Hayden Concrete Casts Solid Accounting Structure With Sage 100 ERP

The precast concrete industry was in its infancy in 1957 when Julian Hayden, a renowned archeologist and geologist, started manufacturing utility products in Tucson, Arizona. Precast concrete items like manholes, grease traps, and catch basins quickly replaced cast-in-place products, since they allowed contractors to cut time during the digging, placement, and finishing stages of underground utility construction projects, especially at intersections and on highways.

Today Hayden Concrete Products is the largest supplier of its kind in Southern Arizona. It sells to local general contractors and uses special trucks to deliver its products, which can weigh many tons. More than 800 individual components are stored on a 10.5-acre yard adjacent to the manufacturing facility. From these, products are assembled to order. For example, a manhole that must be 20 feet deep might require five different items, all of which are kept in stock for prompt assembly and delivery.

Beyond Sage BusinessWorks Accounting

Cathy Marks watched the company grow during her 13 years as bookkeeper at Hayden Concrete with the help of Sage BusinessWorks Accounting as its accounting system. Finally, the company grew too large and complex for the package.

"I'd hoped to move to Sage 100 ERP* after hearing about it in 2001 but was afraid that the transition would be prohibitively expensive," she says. "So we looked at the many options available to us in accounting software. To my surprise, Sage 100 ERP had come out with a special edition for previous Sage BusinessWorks Accounting customers. This made our selection process simple, since the implementation would be both easy and affordable." Sage 100 ERP and Sage BusinessWorks Accounting are both from Sage.

Marks prepared carefully for the conversion so the new system would work exactly the way she wanted. "A little planning up front makes a world of difference," she advises. She redesigned the chart of accounts and adjusted the general ledger to permit streamlined data extraction. She also set up the payroll system to handle multiple earning and deduction codes, including certified payroll and workers' compensation categories.

*Sage 100 ERP was named Sage ERP MAS 90 when Hayden Concrete initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
Hayden Concrete

Industry
Manufacturer of precast concrete products

Location
Rillito, Arizona

Number of Locations
One

Number of Employees
53

System
Sage 100 Standard ERP

Challenge

Original software could no longer support company's growth; for instance, a huge line of manufactured parts required manual inventory counts, taking 30+ man-days.

Solution

Sage BusinessWorks Accounting Special Edition of Sage 100 ERP, with full suite of accounting and manufacturing modules.

Results

Savings of at least 20 man-days on annual inventory check, plus 10 percent of time previously spent on payroll; streamlined chart of accounts provides structure to accommodate future growth.

Sage 100 ERP | Customer Success

"Our consultant used Sage 100 ERP Data Migrator to convert all of our information from Sage BusinessWorks Accounting to Sage 100 ERP," Marks says. "We backed up everything, and our reseller reloaded it all. The final step was doing a year-end inventory count, after which we closed out Sage BusinessWorks Accounting, printed our reports, and put the final dollar totals into Sage 100 ERP. Payroll figures rolled over instantly."

The improvements have been dramatic, especially in inventory management. "As we've grown, our inventory has become really large, beyond what Sage BusinessWorks Accounting could process effectively. We were spending about 30 man-days on our year-end inventory check," says Marks. "We'll never have to do that again, because Sage 100 ERP is lightning fast, even for our quantities of data. We merely conduct a spot check once a month to verify that our counts are accurate. The new system also helps us create histories of our various products, determining which are our best movers. This allows us to manage our inventory in a more strategic manner.

"Sage 100 ERP trimmed at least 10 percent from the time I spend on payroll," she continues. "Preparing Davis-Bacon wage information for the Department of Labor is now a breeze. The system calculates everything automatically for our quarterly workers' compensation reports. In the past we spent a lot of time breaking payroll into workers comp labor groups, which had to be done by hand."

Marks recommends upgrading to Sage 100 ERP to other manufacturers experiencing growth. "I'm really glad we made the move," she says. "The transition went very smoothly, much better than we had expected. If you want detailed inventory information, then Sage 100 ERP is definitely the way to go."

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>
> Cathy Marks, bookkeeper
> Hayden Concrete

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