac - largely due to the PDI software," explains Controller Cliff Dart. "I've evaluated and used lots of software systems. I've never seen a system as smooth as this one."

Based in Hawaii, Mid Pac owns 36 stores, but ninety percent of their business is wholesale. A wholly owned subsidiary of K1 Ventures LTD., Mid Pac Petroleum purchased ConocoPhillips' assets in September 2004 and immediately perceived an opportunity. "Phillips was instantly out of the picture, and we were instantly in it," says Dart. "We had a little bit of fear about how to get credit cards for all the dealers and everybody that relies on those cards for their cash flow. We made that our top priority, and with PDI/Cash Management, we never had any problems."

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— Cliff Dart, Controller

PDI/Cash Management is one of four modules that comprise the PDI/Financial suite, enabling users to monitor all cash transactions as well as automate daily and monthly reconciliations. The PDI/Financial suite is the foundation of PDI/Enterprise, a business management solution that integrates systems, automates processes, streamlines operations, boosts productivity, and improves decision-making for a more profitable bottom line. With the help of PDI/Enterprise, Mid PacPetroleum is doing business electronically and finding more time to focus on important business issues within the company.

Prior to joining Mid Pac, Dart was an industry consultant, identifying problem systems and recommending replacements. "With PDI/Enterprise, we've been able to make things so efficient," he says. "Every morning when we bring in our credit card transactions, all of our data comes to us in one file. We import that as well as import a file for the bank. We run accounts payable, and we pay our dealers, resellers, marketers - and we also get paid ourselves - in about seven minutes every day."

Doing business on the "mainland", Hawaii-based Mid Pac is presented with a unique set of challenges. Despite a time difference of four hours, Dart says, "My IT Department and I have never seen a company that came anywhere close to PDI in customer support. It's impressive."

Dart first attended The Industry Event and the PDI Users Conference in 2005 and attended again in 2006. "Back in 2005 I realized that we were one of the first companies fully utilizing PDI/Enterprise. We can't imagine working with any other system. We're happy with where we are and where we're headed with PDI."

