

**CUSTOMER**

The Hydaker-Wheatlake Corp.

INDUSTRY

Specialty Contracting

LOCATION

Reed City, Michigan

SYSTEM

Sage Timberline Office

Accounting sparks new efficiencies for Hydaker-Wheatlake

Hydaker-Wheatlake, a Michigan-based specialty contractor specializing in building power lines, substations and communication towers, shared accounting software with a parent company in the distribution industry. The software lacked flexibility and the arrangement turned out to be a poor match for Hydaker-Wheatlake's unique construction requirements.

Automated accuracy

"Sage Timberline Office is easy to customize, regardless of our unique place in the industry. That's important to us," says Denise Herweyer, controller of Hydaker-Wheatlake. "That's one of the key reasons why we chose it."

With the former software, Hydaker-Wheatlake typed all its invoices and had to create a spreadsheet to manually track how much had been billed previously. Using the Office Contracts and Billing modules completely automated the process, plus allowed the company to increase its accuracy, Herweyer says.

Sales volume doubles

"The efficiency has actually helped us double our sales volume," Herweyer points out. She adds that the current system enables the one person who handles all the billing to switch from all kinds of time-consuming and menial tasks to far more productive ones.

Value of custom reports

As a union employer, Hydaker-Wheatlake has many obligations, including paying the union retirement benefits and dues, things the company found complicated to do under its old software. The Accounting application, with its customizable reporting features, makes it easy for the company to generate specialized monthly reports and keep the union paid on time, Herweyer says. The reporting features also help in the bidding process, she says. "Because we're very labor intensive, payroll is one of the key factors in gathering the information necessary for us to put a bid together and be competitive," Herweyer says. "Sage Timberline Office has really helped us in that we can track all of our costs associated with payroll and be more competitive in the bidding process."

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