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AccountMate®

Popular Food Manufacturer Leverages AccountMate Software to Comply with Stringent Federal Bioterrorism Laws

PETALUMA, CA (March 15, 2011)— Using an industry-specific solution for quality compliance and AccountMate as their financial management system, Renfro Foods, Inc. is equipped with comprehensive lot tracking and control capability as required by the Food and Drug Administration (FDA). “In addition to meeting the initial goal of compliance with the Bioterrorism Act, AccountMate Financial Software with Manufacturing Conductor™ has provided our company with much more information about our production process than we’ve had in the past... without adding a single staff position,” says Doug Renfro, President of Renfro Foods.

Founded in 1940, Renfro Foods and its Mrs. Renfro’s label is a global food manufacturer of gourmet salsas, sauces and relishes. Offering authentic Southwest flavors at affordable prices, Renfro Foods manufactures and distributes more than 100 products through fruit and vegetable stands, gourmet shops and supermarkets in the United States, Canada, Denmark, Mexico and the United Kingdom.

For over seven decades, continual growth and stringent lot control standards provided several business challenges that significantly impacted the company’s internal operations. Previous to their AccountMate implementation, Renfro Foods managed its business with three independent record-tracking systems: paper ledgers, QuickBooks invoices and Peachtree inventory systems. In response to national security measures created to protect food and drug supplies against bioterrorism and food-borne illness, the FDA mandated that all food companies establish lot control. Finally, sophisticated markets required third party audits for private-label clients. As a result, Renfro Foods needed a comprehensive financial management solution that would consolidate, automate and streamline their accounting processes and incorporate food traceability for compliance with government safety and security regulations.

Seven years ago Renfro Foods began a relationship Tamlin Software, an Elite AccountMate Business Partner, to help them solve these

business challenges. Tamlin recommended the company implement AccountMate Software along with Manufacturing Conductor, a shop floor control solution to provide real-time data and support the one-up one-down traceability requirements as defined in Section 306 of the Bioterrorism Act.

With a seamless integration and interface, AccountMate and Manufacturing Conductor provided a comprehensive financial management and shop floor solution. To comply with FDA lot tracking and control requirements, Manufacturing Conductor tracks all raw materials ingredients, work in process and finished goods by lot and vendor numbers. Each movement is tracked with pertinent data capture as it moves through the manufacturing process so that company employees can provide instant cradle-to-grave traceability. As a result, the internal processes necessary to capture detailed company information, maintain adequate records, comply with government standards and generate custom reports can be managed in real-time ensuring the continuum between quality and consumer confidence.

Renfro explains, “We have found that the Manufacturing Conductor’s processes and reports are a key part of impressing prospective new customers for both our branded and private label business. Together, AccountMate and Food Manufacturing Conductor offer a complete front-to-back office business system enabling Renfro Foods to better serve their customers, brokers and vendors with detailed, accurate and timely information.”

About AccountMate Software Corporation

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support hundreds of users simultaneously. AccountMate software is available for local installation or as SaaS. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at www.accountmate.com.

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