

Snack Manufacturer Cracks Nut on Integrated, Automated and Flexible EDI System with QAD MFG/PRO

The Company: Fresh, High-Quality Nuts and Snacks Delivered to the World

John B. Sanfilippo & Son, Inc. (JBSS) is an in-house sheller, processor, packager, marketer and distributor of shelled and in-shell nuts. JBSS sells its products under a variety of private labels and under the company's Fisher, Evon's, Flavor Tree, Sunshine Country and Texas Pride

With more than 50 trading partners—including Wal-Mart, SUPERVALUE and Food Lion—JBSS needed reliability and flexibility in its EDI solution. QAD delivered a state-of-the-art solution that was implemented in 6 months.

brand names. The company also markets, distributes, and manufactures or processes a diverse product line of food and snack items including peanut butter, candy, natural snacks and trail mixes.

JBSS was founded in Chicago in 1922 by Gaspare Filippo and his son John. Today the company's main production and distribution facility is in the Chicago suburb of Elk Grove, Illinois.

The Challenge: Managing High Transaction Volume With Speed and Accuracy

The company's main production and distribution facility in Elk Grove, Illinois serves as a centrally located hub for customers worldwide. Many of the company's other production facilities are located in primary nut growing regions. The Bainbridge, Georgia and Garysburg, North

Carolina facilities are located in the main growing regions for peanuts, while the walnut shelling facility in Gustine, California and Sunshine Nut Company in Selma, Texas are near walnut, almond and pecan growing regions.

JBSS stands behind the quality and freshness of its nut products; the company believes that the strategic locations of its various facilities, coupled with its commitment to advanced technology, are major contributors to delivering on this promise.

JBSS has over 50 trading partners—including major retailers like Wal-Mart, SUPERVALU and Food Lion—that order multiple JBSS brand and private-label products. To process large volumes of customer orders with accuracy and speed, JBSS needed a powerful, flexible EDI system that would also integrate with its ERP system.

The Solution: Robust EDI Enables Top Performance

JBSS was already running QAD MFG/PRO 9.0 with Service Pack 6. Because integration was a key factor in the evaluation of an EDI solution, JBSS chose to stay within the QAD suite of products in order to take advantage of the tight integration of systems and data QAD MFG/PRO provides.

The company decided to implement QAD EDI ECommerce and Sterling Commerce's Gentrans Server for NT, and to engage QAD Consulting to assist in training and consulting services.

Working together, the combined JBSS and QAD Consulting team completed the implementation in approximately six months, including: software installation and setup, training, creating maps and transformations, testing and roll-out.

“We felt that QAD Consulting was the most qualified consulting firm to assist us with training and consulting services for both EDI ECommerce and Gentrans NT products.”

— Jim Valentine, VP IS, John B. Sanfilippo & Sons

The Benefits: Eliminating Manual Processes Reduces Costs and Errors

The JBSS internal Information Systems department is now able to efficiently support the customer EDI requirements from the most basic to the very complex, in a fully automated process. Eliminating manual processing has also done away with the keying errors and costs associated with paper purchase orders and invoices.

“The implementation went well and we are pleased with the level of service and support QAD Consulting provided during the entire process, and would recommend them to anyone contemplating moving to EDI ECommerce.”

— Jim Valentine, VP IS, John B. Sanfilippo & Sons

Incoming customer orders are analyzed by product number and automatically funneled into one of the multiple customer codes set up for each customer. The multiple customer codes allow the company to manage business by product line, whether branded products or private label products.

The Future: Performance Made Fresh

JBSS now has an automated and reliable EDI process that reflects their product range and company structure. With its robust and stable implementation of QAD EDI ECommerce and Sterling Commerce Gentran Server, EDI is now an integral part of business at JBSS—and the company is positioned to keep its commitment to consistently delivering the freshest, highest-quality products with swiftness and precision.

Prepared by John B. Sanfilippo & Son, Inc. in cooperation with QAD.

Highlights

Company

Company Name	John B. Sanfilippo & Son Inc.
Industry	Manufacturer, nut and snack food products
Products	Shelled and unshelled nuts, sesame sticks, natural snacks

Solution

QAD Solutions	QAD MFG/PRO version 9.0 SP6 with QAD EDI ECommerce and Sterling Commerce's Gentran NT Server
Implementation Time	Six months

Results

- Highly efficient management of product lines by JBSS brands and private labels
- Ability to meet any and all customer requirements, from basic EDI to highly complex demands
- Automated and reliable EDI process that reflects full product range and company structure
- Elimination of manual processes, reducing costs associated with paper-based processing and the errors that arise from manual data entry