

SINCE 1900



BATCHMASTER
Process Manufacturing Software



Klinger Paint Company Builds a Stronger Digital Foundation with BatchMaster Web ERP

Customer Success Story:



For 125 years, Klinger Paint Company has been a trusted manufacturer of high-quality paints and coatings, supplying water-based, solvent-based, interior, exterior, industrial, automotive, and military/avionic products. With approximately 2,000 formulas and a reputation built on service and reliability, the company continues to grow year over year.

As demand increased, CEO Brian Klinger recognized that their legacy systems could no longer support the level of visibility, accuracy, and efficiency required for the next phase of the company's growth.

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The transition to BatchMaster will increase our knowledge of inventory tracking, improve our batch scheduling, and connect our data points from raw material to finished goods.

Brian Klinger
CEO
Klinger Paint Company

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THE NEED FOR AN INTEGRATED SYSTEM

Klinger Paint had relied on a 30- to 40-year-old DOS-based system called AccuTerm for core operations. While reliable in its time, the system created major information silos—batch making, invoicing, and financials could not communicate with one another. Critical workflows, such as batch scheduling, depended entirely on spreadsheets and manual data manipulation.

CUSTOMER	Klinger Paint
INDUSTRY	Paints & Coatings
LOCATION	Cedar Rapids, Iowa
PRODUCT	BatchMaster Web ERP

This lack of integration introduced unnecessary risk. Human input errors could affect formulas, production schedules, or financial reporting, and teams had to spend excessive time reconciling data between departments.

After a previous ERP implementation with another vendor failed due to poor communication and lack of support, Klinger Paint knew they needed not just a system, but a partner they could trust.

WHY KLINGER PAINT CHOSE BATCHMASTER WEB ERP

Following a thorough evaluation of multiple ERP systems, including Deacom, Mar-Kov, and SAP, BatchMaster Web ERP emerged as the ideal solution.

Several key factors drove the decision:

- **The “Goldilocks” Fit:** BatchMaster offered the right capabilities without unnecessary complexity, a balanced, scalable solution tailored to process manufacturing.
- **Substantial Value at the Right Price:** Competing systems were either too limited or too costly. BatchMaster provided robust industry functionality at a fair, mid-range price point.
- **Industry Reputation:** BatchMaster’s strong standing within the paint and coatings sector, including recognition by the American Coatings Association and positive referrals from other manufacturers, reinforced confidence.
- **Modern, Cloud-Based Architecture:** BatchMaster Web ERP integrated with QuickBooks Online delivers a connected, secure, and low-maintenance environment aligned with the company’s long-term modernization goals.

WHAT'S AHEAD

With implementation underway, Klinger Paint is preparing to transform core operations and build a foundation for the next century of growth.

“BatchMaster will make us more efficient and enable clearer, faster communication with our customers,” said CEO Brian Klinger. “That transparency builds trust, and trust is what makes us a strategic partner, not just a paint supplier.”

By modernizing with BatchMaster Web ERP, Klinger Paint is investing in operational excellence, real-time data visibility, and a future defined by stronger customer relationships and continued long-term success.



“The transition to BatchMaster will increase our knowledge of inventory tracking, improve our batch scheduling, and connect our data points from raw material to finished goods. Ultimately, this investment will make us more efficient and enable clearer, faster communication with our customers, which is critical to building their trust and being seen as a strategic partner. This whole equation equals future success for Klinger Paint.”

Brian Klinger, CEO
Kuumba Made



ABOUT BATCHMASTER SOFTWARE

BatchMaster Software is a leading provider of ERP solutions that help growing formula-based manufacturers streamline operations, reduce costs, and comply with stringent regulatory mandates. BatchMaster ERP is designed specifically for the Food, Nutraceuticals, Cosmetics, Pharmaceuticals, Chemicals, and Specialty Manufacturing industries, and can be deployed on-premise or in the cloud.



BatchMaster Software

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