¡Mucho Gusto! Tampico Spice Seasons It Right With Sage 100 ERP

It was 1947, and Jesus Martinez couldn't find the bagged spices he wanted in Southern California grocery stores. Recognizing an unmet market need, he founded Tampico Spice with a mere $50. His company was the first in the world to package spices in cellophane bags—a terrific idea that enhanced both freshness and convenience.

Today Martinez' initial investment has grown into a multimillion-dollar company. Run by his son and daughter, the firm now imports a full line of seasonings from 22 countries around the world. Tampico's aromatic spices add zest to many well-known products, including those of Souplantation, Farmer John's Hot Dogs, and Islands Restaurants.

Outgrown System

Tampico Spice eventually outgrew its DOS-based accounting package. The search for a replacement proved frustrating. One product crashed several times during the demo.

When Frank Rubin, the controller at Tampico Spice, saw the complete range of capabilities available with Sage 100 ERP,* he knew he'd found a winner. "Its technical support was much better than anything else we'd seen, and its database was definitely stable," he comments. "We switched and have been very happy ever since."

Harvesting the Benefits of Sage 100 ERP

Sage 100 ERP serves as an end-to-end business solution for Tampico Spice, tracking everything from anise seeds to turmeric. As orders are received over the phone, customer service representatives input data to the Sage 100 ERP Sales Order module. Information is automatically converted into an invoice that is mailed when the product ships.

Sage 100 ERP is set up to track all receivables and notify Rubin when invoices are 60 days overdue. The software can even generate labels for promotional mailings.

Tampico Spice has added Fixed Assets, a module that has become the Windows®-based fixed asset management software of choice for small to midsized companies. Rubin uses it to verify fixed asset calculations prepared by the CPA for monthly journal entries showing current valuation of machinery, office equipment, cars, and trucks.

*Sage 100 ERP was named Sage ERP MAS 90 when Tampico Spice, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
Tampico Spice, Inc.

Industry
Spice manufacturer and distributor

Location
Los Angeles, California

Number of Locations
One

Number of Employees
40+

System
Sage 100 Standard ERP

Challenge
Obtain an end-to-end, stable business solution to strategically manage a multimillion-dollar manufacturing and distribution operation for maximum quality and profitability.

Solution
A full Sage 100 ERP system, including core financial, distribution, and manufacturing modules.

Results
Streamlined automation and data flow from A to Z; flexible report writing; more precise ordering and forecasting; increased profitability and sustained quality; accurate fixed assets; more strategic management.

Rubin appreciates the system's flexible report writing features. With Sage 100 ERP he creates month-end financials and many custom reports such as sales by item, sales by customer and item, and annual summaries by customer and item.

"Our reports allow us to do more accurate ordering," explains Rubin. "About half of the spices we carry, like cardamom and chili pods, have a single harvest season. We can only order once a year. If we guess wrong and order too little, we have to scramble to find alternatives. With Sage 100 ERP we can offer our customers the consistent quality they expect and improve profitability at the same time."

Sage 100 ERP tells Rubin exactly what was sold last year, so he can forecast with great confidence. This translates into substantial savings and has also improved customer satisfaction.

Detailed customer reports are invaluable when it comes to pricing, too. Rubin can determine when volume discounts are appropriate. He uses Sage 100 ERP when deciding who to send product literature to, avoiding the expense of mailing to smaller purchasers. Sometimes customers request annual analyses as well, which he can easily provide with Sage 100 ERP.

As Sage releases new versions of Sage 100 ERP, Tampico Spice upgrades promptly. "We don't let our system lag behind, because the new features are always helpful," explains Rubin. "Sage 100 ERP is a very good system," Rubin says. "The telephone support is excellent. We can expand our system whenever we need to. Given all these benefits, we intend to stick with Sage 100 ERP throughout the foreseeable future."

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>
> Frank Rubin
> Controller
> Tampico Spice

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: http://www.facebook.com/SageNorthAmerica and Twitter at: http://twitter.com/#!/sagenamerica.

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