



**AccountMate**  
Customer  
Success  
Story

## AccountMate

### Customer

Renfro Foods, Inc.  
www.renfrofoods.com

**Corporate Profile**  
**Headquarters and**  
**Manufacturing**  
Fort Worth, TX

**Type of Business**  
Food Manufacturer –  
Salsa, Relish and  
Sauces

**Number of Locations**  
1

**Number of Employees**  
27

**Annual Revenue**  
\$12mm

**Computer System**  
Accountmate and  
Tamlin's Manufacturing  
software. Local  
Windows Terminal  
Server 2003  
environment. Remote  
access via VPN/RDP.

**Users on System**  
10

**AccountMate Modules**  
AR, AP, SO, PR, SO, BR,  
PR, GL

## New Clients and Laws Move 65 Year Old Company into High Tech

A 65-year-old company moves into high tech phase to grow their business, increase market share, and comply with new food production standards.

### The Challenge

Over the years, Renfro Foods, Inc. conducted its 65 year-old company by operating on a combination of separate paper ledgers, QuickBooks invoices and Peachtree inventory systems. None of these systems were linked. Their initial requirement for integrated applications was compounded by the heightened need for an automated accounting system with great reporting and real-time lot tracking capabilities in order to comply with new federal bio-terrorism laws.

In recent years, Renfro Foods moved into more sophisticated markets where their private-label clients require 3<sup>rd</sup> party audits. These audits, combined with the new bio-terrorism laws, led to a greater need for tracking individual ingredients. When dealing with food products, tracing the path of ingredients to the exact lot and case numbers for safety in the end product was a high priority requirement.

### The Solution

After analyzing their operation, it was clear to Renfro Foods that they needed both AccountMate's accounting software and Tamlin Software's Manufacturing Conductor to enable them to implement a process that would meet the requirements of their private-label clients. The long-time principals of the company were hesitant to move to that level but were reassured by Tamlin's experienced staff that the changes would be more beneficial than painful.

By integrating the Accountmate system with Tamlin's Manufacturing Conductor (MC) shop floor control software, Tamlin was able to turn the private-label demand into a selling feature of their system and products. Now ingredients can be traced within two minutes with only one step on the computer. That far exceeds the FDA requirements, and even exceeds the common industry requirement of two to four hours.

### The Results

Renfro has more detailed information available within seconds and great custom report capabilities within one integrated system.

Renfro is now set to meet (and often times exceed) recent stringent compliance standards requiring food manufacturers to provide complete cradle-to-grave tracking information and absolute traceability of all of the people who worked on specific orders.

For example, this lot-tracking functionality allows Renfro to trace which specific orders were filled using the contents from a particular box of spice. In addition to the detailed information on the ingredients within a specific order, there is other relevant information captured relating to specific ship dates, shipping addresses, quantities, etc.

This succinct tracking and reporting has enabled Renfro Foods to better service their customers, brokers and vendors with more detailed, accurate and timely information. It has also improved their positioning within the private-label marketplace and gained them recognition as a quality provider of food products that customers can continue to consume with pleasure and confidence.

### About Renfro Foods, Inc.

The original George Renfro Food Company had its beginnings in 1940 in the family garage north of Fort Worth, Texas. It was there that they first began distributing packaged spices and pepper sauces.

In 1972, shortly after incorporation under its current name, Renfro Foods, Inc., the family purchased the recipes of Olé Foods, a Mexican-style hot sauce maker, and reworked the basic

ingredients into a richer and tastier salsa recipe. Mrs. Renfro's salsas gained popularity fast, earning a reputation for quality flavor at a reasonable price. This quick surge in demand led to a major facilities expansion that more than doubled the company's production operations.

Over the years, their gourmet product line became a favorite for salsa lovers and connoisseurs. Forced to keep up with increased demand, Renfro Foods expanded its manufacturing plant again in 1997, also adding peach, chipotle corn and roasted salsas to its list of intriguing salsa palates.

Today, Renfro Foods and its Mrs. Renfro's label continue to grow its business at a fast pace. Mrs. Renfro's products, which now include a variety of 26 salsas, sauces and relishes, are available at supermarkets, gourmet and gift shops and fruit and vegetable stands in 50 U.S. states, Canada, Denmark, Mexico and the United Kingdom. For more information, contact [www.renfrofoods.com](http://www.renfrofoods.com).

#### **About Tamlin Software**

Tamlin Software Developers, Inc. is a systems integrator providing ERP and Shop Floor Control solutions to small to mid-range manufacturers and distributors.

Tamlin takes a consultative approach to projects -- helping their customers identify and achieve their business goals through effective use of information and technology. Tamlin stands apart from the competition and wins business because they *Journey toward Best Possible* and continue to find a "better way" to provide solutions to their customers' business problems.

For more information, contact [www.tamlinsoftware.com](http://www.tamlinsoftware.com)

#### **About AccountMate**

Since 1984, AccountMate Software Corporation has provided customers with powerful and flexible accounting and business management software. AccountMate provides the most stable and technologically innovative modifiable accounting solutions for the mid-market. The accounting systems are sold by the module which enables customers to acquire the software they initially need and add modules as their business needs increase. The availability of source code makes this software highly modifiable so that it can be adapted to any changing business environment.

AccountMate accounting modules are available for Microsoft SQL, Microsoft MSDE and LAN. These different versions enable a business to evolve from a single user system to a powerful and sophisticated multi-user SQL database network. AccountMate's software can help manage global operations with multi-currency capabilities and a built-in translation engine for multi-lingual businesses. A wide variety of independently developed programs are also available to further tailor AccountMate software to specific industries. AccountMate products are sold worldwide through our authorized resellers.

For more information, contact [www.accountmate.com](http://www.accountmate.com).

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