

Client

Smokey Denmark
smokeydenmark.com

Type of Business:

Meat processor
specializing in smoked
meats, sausage and wild
game processing

Number of Locations: 1

Number of Employees:
23

AccountMate Users on
System: 5

AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Inventory Control
- Lot Control
- Payroll
- Purchase Order
- Sales Order

3rd Party Applications:

Food Manufacturing
Conductor™
Bassets Fixed Assets

"With our old system, we were flying blind. We needed to know if we were making money or losing money. We are very happy with our new accounting system -- it captures information correctly and gives us good data in the process so we can effectively manage our business."

– Jonathan Pace,
President, Smokey
Denmark

Food Manufacturer Leverages AccountMate to Control Costs and Comply with Stringent Government Regulations

Located in Austin, Texas, Smokey Denmark is a family owned and operated company that has made premium smoked sausage products, smoked briskets and other smoked meat products since 1964. Adhering to the highest food manufacturing standards, modern food processing equipment and time-honored recipes, Smokey consistently produces better products today than in past decades.

As founder Albert C. "Smokey" Denmark remarked, "Quality products have few real competitors". Dedicated to producing premium quality products and providing outstanding customer service, Smokey employees abide by the "Golden Rule" principle as well as a fair rendering of full measure when dealing with others. Operating for over 48 years with an impeccable work ethic and sound business practices, the Smokey Denmark company continues to embrace a multi-decade tradition of producing high quality products satisfying every palette.

The Challenge

Recently Smokey was evaluating financial management solutions that kept pace with their current business needs. Fluctuating meat costs were complex to manage. In response to national security measures, the Public Health Security and Bioterrorism Preparedness and Response Act of 2002 (the Bioterrorism Act) mandated that all food companies establish lot control.

Consequently, Smokey required a sophisticated financial management solution that controlled costs and incorporated government- regulated lot control capabilities.

Referred by Van Oriental, a Tamlin food customer, and Emergent Technology, consultants to the food industry, Smokey turned to Tamlin Software Developers, Inc., an Elite AccountMate Business Partner with an industry-wide reputation for solving unique business challenges. "With a business model based upon quality and ongoing improvements, Smokey Denmark clearly identified what they needed and they've been tremendously effective in implementing a new company wide software system," recalled Linda Bryan, Tamlin President and CEO.

Fluctuating meat cost for pork and beef products, an antiquated business management system and catch weight processing (where an item's actual weight varies) made it difficult to determine an accurate corporate financial picture. "We were flying blind," recalls Jonathan Pace, Smokey Denmark President. "We needed to know if we were making money or losing money."

The Solution

Upon Tamlin's recommendation, Smokey installed AccountMate SQL Express to solve its core accounting requirements. Used in conjunction with AccountMate's award-winning program design, third-party systems, Food Manufacturing Conductor™ and Bassets Fixed Asset System integrate seamlessly with AccountMate accounting software, ultimately providing a scalable and flexible financial management and shop floor solution.

The first step in the company's technology make-over included an overhaul in the placement, tracking and management of all meat orders. To handle these transactions, Tamlin introduced standard functionality within Food Manufacturing Conductor™ to support catch weight processing, which is the recording of dual units of measure for inventory, sales and invoicing transactions. As a result, customers can order in one unit of measure, such as packages or cases, and be invoiced based upon per-pound pricing. This enables Smokey Denmark to effectively manage costs with minimum effort.

Lot Traceability

The next step in the company's technology overhaul addressed essential shop-floor processing so that manufacturing, inventory management and quality control initiatives could be fully realized.

As required by the Food and Drug Administration (FDA), Food Manufacturing Conductor™ will track all raw materials ingredients, work in process and finished goods by lot and vendor number. Raw materials are bar-coded when they are received and tracked with pertinent data capture as they move through the manufacturing process. Consequently, employees can monitor processes throughout the day, tracing each ingredient forward and backward, maintaining adequate records and determining the root cause of any problem or non-conformance within hours of an incident. With this change Smokey can quickly isolate and resolve quality non-conformances, ultimately reducing the cost of scrap ingredients and manufacturing downtime.

Fixed Asset Management

Bassets Fixed Assets System calculates on-the-fly depreciation for any period with intelligent data entry wizards and automatic asset deprecation schedule information. Food manufacturers are required to use expensive specialty, technical equipment for food production. With Bassets Fixed Assets System, Smokey can accurately control costs and maximizes tax savings while meeting all necessary fixed asset reporting requirements.

Sophisticated Reporting

Using industry-specific program solutions and AccountMate to capture asset, sales, inventory and production data enables company personnel to accurately monitor, measure and manage company performance in real-time. All reports within Food Manufacturing Conductor™ comply with government audit and inspection requirements mandated for food manufacturers.

Fixed asset management tools manage depreciation schedules with minimal human resources. Up-to-the-minute inventory details enable Smokey's crew to easily plan, pick, pack and ship orders quickly. Third party audits, government-mandated mock recalls and unscheduled inspections are embraced company-wide with confidence.

The Result

Recalls Pace, "We are very happy with our accounting system -- it captures information correctly and gives us good data in the process so we can effectively manage our business." Together, third party system and AccountMate provide Smokey Denmark with a comprehensive front-to-back business management solution that allows the company to continue manufacturing premium meat products and embrace family tradition for future generations.

About Third Party Applications

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

Bassets Fixed Assets: Bassets calculates fixed asset depreciation for any period and provides flexible data conversion from fixed asset spreadsheets or other third-party fixed asset packages. Bassets can be reached at www.bassets.net.

About Tamlin Software Developers

Tamlin Software Developers, Inc. has provided Enterprise Resource Planning and Shop Floor Control solutions to small to mid-range manufacturers and distributors since 1991. An Elite AccountMate Business Partner and value-added reseller (VAR), Accounting Technology selected Tamlin as a Killer VAR every year since 2007. Tamlin achieved the coveted Top 100 VAR award in 2012. Tamlin can be reached at 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.

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