

# Online50: The Road Ahead for Booth Ainsworth and Robert Walker (Haulage)

Robert Walker Haulage Limited (RWH) is a specialist haulage firm. They are the largest independent transporters of forklift trucks and associated equipment in the UK. RWH was established in 1935 and became a limited company in 1957. Their pedigree includes transporting Donald Campbell's world speed record holding 'Bluebird' Car and 'Bluebird' Boat whilst touring the UK for a road show exhibition. RWH has always been a family run business, and looks for long-term business relationships with its suppliers and clients.



Neil Walker (left) of RWH and Gary Cook of Booth Ainsworth

For many years, RWH's accountants have been Booth Ainsworth, (BA), South Manchester's leading independent accountancy firm. They are dedicated to the highest quality of client service. Their reputation has also been built on a progressive approach to technology to complement their service culture. BA are Partners of Online50, who provide Internet hosting for accounting and business software. This allows accountancy clients to access and work on data simultaneously at an interactive level. BA advised RWH that they would benefit greatly from the Online50 service. In fact, RWH have been so pleased with the Online50 service that they are now recommending it to others.

Online50 is proving a great success with accountancy

clients. Discerning business owners are choosing to use Online50 because it combines the SME Accounting package of choice, Sage Line 50, with the power of the Internet. RWH have benefited in a number of ways since embracing online accountancy.

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**Neil Walker, Director, Robert Walker Haulage**

Over the years, a trust has developed between RWH and BA who already provided their client with monthly management accounts.

Online50 has added new scope to this vital activity.

Gary Cook, a Partner at Booth Ainsworth explains, "We had been doing monthly management accounts onsite for several years, sending staff out to site to process the high volume of transactions entered by the client. However, there had been problems with data loss on Robert Walker's desktop installation of Sage, and this was an opportunity to introduce them to online accounting with the benefits of **built-in IT outsourcing** and **built-in business continuity**."

Now, Booth Ainsworth's team can process Robert Walker's data from their office in Stockport and at the same time, the haulier's staff can contribute to the process. All data input can be verified.

The client feels confident in the accuracy of the data appearing in their accounts including the vital management accounts in a business in which information is King.

Neil Walker, director at Robert Walker says: "Moving over to online accounting was made very easy by Gary at Booth Ainsworth. Now I don't have the worry of constant backups and data checking etc."

Neil Walker adds, "Another important bonus is that with a young family it gives me the

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flexibility to work from home when I need to" It seems that Online accounting has definitely been given the green light

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