

Customer Case Study

Treste Hire and Sales

Website: www.treste.co.uk

Company Overview

Since 1999 Treste Hire and Sales has provided a range of industrial welding and lifting equipment including Mig welders, generators, compressors, lifting towers and cutting equipment to its customers, from large power stations to smaller one man businesses. This Chesterfield-based company claims it can supply almost anything that's needed on site, from a tea pot to a fork lift truck.

The Challenge

In a typical month, Treste was printing and posting hundreds and hundreds of routine invoices, statements and despatch notes for equipment sales and plant hire orders. This was a laborious, very time consuming task and it was always difficult and expensive to recruit good office staff. Sending out invoices would take two whole days every month for company secretary Mags Kay.

Some of Treste's largest customers would be sent a package of perhaps 30 – 50 invoices in one go, which their staff would have to sort through manually and verify with 5 or 6 different site managers against order numbers. Posting out batches of documents proved to be very slow and the post unreliable and often required the customer to spend time processing and forwarding documents to different sites on receipt.

The Solution

Nottingham business partner inspHire suggested Treste have Spindle Professional for three users, linked to its existing accounting system, so this was installed and set up in January 2011. As well as being used for invoices, Spindle Professional is now being used for statements, despatch notes and to confirm orders. About two thirds of Treste's customers have all their documents emailed to them.

Treste's auditors have also commented that Spindle Professional has been a good tool to install.

TRESTE
HIRE & SALES LIMITED

"There's no doubt about it - Spindle Professional has been a winner. Spindle saves you time - waiting for the post, printing and time on the phone chasing for payment. It's also saving our customers valuable time too."

Mags Kay, Company Secretary,
Treste Hire and Sales

The Results

- > Does in 2 hours what previously took 2 days
- > £2,500 investment recouped quickly in first year – in time saved alone
- > Very helpful to Treste's customers and, in turn, helps streamline both businesses
- > Far less paper, printed stationery, envelopes and postage – saves money and also better for the environment

What Treste Has to Say

Mags Kay, Company Secretary, Treste Hire and Sales:

"There's no doubt about it – Spindle Professional has been a winner. inspHire are savvy and they gave us down to earth, common sense advice which is just what you need. We're a small family business and we've had to get used to it because it's different, but what I'd say to other small businesses like ours is don't be afraid of it. Spindle saves you time – waiting for the post, printing and time on the phone chasing for payment. It's also saving our customers valuable time too. They think it's great. It's all on email now – you just get it all set up and, bingo, it's done."

Treste Hire and Sales Facts

Activity: Industrial Welding & Plant Hire

Web: www.treste.co.uk

Based: Chesterfield, UK

Reseller: inspHire www.inspHire.com

Key Benefits

Dramatically reduces costs - document delivery by email and fax

Creates a more professional image with your company logo and branding on outgoing documents

Saves money and waste - you can use plain paper in place of pre-printed stationery

Flexible - allows you to automatically add terms and conditions or seasonal or promotional messages

'Intelligent' - pre-programmed to fax, email, print or store your documents automatically for instant retrieval whenever you need them

Spindle Professional works with major accounting systems including Sage 50, Sage Line 100, Sage 200, Microsoft Dynamics NAV (Navision), Microsoft Dynamics GP (Great Plains), Pegasus Opera II, Access Accounts, SAP Business One and more. Also works with almost any application that will print, such as Microsoft Word, Excel, Access, ACT! and Crystal Reports.

Product Range

Spindle Professional is one of a range of products available from Draycir, specialists in document distribution and credit management solutions.



Spindle
PROFESSIONAL



Credit
HOUND



Credit
GUARDIAN

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