

The Business

William Wallace Professional Apparel was founded in the spring of 2005. Karl Wallace, Founder, had been in the apparel business all his life and decided to use that knowledge to launch his own company. The company started as a distribution company for uniform raincoats and has now expanded to include men's apparel.

The Challenge

As with many entrepreneurs, Karl understood the sales side of his business. As a matter of fact, he is an expert in men's apparel. Karl had hired someone to assist in the set up of the accounting system; however, they could not devote enough time and attention to the growing business. The company needed someone that would manage the day to day tasks such as packing slips, invoices, accounts payable and receivable. He needed access to accurate inventory records, reports and just a general sense that his financial operations were being handled properly.

The Sooter Solution

Sooter Consulting stepped in to become the accounting department handling everything from processing orders daily to management of accounts receivable and payable. Karl receives on-going communication about the status of his business.

The Result

Karl is able to focus on what he does best - selling apparel. He is confident that the behind the scenes work is being processed accurately. He is able to get reports that help him determine what is selling, what he needs to order, who he owes money to and who owes him money. The end result is peace of mind.

Key Solutions Provided by Sooter Consulting

- ◆ Daily order processing
- ◆ Accounts payable and receivable
- ◆ Managed inventory process

