

## Sage ERP X3 Keeps Blount Fine Foods Cooking

Since 1946, Blount Fine Foods has been providing premium-quality food for food service, retail, and club store customers. Using the finest ingredients assembled with creative culinary expertise and the highest quality standards, Blount Fine Foods maintains its leadership in the industry. The company has enjoyed strong growth, doubling revenues over the past several years and expanding its product offerings to include dips, sauces, and spreads in addition to its signature line of soup. Supporting and helping to drive this substantial growth is Sage ERP X3.

### Move to a Modern Manufacturing Solution

Blount Fine Foods switched to Sage ERP X3 in 2006 when it became apparent that its legacy system could not support the company's growing operations. The previous system had limited process manufacturing capabilities so formulas, recipes, and work orders were managed in a Microsoft Access database. Compounding the problem, only a few people had the ability to access the data.

"We needed a modern, integrated enterprise system specifically designed for process manufacturers," says Phil Pitzer, information systems director for Blount Fine Foods. "We were expanding our marketplace and needed the back-office support to be successful during the expansion and into the future."

The company evaluated several solutions, but found most to be overly complex with high maintenance and overhead costs. "We wanted a system that could manage our business, be installed easily, and was scalable," adds Pitzer. "Sage ERP X3 meets all of our requirements. It offers strong process manufacturing capabilities, provides an integrated development environment, and comes at an attractive price point."

With the Sage ERP X3 integrated development environment, the company can tailor system behavior and content without making program changes. "One of our primary goals was to be in control of our IT destiny," recalls Louise Goodman, controller for Blount Fine Foods. "We didn't want to be at the mercy of an outside programmer to make changes to the software as our business evolves."

### Efficiency Heats Up

"Sage ERP X3 is providing the process manufacturing functionality we needed, and with integrated sales, inventory and financial reports, we have real-time access to data," says Pitzer.

### Challenge

Blount Fine Foods sought a scalable, easy-to-use process manufacturing solution to replace its legacy software.

### Solution

Since implementing Sage ERP X3, the company's revenues have doubled and it has added 17 additional users.

### Results

Accessible production information helps improve processes and reduce waste. Integrated manufacturing, distribution, and financial reporting speeds decision making.

### Customer

**Blount Fine Foods**

### Industry

Food Manufacturing

### Location

Fall River, Massachusetts

### Number of Employees

300

### System

**Sage ERP X3**



“Before, we had to wait till the end of the month, make entries to the general ledger, and hope everything was okay. Now, we know the status of our business at any given time,” he adds.

Blount Fine Foods uses an optional add-on module for Sage ERP X3—Automated RF Data Collection. It facilitates the seamless and secure processing of a broad array of shop floor and warehouse business transactions. The module takes data entered on the shop floor and warehouse from automated input devices, verifies its accuracy, and passes the data to Sage ERP X3 for immediate update. It also manages the entire network of devices, generates prompts on the data collection devices to ensure accurate data collection, even ensures that data is saved during system downtime. “It is used very effectively throughout the facility,” notes Pitzer. “And the ruggedized RF readers even can operate in our freezers.”

### Insight into Operations

At this vital time in its history, Blount Fine Foods has ready access to the data it needs to make strategic decisions. “We are able to analyze our production data from many angles and target areas for improvement,” Pitzer says. “For example, by tracking the yield of each batch, including variances from standard, we are working to reduce waste and improve performance. It wasn’t easy to gather this information before—now it is available in real time.”

Reports and queries are easy to generate, helping to provide timely, accurate data to all departments. “The database structure is intuitive, so report creation is straightforward,” says Pitzer. “Now all 47 users have access to the system and easily can run reports themselves to get the information they need. They are no longer at the mercy of a few people who know how to pull information from the Access database.”

**“We have doubled our revenues since implementing Sage ERP X3 and it continues to offer a good combination of power, scalability, and usability.”**

Phil Pitzer, IS Director  
Blount Fine Foods

### Ensure Compliance

Sage ERP X3 simplifies compliance with food safety regulations by maintaining a detailed audit trail of each lot number. “With the lot number of an ingredient, we quickly are able to identify all of the finished products that used that ingredient, who purchased them and when,” Pitzer explains.

### A Solution to Grow With

“The advanced technology, ease of use, and right-sized implementation methodology of Sage ERP X3 positions Blount Fine Foods for future growth,” Goodman says.

“We have a great deal of confidence in the product,” concludes Pitzer. “Ultimately, Sage ERP X3 works so well for us because it allows us to focus on producing a quality product, not on maintaining our ERP software. We have doubled our revenues since implementing Sage ERP X3 and it continues to offer a good combination of power, scalability, and usability.”

## About Sage North America

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. Sage North America employs 4,000 people and supports 3.2 million small and mid-sized business customers. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 13,400 people and supports 6.3 million customers worldwide. For more information, please visit the website at [www.SageNorthAmerica.com](http://www.SageNorthAmerica.com).