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Colorado Materials Industry: Landscape Supply

Entrepreneurs Meighan Kerr and her husband founded Colorado Materials in 2000, selling mulch, compost and other lawn care supplies to landscaping companies and municipalities. Constrained by slow paying customers and a limited line of credit, Kerr soon realized that steady cash flow would be critical for the company to reach its aggressive growth goals.

Kerr's local bank introduced her to BusinessManager financing as an alternative to carrying accounts receivable. Selling daily receivables to the bank made all the difference for her business. "With BusinessManager, we saw results immediately. I think it has been one of the best business decisions we've made," says Kerr.

Kerr affirms that the program has exceeded her expectations by facilitating growth, enhancing profitability, and providing peace of mind. "Overall, the growth has been astounding. Because we can pay vendors up front, we have built stronger relationships, which has worked to our advantage in many ways," says Kerr.

Conscious of the bottom line, Kerr declares that BusinessManager is well worth the world of business opportunities it opens for growing companies. "Our net profit percentage has increased drastically this year because of BusinessManager. I would recommend this program to any business like ours that is looking to expand, but needs improved cash flow to make that happen. For us, BusinessManager has been worth every penny."



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