

Breaking the boundaries of productivity

Background

Dmyterko Enterprises Ltd. has been serving the excavation needs of the city of Prince Albert since 1976. The company provides a variety of earthworks services, such as basement excavation, sewer and water installation, snow removal, and delivery of topsoil, sand and gravel. Completing these tasks requires a fleet of vehicles and machinery, which includes excavators, loaders, backhoes and trucks. Perry Dmyterko is the second generation to run the business, and his parents, Ed and Anne Dmyterko, are still very much involved. Thanks to their quality work and outstanding relationship with the community, Dmyterko Enterprises won the Samuel McLeod Legacy Award in 2008, which honoured their 32 years of service.

Challenge

Dmyterko's business relies on providing accurate, timely estimates for customers. In the past, Perry would complete the measurements and arrive back at the office to do the estimate only to find he had additional questions or needed more information. To help streamline the process, he began carrying a laptop in his truck. This allowed him to prepare estimates onsite. However, since he was out of the office more, his email and faxes would pile up at work. Perry realized he needed a solution which would enable him to connect to the internet and his email from his truck.

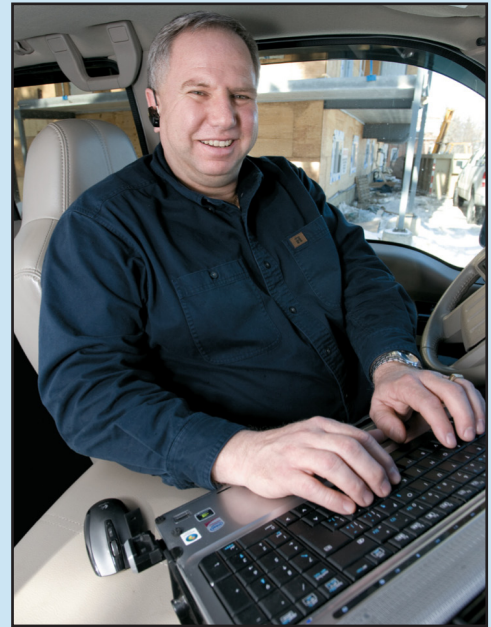
Solution

To solve his problem, Perry Dmyterko visited his local SaskTel Dealer, G & L Mobile Communications, who set him up with a wireless modem for his laptop. "I was up and running in less than 5 minutes," Perry says. "It was very easy."

Dmyterko Enterprises already had their cell phones with SaskTel and a great relationship with the dealer, but the recent speed upgrades to the SaskTel wireless network sealed the deal. "The service in PA is phenomenal. Anywhere I can get cell service, I can get a signal," says Perry. "Even when we were travelling this winter, I would stick to my wireless modem instead of using the hotel's internet because it was faster and a lot less hassle."

The SaskTel Wireless Modem service helps Perry keep in touch with the office by receiving his faxes and other correspondence by email. He is also able to complete and email quotes directly from the site, which saves driving time and gas expense. It's great for customer service as well. "If there are two or three people pricing the same job, I can get my quote to the customer faster," Perry explains. And in the excavating industry, efficiency can make or break a deal.

The wireless modem is rugged enough to stand up to the rigours of the job, and has become an important part of doing business for Perry Dmyterko. "Wireless Modem service is a very efficient service. I think it's something that's a necessity, as much as a cell phone," Perry says. "It's something everyone should consider, and really is the future of business."



"I know there are other providers in Saskatchewan but their range and service, SaskTel is by far the best."

Perry Dmyterko
President
Dmyterko Enterprises Inc.

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