

Case Study

H.J. Martin and Son

Specialty contractor uses electronic expense tracking to boost AP efficiency and benefit traveling employees.





CASE STUDY



H.J. Martin and Son is a specialty contractor with services in residential and commercial flooring, floor care, glass and glazing, walls and ceilings, commercial doors and hardware and millwork installation. Headquartered in Green Bay, WI, H.J. Martin is a family-owned company now in its fourth generation, and an active member of its home community in Green Bay and throughout Northeast Wisconsin. Their contributions to major community assets include the P.H. Martin Webster Sports Complex and the Packers Heritage Trail.

Challenges

Like many specialty contractors, H.J. Martin and Son have numerous field employees across many locations who need to make business-related purchases with a company credit card. With over 300 cards in circulation and a numerous transaction being made, managing receipts had become a huge problem that required significant time and resources. H.J. Martin and Son needed the integrated expense management tool that their former provider promised, but never delivered.

Their struggles did not end there. Many attempted transactions were declined—especially for travel, resulting in field employees stranded on location and frustrated with the limited support offered by their provider. H.J.

Martin and Son realized they needed a solution that would be convenient and secure for their workers, while saving time and money.

Solution

H.J. Martin and Son consulted with Corpay Commercial Card (formerly Comdata) to learn whether their specialized payment solutions can meet the contractor's business objectives and improve operations. After analyzing H.J. Martin and Son's AP function, Corpay Commercial Card implemented a two-part solution to address both expense management and in-the-field purchases:

- **Expense Track**, Corpay Commercial Card's expense management tool, streamlined the collection of receipts from the field. The solution's automated reporting function enables employees to manage receipts more easily while maintaining an expense compliance framework that helps minimize fraud and saves time in tracking expenses. Corpay Commercial Card provided a team to integrate the tool directly to H.J. Martin and Son's existing accounting system, allowing the firm to maintain all of their existing processes and workflows.

- H.J. Martin and Sons also introduced a **Corpay Corporate Card** program to function as both a purchasing card and a travel card. This unique solution delivers all the benefits of a traditional corporate card, purchasing card, and travel card on a single piece of plastic—complete with customizable settings and controls.

A Corpay Corporate Card was issued to all employees who make frequent purchases on behalf of the company.

Results

H.J. Martin and Son has exceeded the goals it had set for improving administrative efficiency and streamline expense management.

- **Eliminated chasing transactions and paper receipts**, saving the accounting staff many hours in processing time
- **Increased convenience and peace of mind** for employees who can now easily purchase fuel, travel, and supplies without having to submit a purchase order or get stuck in the field
- **Increased security and reduced fraud risk** with employee spending limited to authorized merchants within certain spending limits

“The time savings and added monthly rebates are great. A bonus was the implementation—we didn’t receive any kind of implementation support with our previous system, and now our Corpay (formerly Comdata) specialist gives us great ideas. We didn’t have to build anything ourselves—that’s an improvement over what we used before.”

Nikki Huth

Senior Accountant
H.J. Martin and Son



Easier employee purchases



Many hours saved by AP staff each month



Increased security and fraud mitigation

Simple and secure electronic payments backed by the highest level of service in the industry have made Corpay the leading choice for the enterprise. Contact our payment automation and card solution professionals for a demo at **1.800.COMDATA** or **payments@comdata.com**.

Corpay[^]