

Melba Utica Packing Improves Profitability

Accuracy in Three Weeks with Food Connex Cloud-Based ERP Software

Industry

Food & Beverage

Challenge

Legacy software creating problems and lack of support from the vendor

Solution

Food Connex ERP software

Results

Manage profitability with accurate cost and price reporting
Improved accuracy with catch weight processing
Integrated solution with QuickBooks

Melba Utica Packing has specialized in the distribution of beef, pork, chicken, turkey, seafood, deli products, foodservice items, lamb, goat, mutton, veal and ethnic items for over 40 years. The company utilizes its own vehicles to distribute more than 3,000 products to over 300 customers within New York and the tri-state area.

“We were using Food Connex and printing invoices within three weeks. I never thought moving to new software could be so easy and straightforward. Food Connex is fantastic.”

Jorge Guzman, President, Melba Utica Packing Co.

Challenge

Melba Utica was opening new locations, adding products, and taking on new customers and their software was causing problems. Food Connex provided the following:

Fast Implementation

With no server to install, the company was printing invoices within three weeks.

Improved Accuracy

Catch weight processing improves accuracy in production, pricing and invoicing

Better Costing and Pricing

Real-time costing and accurate yields ensure profitable pricing decisions

Solution

Food Connex helps companies like Melba Utica Packing quickly standardize product and customer information, improve workflow, manage profitability, and eliminate error-prone, handwritten paperwork and complicated spreadsheets. Catch weight processing ensures accuracy and helps our customers manage profitability by ensuring they pay their vendors for actual quantity received, ship orders by weight and invoice customers for actual weight delivered. Food Connex works with all versions of QuickBooks for an integrated, end-to-end business solution.



“Food Connex sounded like what we were looking for, and when we saw the software we were absolutely convinced. It will help us continue to expand our business and provide the service our customers expect.”

**Jorge Guzman, President
Melba Utica Packing Co.**

Results

Dynamic product pricing helps protect margins

Maximum accuracy in receiving, processing, and delivery

Compatibility with QuickBooks for a complete solution