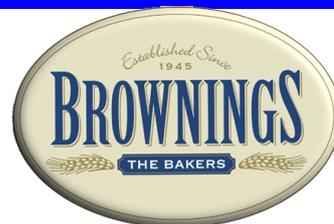


Merit Food Management System IMPLEMENTATION CASE STUDY



Affordable Food and Drink Software for UK food manufacturing

Brownings are a long-established manufacturer of meat pies, sausages and cakes in Kilmarnock, Ayrshire, and are famous for their “Killie Pie”, which is made using Prime Scotch Beef and has been voted as the “Best Pie in British Football”.



Homing in on production costs

In spite of high levels of management control over the business, one area of concern was that as the business increased in size Brownings saw an erosion of their profit margins. This was due to apparent losses at unknown points between goods inwards and despatch. As Brownings continued to grow in size, an increasing cost allowance had to be made because it was impossible to track precisely where the losses were occurring. Did the issue lie with production, was it a problem with stock or was it that the correct recipes not being followed by production staff?

Immediate, Measurable Benefits for the Business

Now the automatically generated preparation sheet shows accurately how many batches of mix and kilograms of ingredient are really required for individual production. Over the course of a few weeks this concentration on efficiency led to material usage being less than planned, with an overall reduction in cost of sales of 2%.



The lean-to-fat meat ratio is a good example of a specific saving. Prior to Works Order Processing, the operator was unknowingly using more lean meat than required. Merit’s **Smart Office Manager** system ensured that the ingredients were issued in the right proportion, and as a result costs were immediately reduced **by around £500 per week**. Similarly to this, the system report highlighted poor yields for sausage meat and pinpointed the causes straight away, leading to savings of **around £1,000 per month**.

Supplier Costs Reduced

Another recent innovation that helped Brownings was **Purchase Invoice Matching**. When the company was smaller each supplier invoice had been scrutinised by the Directors, which had helped to keep costs down. As the company grew larger, they had no time to do this, so invoice price increases tended to go unnoticed, which consequently squeezed the profits. The introduction of Merit’s efficient Purchase Invoice Matching module means that price variances outside an allowable percentage are immediately flagged up so the management team can take action. Again, this has helped to keep costs down.



The Famous Killie Pie!

*As Matthew Short says “The **Works Order Processing** module has had an immediate impact on our bottom line and has paid for itself already. When combined with **Purchase Invoice Matching**, we have moved to a new level of efficiency and we feel much more confident in taking on increased business volumes”.*