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Left to Right: Jay Rammes and Dave Phelps, Barnes Dennig, Jim Fuller, Danis Building Construction Company and Brian Harvey, Barnes Dennig

## Construction expertise, competitive fees and superior service prompts contractor to switch to Barnes Dennig

Company’s business was no longer big enough for Big Four Accounting firm.

For five years, Danis Building Construction Company, headquartered in Dayton, Ohio, worked with a large, international accounting firm for accounting, audit and tax preparation consulting. But in 2002, that Big Four firm revised its fee structure and subsequently informed Jim Fuller, CFO of Danis, that his company’s fees would be significantly raised.

“Basically our account wasn’t big enough for them,” recalls Fuller, whose company generated \$180 million in revenue in 2003. “It became obvious to me that we were going to have to pay a premium to have one of the big firms sign our statements. I didn’t personally think it was worth it.”

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So Fuller spoke with executives at both his company's bank and bonding company, and each suggested he consider a regional accounting firm instead. After interviewing six different companies in the Southern Ohio region, Fuller and his team decided to switch to Barnes Dennig.

Fuller was impressed with Barnes Dennig's presentation and their construction expertise, as well as with their competitive fee proposal. Although he offered Danis' former accounting company an opportunity to bid on the business, they priced themselves far above the regional firms.

"I don't believe Barnes Dennig was the lowest fee necessarily, but they were competitive," Fuller says. "Of course, fee is always part of the decision, but we wouldn't go with an accounting firm that we were uncomfortable with because they had a lower fee."

In addition to paying less for the same accounting, audit, and tax preparation services, Fuller feels he gets far superior service from Barnes Dennig than what he experienced from the Big Four firm he worked with previously.

"When we worked with the large, international firm, it seemed like they would send out different people every year. They were frequently very young and fresh out of school, so they weren't familiar with our company, nor were they as experienced with audit work in general," Fuller notes. "We were always having to train their people, basically."

In direct contrast, Barnes Dennig's construction-focused niche team is highly-competent and well-seasoned in both accounting and construction expertise—much more so than the firm he worked with in the past, Fuller says.

"Many companies have the perception that a large firm will give them the best service," observes Jay Rammes, a Barnes Dennig director who works closely with Danis. "But as Danis Building found out when they went to us—a smaller firm, much smaller than the mega-firms—they in fact receive superior service."

Gone are the repeated questions about Danis and its business that Fuller found himself answering not just every year, but often several times in the same year. Instead, the CFO and his team feel they receive a superior level of personal service from Barnes Dennig. Not only do audits run much more smoothly, they also take considerably less time than in the past.

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