

# Tampa Steak Company Eliminates

Manual Order Slips & Hand-Written Pick Tickets, Simplifies Costing & Inventory Control

## Industry

Food & Beverage

## Challenge

Slow, error-prone manual order slips and hand-written pick tickets

## Solution

Food Connex ERP software

## Results

Increase in order taking speed and accuracy  
Salespeople access to customer order history, inventory information and up-to-date pricing

Tampa Steak Company is a family operated wholesale food distributor and retail meat market. The company stocks a fresh inventory of over 300 meat and dairy products, including beef, pork, poultry, deli meat, cheese, lamb, and seafood. They service hundreds of independent grocers, restaurants, cafés, catering, foodservice distributors, and food manufactures. The retail meat market features a large, full-service showcase with over 100 different cuts of fresh meat, deli and cheese items.

**“Speed and accuracy increased immediately, and we’re still seeing time savings as we become more familiar with the system. We’ve also eliminated wasted time because we never have to go back to the salesperson due to an illegible pick ticket.”**

Humberto Gonzalez III, President, Tampa Steak Co.

## Challenge

Tampa Steak Co. was outgrowing QuickBooks and needed a way to keep up with order entry, maintain accurate inventory counts, and update costs and pricing.

### Order Entry

Company transitioned from manual order slips to computerized order entry and pick tickets

### Sales Visibility

Salespeople can see customer order history, inventory information and up-to-date pricing

### Enhanced Pricing Controls

Advanced pricing policy options for individual customers, customer groups, and contract pricing

## Solution

With Food Connex, Tampa Steak Company can focus on sales and inventory management which are essential for food distributors and processors. Tampa Steak Company was able to transition from manual, paper-based ordering and pricing and saw an immediate increase in order accuracy. The company has 24/7 access to the Food Connex software through any web browser. Salespeople can view customer order history, inventory availability and up-to-date, customer-specific pricing.



**“Food Connex improved my business quickly because there was no hardware required, plus the minimal investment and the low monthly cost compared to the benefits we’re realizing offers superior value.”**

**Humberto Gonzalez**  
President, Tampa Steak Co.

## Results

Improved order speed, accuracy and visibility.

Simple price updates protect margins as inventory with new costs is received.

QuickBooks integration minimized learning curve for back-office staff.