

Measurable Results.® – **Manske Machinery**

The biggest thing that drew me to SVA would be their variety of people that work within the company, understanding our variety of businesses - sales, service and apartments. Somewhat different and you have to know the tax laws in each area. I felt other accounting firms were lost.

Manske Machinery, as a sales company, was started and founded in 1989. My father, Pat Manske and myself, Fred Manske, we founded the company. We were selling commercial equipment from overseas. After selling several pieces of equipment, it was a natural to get into the installation of the machinery. So we started installing the machinery and we hired a service technician. The company was starting to grow a little bit and getting some traction financially, so what we did is we actually bought residential apartment buildings. So we started with a 40 family apartment building which Pat Manske still owns today. When we came to SVA, I was looking at a purchase of a 4.5 million dollar apartment building. And my father, Pat Manske, was gonna be the partner in the business because we were partners in all the other businesses. In looking at it, the financials on the existing building were so messed up that we wanted to have an outside firm look at it because the firm we were dealing with at that time did not have the ability or credibility, with me or the bank, of making a decision of that size for our family.

What we basically did with SVA is they took us through a nice slow process of a financial overhaul from start to finish, from software to processes. And at today's date, we know exactly where they are on a daily or monthly basis financially, where before it was unclear. And they also trained our personnel, which now is saving us a lot of money on our tax returns. Now that we have the business up and running and we feel we're comfortable with what's happening every day, SVA is helping us with the next level of our business which would be concession planning for all aspects of the business. As well as securing long-term contracts with key employees so that we can have a strength within the company and have people that want to be within a company. The way I look at SVA, which I think some people would not see it this way is, they're a partner of ours. And you have to be willing to work with them, and they're gonna bring new ideas, new accounting ideas, as well as new processes that made us much more profitable in the area of understanding where we were on a daily basis. SVA was one of the most positive steps our company made to ensure future growth for generations.

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