



How this food manufacturer saved 32 hours a month by performing reliable cycle counts only once per week

OVERVIEW
TruFood Manufacturing
trufoodmfg.com

SOLUTIONS
Deacom

1x Per week
cycle counts

32hrs Saved
per month

30% Reduction in
warehouse staff

THE CHALLENGES

- After acquiring another company, they were running two separate ERP systems
- Difficulty in tracking inventory levels and locations
- Wasted materials caused unpredictable stockouts leading to production delays
- Processes required a lot of hardcopy paperwork

The Bottom Line

TruFood has gone from using two ERPs and the resulting lack of visibility for the whole company to using only Deacom, which provides insight across the entire expanded operation and increased production with a lean team.

THE IMPACT



Streamlined processes

Processes that can be managed at the original company have been eliminated at the acquired company preventing unnecessary doubling of resources.



Track and trace capabilities

Knowing the exact location of materials saves time and the warehouse staff has been reduced from 10 to 7.



Once weekly cycle counts

Cycle counts are now so reliable they have been reduced to once per week, saving 32 hours a month.



Accurate inventory snapshot

A precise accounting of stock across the company prevents stockouts and reduces production downtime.



Materials planning

Despite supply chain challenges, TruFood has control over material planning and can switch suppliers quickly and adjust the production schedule on the fly.



Increased volume without increasing head count

The company has been able to continue impressive production despite the labor shortage.



Future planning

TruFood is so impressed by Deacom's functionality that all future acquired companies will be converted to the ERP.



SUCCESS STORY

TruFood Manufacturing

OVERVIEW

TruFood Manufacturing
trufoodmfg.com
Pittsburgh, PA

Who is TruFood?

With a history of excellence spanning more than 30 years, TruFood Manufacturing is a leading contract manufacturer of branded and private-label nutrition bars, protein bars, chocolate-molded products, and baked goods. TruFood supports its brand partners with state-of-the-art facilities exceeding 400,000 square feet of space.

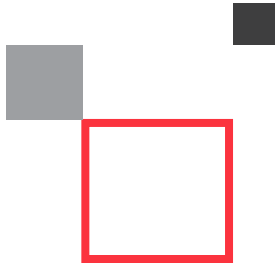
The company, owned by AUA Private Equity, acquired Simply Natural Foods in July 2020, to advance their shared growth plan to provide customers with a broad range of snack brands and products.

The problem

As separate entities, TruFood and Simply Natural used two different ERP systems, but knew they needed to streamline operations across both businesses.

Simply Natural's legacy ERP environment had limited functionality, especially when it came to material visibility and traceability. By using a combination of multiple systems, it was difficult to keep track of inventory availability and location throughout the facility. The system could only determine a generic location for inventory which required employees to physically look for the items in those large areas.





If the team couldn't find a particular item during their daily cycle counts, they would assume it had been used in production. This would often cause the manufacturer to waste or run out of materials without warning, causing stockouts and production delays. System procedures that relied heavily on hardcopy paperwork exacerbated these limitations.

TruFood, on the other hand, implemented Deacom ERP in 2014 and experienced remarkable success. It was clear that rolling Deacom out to Simply Natural would create a more standardized and centralized environment for the two businesses to operate together. This change would also enable Simply Natural to simplify their businesses, apply more powerful ERP functionality and avoid the challenges associated with using multiple/disconnected ERP solutions.

The goal was to get Simply Natural running on Deacom with all training completed in just four months, which was no small feat. While the two companies may be similar, Simply Natural had its own set of challenges – including a limited amount of manufacturing space which creates processes unique to their business.

The solution

Since TruFood was already live on the software, the foundation and SOPs were already in place for a smooth implementation of another business entity.

Deacom's expertise in process manufacturing was a driving factor in a successful implementation. The team always asked the right questions when diving deep into the company's processes, which illustrated their thorough understanding of the company and industry. They then took that insight to create a strategy that would allow them to focus on mission critical areas and achieve the tight go-live deadline. Sometimes this meant identifying new solutions, and other times it was tweaking existing TruFood processes to fit the unique characteristics of Simply Natural's business.

The Deacom implementation team came prepared to assist TruFood throughout their various meetings each week. The team was knowledgeable, fast, and efficient and always asked questions to ensure they met Simply Natural's needs. Anything TruFood needed to know – how things worked, which areas to focus on, how Simply Natural can best utilize the ERP,



etc. – Deacom was ready with information. For example, Deacom was able to help identify unnecessary processes at Simply Natural that TruFood could manage at its facilities in Pittsburgh. This enabled TruFood to zero in on the aspects that mattered most without doubling up on resources that weren't needed or were already covered. With careful consideration at every turn, Deacom was able to expedite the timeline and ensure that TruFood achieved its goal to have Deacom up and running at the Simply Natural facility in just four months.

The impact

Deacom successfully reduced both the workload and headcount at Simply Natural. By giving Simply Natural track and trace capabilities, staff can now determine the exact location of an item in their facility using Deacom. From the warehouse rack to the bin location, Deacom informs and saves valuable time and resources. As a result, Simply Natural was able to reduce their warehouse staff from 10 to 7 people. The company is also able to perform reliable cycle counts just once per week instead of daily, saving the team an average of 8 hours every single week, or 32 hours per month. With an accurate view of inventory, Deacom provides TruFood with accurate data – not merely assumptions – around how much of a particular ingredient is in stock across all its facilities. With a clear understanding of what is happening throughout the entire organization, they can prevent unexpected stockouts from occurring, which in turn has reduced the amount of production downtime.

While the pandemic has created many supply chain challenges, TruFood is able to gain more control over material planning to ensure operations are not disrupted. For example, many brand partners require a specific type of peanut – with a large, medium, or small chop – for their products. If a supplier can't guarantee delivery or promises to do so but ultimately fails to deliver on time, TruFood can quickly pivot and find an approved substitute or adjust its production schedule accordingly. This way, other products can shift into production in the meantime to ensure the business is running as efficiently as possible.

Deacom also made it possible to streamline Simply Natural's operations with a lean crew that includes the plant manager and production staff, as well as some HR professionals and staff in the warehouse. Separate finance and accounting professionals were unnecessary because TruFood was able to use the same system and database across divisions, allowing the team in Pittsburgh to oversee these tasks. In short, Deacom allowed TruFood to increase its volume without increasing its headcount. At a time when labor is scarce and job openings are hitting record highs, TruFood was able to continue its path without the same talent shortages that other businesses have faced.

TruFood has been so impressed by the results, the company now plans to deploy Deacom ERP to every additional business that it acquires to keep processes consistent and efficient.