

Client

Alexander Wagner Co.,
Inc.
awagnerco.com

Type of Business:

Equipment rental, repair
service and sales

Number of Locations: 1

Number of Employees:

17 (hire employees on a
weekly basis as needed)

AccountMate Users on System: 9

AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- General Ledger
- Inventory Control
- Manufacturing
- Purchase Order
- Sales Order

“The AccountMate financial management system is a huge time saving tool for us. In 1986, we had three people doing just 20.5% of the volume we do in 2012. Today, one person does all of the accounting work, and we have five times the business.”

– Alex Wagner,
President, Alexander
Wagner Company

Equipment Rental Company Grows 500% and Reduces Accounting Staff While Using AccountMate

Founded in 1950, Alexander Wagner Company, Inc. originated as a mason contractor building house foundations, fireplaces and porches. In 1960 the business had evolved into building large industrial manufacturing buildings and mid-rise commercial buildings. Over the decades, the company continued to grow, specialize and diversify.

Today, Alex Wagner Company, Inc. operates three companies: one provides concrete pump rentals for industrial usage, the second company provides rentals on a smaller scale and the third manages the sale and service of concrete part pumps.

With the largest concrete pump rental fleet in the New York metropolitan area, the company rents almost everything from 10 yards per hour trailer pumps for block fill and grouting to 260 yards per hour boom pumps. They are also the largest supplier of plaster pumps and fireproofing pumps with a rental fleet of units ranging from 2 gallons per minute to 21 gallons per minute.

Overall, Alexander Wagner Company has been servicing the construction industry of over 60 years, concrete pump rentals for 40 years and plaster pump rentals for 15 years. Equipped with substantial industry experience, sound business practices and a knowledgeable staff, the team at Alexander Wagner Company knows how to build a sustainable business from the ground up.

With the demand for Alexander Wagner’s products and services increasing over the years, tracking equipment, operator availability and job costs became more challenging. Employees spent valuable time and human resources each month managing schedules. Maintaining equipment service records compliant with EPA regulations was inefficient and time consuming with the companies growing fleet of service and rental vehicles.

As Alexander Wagner grew from a mason contractor to an industrial concrete equipment rental provider and global parts distributor, they quickly outpaced their technology infrastructure. As a result, the company required a cost-effective business solution for managing its growing infrastructure.

Working with Microtask Consulting, Inc., an AccountMate Business Partner that has a well-deserved reputation for providing cutting-edge business solutions, the company installed AccountMate SQL due to its multi-company capability and scalability. By installing and customizing their AccountMate system, Alexander Wagner had a modifiable solution that provided superior flexibility for their growing business.

Multi-Company, Multi-View Capability

While all three companies are separate entities owned by the same family, all three have independent accounting systems within AccountMate. AccountMate’s multi-company feature allows organizations to add up to 990 different companies without consolidating General Ledger accounts. With multi-view capability, Alexander Wagner employees can toggle between companies and view cash receipts, payables, receivables and other accounting transactions in real-time and without any system delays. AccountMate’s standard drill-down capability permits instantaneous viewing of account and transaction detail. System-wide tracking of data changes provides a comprehensive audit trail for all three companies at any given time.

Recalls Alex Wagner, President of Alexander Wagner Company, “this system is a huge time saving tool. In 1986, we had three people doing 20.5% of the volume we do in 2012. Today, one person does all of the accounting work, and we have five times the business.”

Maximum System Flexibility

The next step in the company's technology make-over included an overhaul in the placement, tracking and overall management of jobs company-wide. Previously, Alexander Wagner Company was burdened with job-costing inadequacies which directly impacted the company's bottom line.

To solve these challenges, Microtask Consulting built an efficient, highly customized scheduling system within AccountMate that allows employees to override equipment usage and book multiple jobs as needed, or block out equipment so it cannot be overbooked. This change maximizes system flexibility with minimum effort. With a comprehensive work schedule providing important job details, the sales team has overview of equipment usage, operator schedules and costs each day.

Utilizing iPad technology, the sales force can maintain, monitors and manages work schedules directly at the job site and avoid inefficient telephone calls or unnecessary trips back to the office. A job ticket outlines the work that is performed daily and can be copied directly onto an invoice the next business day without duplicating data entry. This change also allows Alexander Wagner Company to comply with certified payroll requirements and easily track employer payroll tax data, overhead costs as well as hours worked by personnel, job and location.

Federal Law Compliance

"Complying with EPA regulations has increased the cost of doing business by \$36,000 per vehicle, recalls Wagner." Company equipment is identified by a unique identification number, which enables maintenance and usage to be logged, tracked and systematically managed. When equipment is used for jobs and the invoice generated, the correlating equipment part numbers automatically transfer into the maintenance record files in Inventory Control.

By automating equipment maintenance tracking in AccountMate, required service is automatically flagged and Alexander Wagner Company can comply with mandated federal laws cost effectively.

About Microtask Consulting, Inc.

Since 1987 Microtask Consulting, Inc. has provided cutting edge business solutions. Microtask Consulting, Inc. can be reached at www.microtask.net.

About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or www.accountmate.com.

AccountMate Software Corporation

1445 Technology Lane | Suite A5 | Petaluma, California 94954 | USA
800-877-8896 | 707-774-7500 | www.accountmate.com