

Case Study

Maine Drilling & Blasting

A fast-growing, employee-owned contractor simplifies expenses, cuts manual work, and earns bigger rebates with Corpay's card programs.





CASE STUDY



Industry: Construction
Vertical: Drilling & Blasting

Employees: 500+
ERP: Sage

Client Profile

Maine Drilling & Blasting (MD&B) started as a family-run business in 1966 and has since grown into a majority employee-owned company through an ESOP (Employee Stock Ownership Plan). With operations spanning a dozen locations along the East Coast, the company is expanding fast as demand for infrastructure, warehouses, and housing projects surges.

MD&B was already using Corpay Virtual Card to pay some of its vendors, bringing in about \$4,000 a month in rebates. But their credit card setup with another provider wasn't keeping up with their growth, and it certainly wasn't making life easier for their team.

Challenges

MD&B's crews are always on the move, traveling between job sites. To cover expenses on the road — hotels, meals, permits, fees, and materials — the company used a general-purpose credit card program. But there were some big headaches:

- **Too much manual work.** Managers had to key in GL codes for every transaction on their laptops, which was slow, tedious, and prone to mistakes.
- **AP was drowning in data entry.** With just two people handling accounts payable, the team spent up to three days every month manually re-entering expenses into Sage ERP. Overtime was common.

- **Employees were constantly borrowing credit cards.** Since only senior managers had cards, field supervisors often had to “borrow” a card to get things done, creating delays and security concerns.
- **No cash-back benefits.** Unlike Corpay Virtual Card, this program wasn't giving MD&B anything back.

Solution

Since MD&B was already benefiting from Corpay Virtual Card rebates, switching to Corpay's Commercial Card program was an easy next step.

- **Expense reporting on the go.** Corpay's app lets managers snap a picture of a receipt and tag the right GL code instantly, eliminating manual data entry.
- **Seamless integration.** Transactions flow directly into Sage ERP, so AP just reviews and approves instead of re-entering data.
- **Better oversight.** Consolidated reporting gives managers real-time visibility into spending, helping control costs and reduce fraud risk.

Results

With Corpay in the mix, MD&B has cut down on administrative headaches while tightening up financial oversight. Employees can now access the resources they need without jumping through hoops, and the

company is bringing in significantly more rebates — all without adding extra work for AP.

AP finally has a system that makes it easy to add new cardholders as MD&B grows. More managers and field supervisors now have their own company-issued cards, so there's no more borrowing or workarounds. That alone has made day-to-day operations smoother, cutting down on delays and giving the team better control over spending.

On the back end, AP has seen a major lift. Before, they were sinking up to three full days every month into manual data entry. Now, with expenses flowing automatically into Sage ERP, that time has been cut dramatically. Managers are also saving time — up to eight hours a month — since they no longer have to key in every transaction.

The financial impact speaks for itself:

- Rebates have jumped from \$4,000 to \$14,000–\$25,000 per month
- Real-time tracking gives MD&B better cost visibility and keeps overspending in check
- Cutting back on charge accounts has helped eliminate security and fraud risks
- The money saved goes straight back into the ESOP, increasing employee ownership value

“We are 51% employee-owned. Part of our strategic plan is to invest money back in our employees’ pockets at the end of the year. If we can save money by working more efficiently, and get rebates on things we’re already buying, that’s a big win.”

Amy Rexroth

Administrative Services Manager

About Corpay

Corpay is a global leader in business payments, helping companies of all sizes better track, manage, and pay their expenses. Corpay provides customers with a comprehensive suite of online payment solutions including Bill Payment, AP Automation, Cross-Border Payments, Currency Risk Management, and Commercial Card Programs. As the #1 B2B commercial Mastercard® issuer in North America, Corpay handles over a billion transactions each year. Corpay is part of the FLEETCOR (NYSE: FLT) portfolio of brands. To learn more visit www.corpay.com.



8 hours of data entry
time saved per month



Rebates increased from
\$4,000 to \$25,000 per month



Streamlined, digitized reporting
has created cost visibility