



Fiberglass Coatings



CASE STUDY



“We save thousands upon thousands of dollars by using Avalara AvaTax within VAI S2K ERP. The time it saves us on tax matters allows us to focus on what really matters: taking care of our customers. We couldn’t imagine life without Avalara and VAI.”

“ Jeff Hargrove,
President, Fiberglass Coatings



HIGHLIGHTS

- Automated tax calculations and compliance across 50 states
- Simplified preparation and remittance of tax returns
- Minimized errors and risks of penalties
- Seamlessly integrated Avalara AvaTax with VAI S2K ERP
- Achieved end-to-end efficiency and reduced labor costs
- Easier, more reliable tax compliance using VAI's API

Established
1961

Located
St Petersburg, Florida

Industry
Wholesale Distribution,
Durable Goods

Requirements
Tax and Compliance, API
integration

THE COMPANY

[Fiberglass Coatings](#) is Florida's largest independently owned composites distributor, reaching customers in all 50 states across the US. The company serves thousands of B2B clients in industries such as marine, construction, and recreation, and offers direct-to-customer sales through its retail branches and e-commerce platform.

With over 100 employees, 3,000 square feet of warehousing, and a valuation of \$65 million, Fiberglass Coatings offers an extensive inventory of polyester and epoxy resins, gelcoats, fiberglass fabrics, and coring materials for both original equipment manufacturers (OEMs) and DIY customers. Backed by a technical team with decades of hands-on experience, the company prides itself on delivering superior service, pricing, and products to help customers achieve their goals.

As President Jeff Hargrove explained, "We take care of our customers with the greatest of pride."

THE SOLUTION

When Fiberglass Coatings first expanded beyond Florida into new markets, managing tax compliance became increasingly complex. Navigating Nexus requirements while accurately calculating, reporting, and filing taxes correctly across diverse jurisdictions was a formidable challenge.

“The exposure you face by not filing taxes correctly is immense,” Hargrove said. “Penalties, fines, and the potential for overpaying were all risks we couldn’t ignore. But handling all of this manually was overwhelming for our team.”

The team leveraged [VAI’s S2K ERP](#) solution to optimize their operations and accounting, so they set out to find a tax solution that would offer a seamless integration. After evaluating multiple options, they chose [Avalara AvaTax](#), a robust platform that automates tax calculations, reporting, and filing while ensuring compliance with thousands of tax jurisdictions worldwide.

Thanks to the flexibility of VAI’s APIs and integration capabilities, connecting third-party applications that drive business success, like AvaTax, is surprisingly easy.

“The integration was seamless,” Hargrove said. “VAI’s support team helped us every step of the way, ensuring we were fully integrated and compliant, making it a turnkey experience.”

Fiberglass Coatings now uses AvaTax to automate the preparation and remittance of tax returns, as well as streamline compliance through its SST (streamlined sales tax) functionality. This feature is particularly useful for simplifying tax obligations in participating states. VAI’s API enables real-time tax calculations during transactions, leveraging AvaTax’s extensive database of tax rates and rules for up-to-date compliance.

The team has had minimal maintenance, and even during a recent upgrade from S2K ERP version 5.5 to 6.2, the integration functioned flawlessly, reinforcing its reliability.

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THE RESULTS

With Avalara AvaTax integrated into its VAI S2K ERP, Fiberglass Coatings enjoys a smooth and stress-free tax compliance process, reducing manual intervention and costs while improving accuracy and efficiency.

“Having automated tax compliance and calculations saves us significant time, effort, and money,” Hargrove said. “Without this integration, we would have needed at least one full-time employee to handle our taxes manually, not to mention the potential fines from errors or missed filings.”

By eliminating the need for a dedicated tax compliance role, the business saves tens of thousands of dollars annually and mitigates the risk of costly penalties.

“We save thousands upon thousands of dollars by using Avalara AvaTax within VAI S2K ERP,” Hargrove said. “It’s almost incalculable how much money we’ve saved just by implementing this solution.”

Since implementing Avalara AvaTax through VAI’s ERP solution, Fiberglass Coatings has been able to:

- Automate tax compliance across multiple jurisdictions to reduce risk and avoid penalties
- Eliminate the need for manual tax calculations, saving time and improving accuracy
- Stay compliant with ever-changing tax rates, rules, and exemptions without manual updates
- Reallocate resources from tax management to other strategic initiatives
- Achieve seamless integration with its existing VAI S2K ERP system for end-to-end operational efficiency
- Focus on business growth with confidence that tax compliance is fully managed

“We couldn’t imagine life without Avalara and VAI,” Hargrove said. “It’s a very important part of how we conduct business. When I go to sleep at night, I know I have this portion of the business covered.”



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for Manufacturers and Distributors

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