



BATCHMASTER®
Process Manufacturing Software

SUNBELT CUSTOM
MINERALS

BY

JEM INTERNATIONAL

SUNBELT CUSTOM MINERALS

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Sunbelt Custom Mineral Transitions to BatchMasterERP with SAP Business One for Unified, High-Performance Operations

Customer Success Story:



Sunbelt Custom Mineral is a livestock mineral manufacturer based in the United States, serving producers who rely on safe, compliant animal nutrition products. In business for 32 years and a BatchMaster customer since 2019, Sunbelt operates in a regulated environment overseen by multiple regulatory agencies. As the company has grown, managing production, inventory, formulations, and financials across disconnected systems has become an increasing burden, prompting the decision to migrate to BatchMaster ERP with SAP Business One.

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Since we started with BatchMaster, we've grown about 30%. That kind of growth would have been really difficult to manage without a system like this.

Jacob Mazoch

VP, Sunbelt Custom Mineral

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KEY RESULTS

- **Unified Platform:** Moving from three separate applications (BatchMaster Desktop, a standalone formulation tool, and QuickBooks) to a single integrated ERP system.
 - **Improved Performance:** Eliminating the slowdowns caused by cross-system transaction syncing between BatchMaster Desktop and QuickBooks.
 - **Real-Time Financial Visibility:** Gaining a complete picture of business costs—including non-production expenses—within one system.
 - **Streamlined Batch Processing:** Leveraging optimized manufacturing workflows to reduce time spent on batch entry and production management.
- Regulatory Compliance:** Maintaining the traceability and audit trails required to stay compliant
- **On-Premise Control:** Retaining an on-premise deployment that gives the team direct control over data and system integrations.
 - **Scalable Foundation:** Supporting continued growth—approximately 30% since 2019

CUSTOMER	Sunbelt Custom Mineral
INDUSTRY	Livestock Mineral Manufacturing
LOCATION	Sulpher Springs, TX
PRODUCT	BatchMaster ERP with SAP Business One
SYSTEMS REPLACED	BatchMaster Desktop
BatchMaster USER SINCE	2019

CHALLENGES

Before implementing BatchMaster in 2019, Sunbelt Custom Mineral relied entirely on QuickBooks, spreadsheets, and manual paperwork to manage production, inventory, and formulations. As a manufacturer of consumable livestock products, the company was subject to ongoing compliance requirements making accurate record-keeping and traceability essential.

Once BatchMaster Desktop was in place, Sunbelt benefited from improved production and inventory management, but operated with an inherent limitation: two separate systems that had to communicate with each other. Financial data flowed from BatchMaster to QuickBooks, creating performance bottlenecks, occasional disconnects, and gaps in visibility. Non-production costs, utilities, services, and other overhead were managed entirely outside BatchMaster, making it difficult to see the business's true financial picture.

With the company growing and production nearing full capacity, Sunbelt recognized that a fully unified ERP system was the logical next step.

SOLUTION

Sunbelt Custom Mineral evaluated several alternatives before selecting BatchMaster ERP with SAP Business One, including Aptean (formerly Process Pro, built on Microsoft Business Central) and NetSuite. Several factors drove the decision to stay with BatchMaster:

- **Familiarity and Continuity**

After six-plus years on BatchMaster Desktop, the team already understood how the system worked. Staying within the BatchMaster ecosystem made the migration path significantly less disruptive than switching to an entirely new platform.

- **On-Premise Deployment**

Unlike the competing solutions, BatchMaster ERP with SAP Business One supports on-premise installation, a key requirement for Sunbelt. On-premises deployment gives the team more direct control over their data and enables tighter integration with local tools and processes.

- **Proven Manufacturing Fit**

BatchMaster's formula-based manufacturing capabilities had already served Sunbelt's production workflows well. The new system builds on that foundation while adding the financial depth of SAP Business One.

- **Thorough Evaluation Process**

Multiple demos with the BatchMaster team allowed Sunbelt to walk through specific pain points and see exactly how the new system would address them, providing the confidence needed to move forward.

BENEFITS



Inventory and Production Control

BatchMaster gave Sunbelt a structure for managing ingredients, production runs, and raw material usage—replacing a patchwork of manual processes. As the business has grown, real-time inventory tracking and average costing have become essential to daily operations.



Real-Time Cost Visibility

With ingredient costs fluctuating more than ever, linking formulation costs to current pricing in real time has allowed Sunbelt to maintain accurate finished-goods costs without the manual calculations that previously consumed significant time.



Compliance and Audit Readiness

As a manufacturer subject to regulatory oversight, Sunbelt depends on thorough record-keeping and traceability. BatchMaster enforces the required tracking discipline, captures audit-trail compliance data, and provides the documentation needed for inspections.



Growth Support

Since 2019, Sunbelt has grown by approximately 30% and increased production from roughly 50% of capacity to 90–95% of capacity. “The operational infrastructure BatchMaster provided enabled us to absorb that growth without a proportional increase in administrative overhead,” explained Mazoch.



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LOOKING AHEAD

Sunbelt Custom Mineral is currently migrating from BatchMaster Desktop to BatchMaster ERP with SAP Business One. The transition is progressing smoothly, with the BatchMaster implementation team guiding the process. With a small core group of users already experienced with BatchMaster workflows, internal adoption is expected to be straightforward.

The goals for the new system are clear: a unified platform that eliminates the friction of managing multiple applications, faster batch processing that reduces time spent on administrative tasks, and a complete financial picture that includes all business costs, not just production. As Sunbelt approaches full plant capacity and plans its next phase of growth, BatchMaster ERP with SAP Business One is positioned to serve as the operational backbone supporting it.

ABOUT BATCHMASTER SOFTWARE

BatchMaster Software is a leading provider of ERP solutions that help emerging and growing formula-based manufacturers streamline their operations and scale production while reducing costs and complying with changing customer demands and ever more stringent regulatory mandates. The company delivers industry-specific solutions for Food, Beverage, Nutraceuticals, Pharmaceuticals, Cosmetics, Chemicals, and other process industries. BatchMaster ERP is seamlessly embedded within SAP Business One, providing a comprehensive process manufacturing solution that is available on-premise and in the cloud. BatchMaster Software has served the process manufacturing market for over 30 years and supports thousands of customers worldwide.



BatchMaster Software

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