



## Software That Fits

### Client

Collin Street Bakery  
[collinstreet.com](http://collinstreet.com)

### Type of Business

Food Industry

### Number of Locations:

5

### AccountMate Users on System:

10

### AccountMate Modules:

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Inventory Control
- Lot Control
- Purchase Order
- System Manager
- Sales Order

### Third Party Applications:

- Food Manufacturing Conductor™

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**Semetric Walker**  
Corporate Comptroller,  
Collins Street Bakery

## Collin Street Bakery Continues Expansion into New Markets Leveraging Technology by Utilizing AccountMate ERP and Food Manufacturing Conductor

Collin Street Bakery is a world-famous family owned and operated bakery, located in Texas. For over a century, Collin Street Bakery has been owned and operated in the United States by the McNutt family whose culinary roots date back to 19th century Germany.

The Fruitcake or Pecan Cake ordered today is still baked true to the Old-World recipe brought to Corsicana, Texas from Wiesbaden, Germany in 1896 by master baker Gus Weidmann and business partner Tom McElwee. The bakery was thrust into the mail order business when Mr. Ringling's circus troupe, upon tasting the mouth-watering DeLuxe® Fruitcake, asked to have them sent to family and friends throughout Europe, which began an international holiday gift tradition.

Today, cakes are still baked to order and shipped direct from Corsicana, Texas to all 50 states and 196 foreign countries. As the company grows, Collin Street Bakery remains committed to the vision of founders Gus Weidmann and Tom McElwee, and to producing palate pleasing cakes deeply rooted in family tradition.

### The Challenge

Over the years, as demand for their mouth-watering Fruitcake and Pecan Cake increased, Collin Street Bakery expanded their product line to include cheesecake, coffee cakes, pies, cookies, and more in order to keep pace with taste trends. The company opened up restaurants, offering soups, salads, coffee, and baked goods. The company made a plan to expand into the direct whole sale market where consumers can purchase Collin Street Bakery products and goodies in grocery stores.

Keeping up with federal policy and security requirements is mandatory for all food manufacturers. More regulations and expansion of their distribution channels beyond their own stores and mail order business to B2B retail made it the perfect time to automate and integrate their processes and systems.

Larry Jenkins, COO at Collin Street has relied on Semetric Walker, Corporate Comptroller, and her team to head up their continuous improvement project to eliminate manual work by automating inventory and recipe management, lot traceability and to be compliant with federal regulations. Larry said “the project has exceeded his expectations thanks to the efforts of Semetric and the Tamlin team that is well versed in the food industry.”

Collin Street Bakery has used AccountMate software as their financial management backbone since 1999 and for several years following the installation, business processes were handled effortlessly. With expansion into the restaurant and grocery industries, Collin Street Bakery needed to comply with national security and food safety requirements. As a result, the company needed a business management system that incorporated lot tracking and control, plus handle government safety and security regulations.

## The Solution

To solve these issues, the company turned to their Elite AccountMate Business Partner, Tamlin Software Developers, for a solution. Tamlin recommended that the company implement Food Manufacturing Conductor™, a comprehensive shop floor control solution to provide real-time data that supports cradle to grave lot traceability.

Linda Bryan, CEO of Tamlin has worked with Collin Street for years and understands just how important quality and customer service is to them. "They continually innovate and improve to serve their customers in the very best possible manner."

To comply with government compliance, Food Manufacturing Conductor™, will track all raw material ingredients, work in progress and finished goods by lot number. By tracking each movement through the manufacturing processes, company employees can easily trace raw materials and finished goods ingredients both forward and backward. Trends, errors and problems can be spotted right away and resolved. The root cause of any non-conformance can be quickly traced, isolated, identified and resolved within hours of an incident. As a result, Collin Street Bakery can easily comply with government regulations and grow the restaurant and grocery segment of their business with confidence.

Semetric Walker is the first to recognize team members for their contribution. She said Tamlin's Project Manager "brought so much value because of his background and experience in the food industry. He was able to answer questions, understand our operations and help with processes that support them and the software implementation project."

Integrating and interfacing seamlessly with AccountMate financial management software, Food Manufacturing Conductor™ captures pertinent data, including costs and quantities for raw materials, work in process and finished goods. Collin Street Bakery can easily determine raw material and finished good costs and net profit by product, product line and division.

Maintaining accurate recipe, ingredient lists and quantities in an integrated solution is essential. Changes are captured and automatically updated within the system so all pertinent employees are informed. With up-to-the-minute inventory detail

at their fingertips, Collin Street Bakery employees can allocate and plan raw material requirements in real-time, which allows them to always know exactly what raw materials are needed and when.

## The Results

Using industry-specific program solution for shop floor control functions and AccountMate financial management software as its business backbone, Collin Street Bakery has a comprehensive front-to-back office solution that has eliminated manual work and significantly reduced inefficiencies.

"Due to better visibility of inventory needs and physical counts, Collin Street has been able to reduce on hand inventories making an impressive move toward 'just in time' inventory" according to Semetric Walker, the Corporate Comptroller for Collin Street Bakery. She was also delighted when the software helped them identify a piece of equipment that was malfunctioning.

As a result, these changes have enabled Collin Street Bakery to effectively and efficiently manage shop floor functions with minimum effort and have the system it needs to support its strategic goals for future generations to come.

## About Tamlin Software Developers, Inc.

Tamlin Software Developers, Inc. has provided Enterprise Resource Planning and Shop Floor Control solutions to small to mid-range manufacturers and distributors since 1991. An Elite AccountMate Business Partner and value added reseller (VAR), Accounting Technology selected Tamlin as a Killer VAR every year since 2007. Tamlin achieved the coveted Top 100 VAR award in 2012. Tamlin can be reached at [tamlinsoftware.com](http://tamlinsoftware.com).

## About AccountMate

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

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