



Lone Star Meats Maximizes Customer Service and Operational Visibility

Industry	Challenge	Solution	Results
Meat processing and distributing	Lack of visibility across departments led to incorrect shipments	Provisions software production and packing tools	Decreased costs, increased production yields, station efficiency, complete traceability, improved customer service

Company

Lone Star Meats is a family-owned purveyor of high-quality, Prime and Choice steaks, chops, and other meat products. With a history that dates back more than 70 years, the company provides product to fine dining establishments throughout Texas, including Austin, Houston, the Dallas/Ft. Worth area, San Antonio and elsewhere. The company also services national chain accounts and maintains a fleet of nine trucks to deliver fresh steaks to its customers.

Lone Star's mission is to source and deliver the finest cuts of natural beef, pork and lamb. The company's commitment includes partnering with local farms and ranches, and

marketing exceptional brands such as all natural Niman Ranch and Certified Angus Beef®.

Lone Star operates a state-of-the-art climate controlled facility and utilizes advanced portion control technologies to produce reliably consistent products. In addition, the company maintains a one-of-a-kind, custom dry-aging room, and employs an artisanal steak trimming team having a combined two centuries of experience.

What sets Lone Star apart is a decision made seven years ago to take the business in a new direction towards meat suppliers using

sustainable, responsible practices.

Franklin Hall, CEO of Lone Star Meats said, "Our focus on sustainability is embodied in our ongoing partnership with Niman Ranch—a network of over 650 ranchers using sustainable grazing and humane husbandry methods and other conscientious suppliers.

"CAI's understanding of our day-to-day challenges, both as a processor and distributor, and insight into industry best practices, was evident during the evaluation and software implementation process. We know we've made a great choice for a technology partner."

Franklin Hall, CEO, Lone Star Meats

Challenge

Lack of visibility across departments led to incorrect shipments

“Our legacy packing software and stations consisted of only a barcode reader and a label printer. If the system generated a label, we assumed everything had been done correctly and the right product was being packed and sent to the right customer,” said Hall.



Solution

Provisions software production and packing tools

Provisions enterprise resource planning (ERP) software is an on-demand, turnkey business management solution that helps Protein and Specialty Food Processors and Distributors operate more profitably. Provisions achieves this by helping users increase efficiency, reduce costs, improve inventory control and the accuracy of yields and costs, while eliminating shipping delays and accelerating the ability to respond to food safety issues.

Provisions simplifies the tracking of lots through production, provides raw material yields and calculates exact costs for finished product. Sales representatives have immediate, real-time access to processed inventory so they know exactly what is available for sale.

Result

Decreased costs, increased production yields, station efficiency, complete traceability

“With Provisions, our production control room, cutting floor and staging areas are completely integrated so we’re able to confirm that we’re packing the correct order for the customer, along with anything else important on each order. In the short time that we’ve been utilizing the system, we’ve been able to significantly improve visibility across all areas of our business, perhaps most notably in our packing area,” Hall added.

Provisions helps Lone Star cut costs, increase production yields, maximize cutting station efficiency and achieve total traceability. Production-ready workstations, electronic scales, bar code label printers and specialized processing and packing software simplify lot tracking through production, accurately account for processed inventory, access raw materials yields (by-product accounting) and calculate the exact costs for finished goods.

“We are very pleased with our decision to implement CAI’s Provisions software,” Hall said. “Their understanding of our day-to-day challenges, both as a processor and distributor, and insight into

industry best practices, was evident during the evaluation and software implementation process. The software provides all the capabilities of a state-of-the-art processing and packing department. We know we’ve made a great choice for a technology partner.”

No matter what or how you process, Provisions will help you cut costs, increase production yields, maximize cutting station efficiency and achieve total traceability. The solution combines production-ready workstations, electronic scales, bar code label printers and specialized processing and packing software. Provisions’ convenient tools also simplify lot tracking through production, accurately account for processed inventory, access raw materials yields (by-product accounting) and calculate the exact costs for finished goods.

When sales orders are entered, Provisions creates an aggregate production planning report. Alternatively, individual packers



can query the system for specific production orders to be viewed on their packing workstation, highlighting the exact product and precise weights to be cut or packed. Quantities packed are automatically rolled up to calculate exact yields and for use in work order receipts later. Packers can also add truck route information.

Lone Star Meats is also impressed with Provisions’ flexible pricing capabilities. “With Provisions, we’re able to manage very complex, customer-specific pricing with ease, including staging pricing for the next week in a fraction of the time that it used to require,” Hall said.

Ready to get
started with Provisions?

Learn more at
caisoft.com/provisions