

# Shallow Ford paves the way with Sage Fixed Assets



Shallow Ford Construction Company (SFC) is one of the largest excavation contractors in Central Texas, specializing in excavation, grading, and paving services for more than 36 years. The company handles work for the Texas Department of Transportation, as well as commercial, industrial, residential, subdivision, and public school projects, performing site layout and engineering, site clearing, demolition, mass excavation, concrete, drainage, and structure installation.

Every day, SFC moves between 1,500 and 2,000 tons of material. As Edwin Tyroch, company controller, puts it, “We’re always the first guys at a construction site, doing grading and leveling. And we’re sometimes the last, too, when we come in to finalize the parking lot and topsoil for landscaping.”

SFC also operates two quarries—one for concrete and asphalt products, and another for crushed limestone products. It supplies concrete rock, larger rock, and various gradations of limestone, operating light and heavy equipment, from box blade tractors, motor graders, and water trucks to big scrapers, dozers, and front-end loaders.

## Rocky road with old software

“The software we used before Sage Fixed Assets—I won’t mention their name—was barely meeting our needs,” says Tyroch. “We’d been growing fast and knew we had to upgrade to meet our future goals.”

SFC converted to Sage Fixed Assets, along with Sage 300 Construction and Real Estate (formerly Sage Timberline Office), for a truly professional end-to-end solution. “We have almost 100 pieces of big machinery, and we track and depreciate it all with Sage Fixed Assets—Depreciation,” says Tyroch.

## Challenge

Former software could not handle business growth and did not include specialized applications needed for tracking depreciation, the acquisition and disposal of assets, and job costs.

## Solution

Sage Fixed Assets, along with Sage 300 Construction and Real Estate (formerly Sage Timberline Office).

## Results

Enhanced business growth by providing outstanding depreciation tracking, improved report generation, and provided smooth software integration.

## Customer

Shallow Ford Construction Company

## Industry

Construction

## Location

Temple, Texas

## Number of locations

Four

## Number of employees

190

## System

Sage Fixed Assets

## Modules

- Sage Fixed Assets—Depreciation
- Sage Fixed Assets—Reporting

“Sage Fixed Assets paid for itself in the first year we used it . . . We frequently recommend Sage Fixed Assets and Sage 300 Construction and Real Estate to others, including our subcontractors.”

Edwin Tyroch  
Controller  
Shallow Ford Construction Company

### Tracking more than trucks

Big machinery covers the excavators, scrapers, motor graders, water trucks, and compaction rollers used on construction sites, as well as the loaders and rock trucks in SFC's mining operations. All other high-cost assets are managed with Sage Fixed Assets as well. This includes office equipment, light trucks, and leasehold improvement buildings.

In addition, SFC uses Sage 300 for accounts payable, accounts receivable, contract billing, pay requests, and invoices for its contract jobs. The company also uses the Job Cost module to track job costs, the Equipment module and Sage Fixed Assets to track fixed assets, plus the general ledger to produce financial statements.

Soon, SFC plans to implement the digital imaging feature in its Sage system. "It will be fantastic to store images of all our pieces of equipment," says Tyroch. "We'll be able to keep even better track of our assets."

### Rolling out reports

An important element of the Sage Fixed Assets solution has been Sage Fixed Assets—Reporting, which SFC uses for depreciation, totals, new assets, and quarterly acquisition reports.

"We can generate all sorts of reports, including assets by type," comments Tyroch. "When we do our local property tax each year, we easily generate a report to show which assets we still own and which have been disposed of, saving a great deal of time."

### Linking to Sage 300 Construction and Real Estate

Sage Fixed Assets is valuable to SFC in another area, too—the ability to be used in conjunction with Sage 300 Construction and Real Estate financial software and other industry-specific packages. "Sage Fixed Assets and Sage 300 Construction and Real Estate are great together, because there are few limitations to their use. They integrate well and are also able to communicate key information to and from other software," says Tyroch.

"For instance, you can use them as core packages and still make them work with specialized applications, such as the heavy-duty construction scheduler required by our estimators or the timesheet information from our payroll software," he continues.

### Seamless integration

The integration has been important for bottom-line savings. "We have trimmed at least an hour each month from our administrative workload because we post Sage Fixed Assets depreciation data directly into the equipment module," says Tyroch.

"We have cut at least three more hours off the time it takes to close the books at the end of the month in Sage 300 Construction and Real Estate due to the integration of the two products," adds Tyroch. "These and other efficiencies resulted in Sage Fixed Assets paying for itself within a year of implementation."

### Streamlined depreciation

"My job is much easier since the switch to Sage Fixed Assets, because I no longer need to print out depreciation data and reenter it into Sage 300 Construction and Real Estate," Tyroch adds. "I just import it with a few mouse clicks, and I'm ready to go. Sage Fixed Assets has been a very helpful tool in streamlining our depreciation processes."

Tyroch has been so pleased with the new system and its efficiencies that he has become an advocate. "We frequently recommend Sage Fixed Assets and Sage 300 Construction and Real Estate to others, including our subcontractors," he notes. "It's great to be able to say we've finally found a system that truly meets a contractor's needs."

### About The Sage Group, plc

We provide small and medium-sized organizations with a range of easy-to-use, secure, and efficient business management software and services—from accounting and payroll to enterprise resource planning, customer relationship management, and payments. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has over 6 million customers and more than 12,700 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia, and Brazil.

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