

## Client

Renfro Foods, Inc.  
renfrofoods.com

## Type of Business:

Food Manufacturer—  
Salsa, Relish and  
Sauces

## Number of Locations: 1

Number of Employees:  
27

AccountMate Users on  
System: 10

## AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Payroll
- Sales Order

## 3<sup>rd</sup> Party Application

Manufacturing Conductor™

*"In addition to meeting the initial goal of compliance with the Bioterrorism Act, AccountMate Financial Software and Manufacturing Conductor have provided our company with much more information than we've had in the past. We're especially excited about the fact that we've been able to install and implement them without adding a single staff position! Our new software has also been key in landing new customers for both our branded and private label business."*

– Doug Renfro,  
President, Renfro Foods

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

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.

### 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 3rd 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 longtime 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.

According to Doug Renfro, President of Renfro Foods, "In addition to meeting the initial goal of compliance with the Bioterrorism Act, AccountMate Financial Software and Manufacturing Conductor have provided our company with much more information than we've had in the past. We're especially excited about the fact that we've been able to install and implement them without adding a single staff position! Our new software has also been key in landing new customers for both our branded and private label business."

## The Result

With AccountMate Financial Software with Manufacturing Conductor, Renfro Foods 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 Third Party Application

Tamlin Software: Manufacturing Conductor™ provides comprehensive shop floor control and real-time management of production activities. Tamlin can be reached

at [www.tamlinsoftware.com](http://www.tamlinsoftware.com).

## About Tamlin Software Developers

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

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or [www.accountmate.com](http://www.accountmate.com).

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