



CUSTOMER SUCCESS STORY

CUSTOMER

Commercial Ullman
Lubricants Co.

INDUSTRY

Lubricant and fuels distributor

LOCATION

Cleveland, Ohio

Number of Locations

Four

Number of Employees

120

SYSTEM

Sage Abra HRMS

**Sage Software Products
in Operation**

- Abra HR
- Abra Payroll
- Abra Attendance

Commercial Ullman Lubricants Co. Switches to Sage Abra HRMS

Commercial Ullman Lubricants Company (CULC) offers a comprehensive line of heavy-duty Exxon/Mobil lubricants for almost any industrial, automotive, or commercial vehicle application. They also carry a full line of metalworking fluids, such as coolants, cleaners, drawing compounds, and rust inhibitors. CULC processes payroll for its sister companies, Ullman Oil Company and SVO, Inc., which deliver high-quality fuel products, including home heating oil.

Until a year ago, CULC had manual time clocks at its four locations. It took two days to gather data from time cards, fax information to headquarters, enter it into Paychex software, and transfer applicable data to spreadsheets in human resources. "It was really time-consuming and costly," says Tonya Routhieaux, HR manager.

Smoother Payroll Processes

CULC found Sage Abra HRMS while searching the Internet for a better payroll system. To their delight, Sage Abra HRMS not only automated their payroll processes, but it also tracked attendance and interfaced



seamlessly with records in HR. At the same time, CULC installed TimeStar, software that uploads timeclock data from swipe cards every night to Sage Abra, eliminating manual calculations.

"Before, it took me three days to process payroll for each of our three companies, something we did every two weeks," says Routhieaux. "Now I can finish all three payroll runs in a single day."

Less Paper, More Power

Rick Haines, controller, has seen other important efficiencies. "Instead of rummaging through filing cabinets and stacks of paper, now Sage Abra stores our

CHALLENGE

Former Paychex and spreadsheet system required manual time card input and did not integrate with HR database, creating costly delays.

SOLUTION

Sage Abra HRMS solution, including Abra Payroll, Abra Attendance, and Abra HR, creating an end-to-end solution and eliminating double-entry of data.

RESULTS

Time to process payroll cut from three days to two hours, resulting in savings of seven days of labor every month across CULC's three companies; bottom-line improvement of \$10,000 a year.

"We calculate that Sage Abra is saving us about \$10,000 a year through time savings and other efficiencies. We're definitely glad we implemented it."

—Rick Haines
Controller
Commercial Ullman Lubricants Company

employee data electronically. This means we can access information at the click of a button, including data on employees' addresses, attendance, review dates, salary, and Department of Transportation requirements for drivers. Abra HR saves us a huge amount of time whenever managers request information on a person's sick days or vacation time—something that occurs almost daily. We're also more accurate, because entries are made automatically."

He notes that employees like Sage Abra because of its flexibility. Checks can now be cut on demand rather than waiting two weeks for the next payroll run. Bonus checks can be run the same day.

Reports and Remote Access

Sage Abra also provides powerful reporting features with Crystal Reports®. Routhieaux recently received training on the report writing tool, and will soon be preparing custom quarter-end reports on employee earnings using date-sensitive extraction capabilities in Crystal to analyze data from Sage Abra.

Routhieaux appreciated the remote access capabilities of Sage Abra when she went on maternity leave. "I could dial in and use the system from home, which made it easy for me to do paycheck runs and keep everything running smoothly in my absence," she says.

Converting to Sage Abra was made easy by CULC's business partner. "Other groups hit us with a hard sell," says Haines. "Instead, our Sage Abra partner listened to what we wanted, understood our needs—which were rather confusing at the time—and helped us with a solution. They knew their product extremely well, and were able to bring the whole thing together for us. And they've been there for us ever since, providing us with training, working through pilot payroll runs, and even getting me up to speed on specific features when Tonya was out on leave."

Both Haines and Routhieaux are convinced that their decision to use Sage Abra was the right one. "We calculate that Sage Abra is saving us about \$10,000 a year through time savings and other efficiencies," says Haines. "We're definitely glad we implemented it."

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



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Corporate Offices

Orange County, California 23161 Mill Creek Drive Laguna Hills, California 92653 Phone: (949) 583.9500 Toll Free: (800) 425.9843 Fax: (949) 583.0649 www.blytheco.com	Atlanta, Georgia 1100 Johnson Ferry Road, Ste. 450 Atlanta, Georgia 30342 Phone: (404) 841.6240 Toll Free: (800) 455.1368 Fax: (404) 841.6243 solutions@blytheco.com
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