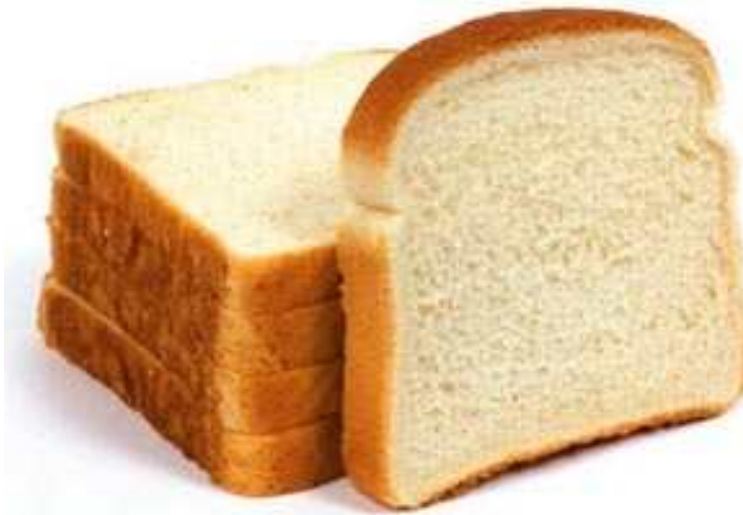


## Cain Food Industries Inc. obtains improved lot traceability and function-rich formula module

Today, consumers demand and enjoy a food supply that is flavorful, nutritious, safe, convenient, colorful and affordable. The use of appropriate food additives / ingredients, coupled with advancements in technology, help make that possible. The use of food ingredients in our food goes back many centuries. In times past, salt was used to preserve meat and fish, herbs and spices were added to improve flavor, and fruit was preserved with sugar. Many of those techniques are still in use today. There are literally thousands of food ingredients, which are used in a variety of foods to maintain or improve safety, freshness, nutritional value, taste, texture and appearance. Vitamins and minerals (and fiber) are added to many foods to make up for those lacking in our diet or lost in processing, or to enhance the nutritional quality of a food. Spices, natural and artificial flavors, and sweeteners are added to enhance the taste of food. Emulsifiers, stabilizers and thickeners give foods the texture and consistency consumers expect. Leavening agents allow baked goods to rise during baking. Some additives help control the acidity and alkalinity of foods, while other ingredients help maintain the taste and appeal of foods with reduced fat content.



Cain Food Industries, Inc., founded in 1971, is based in Dallas, Texas. They produce and supply micro-dose ingredients for the wholesale and retail baking industries. They offer enzymes for baked goods and crackers; oxidation and bromate replacements; emulsifiers for tortillas, flat bread, pan bread, buns, and rolls; conditioners; and mold inhibitors for cakes, pies, and fillings. Many of these ingredients belong to a new category of “Clean Label Ingredients”, specially formulated to reduce the

number of ingredients on food labels to make them more appealing to consumers. The “Clean Label” challenge is to replace artificial colors and additives (many of those 'E' numbers on labels) with natural ingredients. Cain Foods is a leader in this movement, and is well known in the food industry for their superior quality, unique product line, and highly trained experienced sales team receptive and responsive to customer problems. Their customers are wholesale and retail baking industries located in the United States and other parts of the world like Canada, Asia and Africa.

Cain Food Industries, Inc. is an aggressive, technically oriented company with an emphasis on quality and customer service. Before acquiring BatchMaster Manufacturing for SAP Business One, they were using Process-Pro to run their business operation. They often encountered problems in lot traceability, an essential requirement of their customers who need this information for regulatory compliance, recalled Tom McCurry, Exec.V.P. - Sales & Marketing. Due to the lack of availability of real time information of inventory and finance it was very difficult for them to assess their current status and make best use of the available inventory. In addition, they had to spent considerable time in calculations for their formulas. Their formulas are based on the bioactivity of enzymes, which is one of their main raw materials, and its bioactivity, which varies from lot-to-lot. To remain competitive in the current challenging economic environment, and to retain and expand their customer base which demands food ingredients in compliance with regulatory requirements, Cain Foods decided to search for an affordable software solution, which could satisfy these needs. After researching several options available in the market, they found BatchMaster Manufacturing for SAP Business One to be the best option.

BatchMaster Manufacturing for SAP Business One was a fully integrated application with newer technology equipped with comprehensive reporting, batch tracking and yield management functionality. Additionally, this ERP software was capable of providing trustworthy historical information they could count on, and fulfilled FDA compliance requirements of traceability.

Implementation began on April 1, 2011 and was finished in four months. Cain Foods went live on August 1, 2011. After a very successful implementation and its use for 8-9 months, Tom McCurry said



that he was pleasantly surprised with the swift implementation of not only BatchMaster Manufacturing for SAP Business One, but also of the required customizations by the BatchMaster implementation team. He was highly appreciative of the proficient, professional and co-operative attitude of BatchMaster's personnel. He said BatchMaster, in addition to providing the expected solutions for which they purchased it, has offered outstanding features

which are used by them on a daily basis to run their business. Specific features of BatchMaster Manufacturing for SAP Business One which improved their business operation, and had a positive financial impact, include:

### Inventory

- Real time access to available inventory, along with lot traceability, has translated into making the best use of available resources and increased returns.
- They use different units of measure for the purchase of raw materials, manufacture and finished products. BatchMaster's efficient unit conversion module has eliminated calculation errors and saved valuable time.

### Formulation

- Ease of creating new formulations. Cain Foods often creates new formulas to customer specifications, test and approve them. BatchMaster's Laboratory module allows them to design formulas to nutritional values and other physical properties, and also allows them to search their existing formulas for those which most closely match those new customer specifications.
- Formula costing: They can now monitor and accurately calculate overhead costs of formulas for pricing.
- Maintenance of revisions, modifications, and history formulas.
- They can now associate manufacturing instructions and text with their formulas.
- Automated batch number generation.
- Generation of pick list by the software for issuance of raw materials for manufacture.

### Lot Strength

- Cain Foods calculates the Lot Strength of enzymes before using them for manufacture. The advanced lot strength feature of BatchMaster has proved very useful as it automatically calculates the required amounts of different ingredients used in the formula based on the bioactivity of enzymes.



## Manufacture

- Substitution of unavailable raw material with pre-approved substitute material during manufacture.
- Partial close batch functionality to deliver urgently required finished products to satisfy customer needs.

Real time update of raw material / intermediates / finished goods before and after manufacture has resulted in positive financial consequences and for proactive decisions based on accurate information.

## Quality Control

- Cain Foods performs quality control of raw materials (enzymes) before they can be issued to production; and of intermediate and finished products before they can be shipped. The strong quality control module of BatchMaster, with a wide variety of options, has been of great use in the movement of material as per good manufacturing practices.
- The lot traceability feature of BatchMaster has provided them enough confidence that they can perform a lot recall in record time. Earlier they were doing Mock Recalls every six months (Finished Goods were recalled, with drill down to the contributing raw materials).

## Packaging

- With BatchMaster software they can now track their packaging materials and ensure their availability when required.
- Access to USDA data base and printing labels required for the finished goods has become lot easier.

In summary, Tom McCurry concluded that they were completely satisfied with BatchMaster Manufacturing for SAP Business One and were looking forward to using its advanced features of Master Production Scheduling (MPS), Material Requirements Planning (MRP), business intelligence and BatchMaster Data Collection for wireless tracking of inventory movements, to bring even more improvement to the way they manage their business.



For more information about BatchMaster Software, contact [sales@batchmaster.com](mailto:sales@batchmaster.com)

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