



### PTX Food Corporation Finds a Winning Recipe with Preferred Logic

#### The Challenge

PTX Food Corporation was operating under an outdated software system that required manual data-entry and inadequate inventory tracking, inhibiting their ability to manage new growth.

#### The Solution

Preferred Logic managed the implementation of Sage Accpac to increase functionality of reports and efficiency of the business operation.

#### The Result

PTX Food Corporation has seen cost-saving benefits as a result of the efficiency and accuracy of the system, allowing for growth in sales and the ability to provide a greater level of customer service.

**PTX** Food Corporation has been a leader in the food industry since 1972, specializing in the development of natural products to enhance the flavors of some of our most popular snack foods, marinades, salad dressings, beverages, spices and more. In addition to their wide variety of flavor enhancers, they specialize in developing shelf-life extension ingredients without the use of synthetic preservatives. Their customer base includes some of the top names in the food industry including Kraft and Nestle, not to mention numerous other small to medium-sized companies.



Their team of 11 employees is based out of offices in New York with an additional processing plant in Louisville, Kentucky. While growth in the industry is contingent on the creation of new and innovative flavors, PTX Food Corporation embraces product development to increase their already expansive selection of custom ingredients. A brand new, state of the art fermentation and processing facility has positioned the company to dramatically expand sales over the next 5 years.

As PTX Food Corporation began cooking up new growth, the need for updated technology became apparent as manual data entry and record keeping could not meet the rising demands. In an effort to improve customer service and provide greater efficiency for their operation, PTX turned to Preferred Logic for a new recipe to greater success!

#### The Old System Left a Bitter Taste

PTX Food Corporation had been using an out dated DOS based Accpac program when they recognized that their existing software system wasn't functioning as a useful business tool for them any longer. Prior to the new system, all of the reports had to be completed manually, the checks had to be type-written and the sales histories were challenging and time-consuming to find. Not to mention that the inventory tracking and reporting was managed by doing manual input in cumbersome spreadsheets and invoices had to be processed by hand. Cathy, an account manager for PTX Food Corporation acknowledged that "we needed to become more efficient and take advantage of more current technology."

As a result, they turned to the experts at Preferred Logic who provided PTX Food Corporation with a well-rounded Sage Accpac software solution that was able to computerize all of the operational functions of the business.

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**PTX Food Corporation**  
www.ptxfoodcorp.com

## Company Profile

**Type of Business:**  
Food and Beverage

**Headquarters:**  
Cortlandt Manor, New York

**Other Information:**  
Processing Plant in  
Louisville, Kentucky  
11 employees

## System Profile

**Sage Accpac**  
System Manager  
General Ledger  
Accounts Payable  
Accounts Receivable  
Inventory Management

## Preferred Logic

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***“Under the old system, we would have had to hire at least three to four additional people in the accounting department just to keep up with the increased sales volume!”***

### Cooking up the Right Recipe

Turning to Preferred Logic for their software needs was an easy solution as PTX Food Corp. and Preferred Logic had an established relationship and Preferred Logic truly understands the unique demands within the food and beverage industry. Dana, from the Preferred Logic team worked tirelessly so that the new Sage Accpac solution would offer the functionality needed for their growing business and existing reporting problems. Preferred Logic invested invaluable time learning about the reporting needs of PTX Food Corporation so that the software and reports captured historical sales data, gross sales profit and associated business costs, in addition to the necessary inventory logging of food and ingredients that is used in each one of their products.

As PTX Food Corp. continues to grow and utilize the system, Preferred Logic continues to provide valuable support. “Anytime I need them, they are right there to help me,” stated Cathy of PTX Food Corp, “The quality of service that they provide us is very helpful.” In addition to completing the full implementation, Dana of Preferred Logic provides valuable support, continues to write and modify reports, install new updates and troubleshoot any problems. With no in-house IT department, Preferred Logic is the software and computer specialists for the PTX Food Corp. team.

### The Sweet Taste of Success

Since implementing Sage Accpac, PTX Food Corp. has seen tremendous cost-savings benefits as a result of the efficiency and accuracy of the system. “Making decisions based on good information and utilizing financial reporting that they never had before has saved them money,” commented Dana of Preferred Logic. “We have the ability to see not only what customers bought last week, but last year as well,” boasted Cathy. “It’s become a sales and forecasting tool for us and gives us decision making capabilities that we never had before.”

With the ability to provide improved customer service as a result of greater efficiency and accurate information, PTX Food Corp. has been able to promote the growth of their company by increasing their sales team while maintaining the existing number of employees within the accounting and billing team. “Under the old system, we would have had to hire at least three to four additional people in the accounting department to keep up with the increased sales volume!” exclaimed Cathy.

Sage Accpac and Preferred Logic offered the solution that PTX Food Corp. was looking for and has provided them the opportunity to funnel resources into the areas of their business that will allow for further growth and innovation!



**Preferred Logic**

Preferred Logic is a full service solution provider specializing in Sage Accpac ERP. We take pride in providing superior service and reliable products to help your business operate more efficiently and give you access to the information necessary for you to gain a competitive edge in your marketplace.

Sage Accpac's scalable Accounting and Business Management solutions are designed to meet the needs of your business and your budget.

