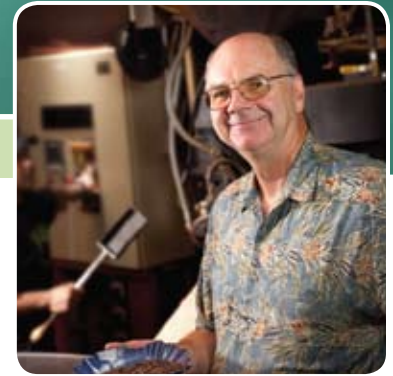


CUSTOMER SUCCESS



## Peachtree Provides Inventory Management for Partners Coffee

Jim Gilson entered the coffee roasting and packaging business in 1996 when he moved from Vermont to Atlanta to purchase Partners Coffee Company. Gilson was relieved to learn Partners Coffee Company already used Peachtree accounting solutions. With an MBA in Finance, Gilson knew how important it was to understand the details of his business, and that Peachtree would provide all the information he needed.

Since 1996, Partners Coffee has been shipping imported coffee throughout the United States. High-quality products and service are a top priority for Gilson. Having a reliable, detailed accounting system enables him to spend more time on assuring dependable service for his customers. He says, "Some of my customers think we have better control of what they bought from us than they do!"

### Effective Inventory Control

In order to have a successful manufacturing business, effective inventory management is vital. Previously, with Peachtree Premium Accounting software, Partners Coffee could easily manage its complex inventory. However, when Peachtree Premium Accounting for Manufacturing came out, "it was a super answer for us," he says. Now, Gilson is able to buy and sell in multi-quantity units, allowing him to easily purchase raw materials in gross and then sell finished goods in single units, multiple packs or any other quantity. With Peachtree Premium Accounting for Manufacturing, inventory is automatically adjusted.

Gilson can also track detailed records as well as cost information in Peachtree. Plus, the accounting department gets real-time information on sales, costs and profits to better manage the business overall.

**Customer:**

**Partners Coffee Company**

**Industry:**

Sells more than 48 types of coffee

**Location:**

Atlanta, Georgia

**System:**

**Peachtree by Sage Premium Accounting for Manufacturing**

### CHALLENGE

With more than 48 different types of coffee and more than 10,000 unique inventory items, Partners Coffee needed an advanced inventory tracking system to provide superior and reliable service to its customers.

### SOLUTION

Peachtree by Sage Premium Accounting for Manufacturing allows Partners Coffee to better track inventory and Bill of Materials.

### RESULTS

Partners Coffee has increased overall business efficiency and limited costly inventory errors. Partners Coffee no longer has to pay fees for outside accountants to complete monthly accounting tasks.

### Easy to Learn

Anne Gilson, Gilson's wife, manages the accounting department at Partners Coffee. "She wasn't fluent in accounting but the program itself was pretty easy to learn. If you take a little time to learn it and use intuition, you can easily do it on your own," says Jim Gilson.

Anne Gilson spends about one to two hours per week working on financials and inventory reconciliation using Peachtree Premium Accounting for Manufacturing. In addition, Partners Coffee has a designated person who works about eight hours per week using Peachtree solely for inventory management. The ability to create monthly reports "prevents us from having to spend money on outside accounting tasks," Jim Gilson says. Although Partners Coffee Company has an extensive inventory, it only takes about two full days to complete the month-end reports, providing all the information needed for good business decisions. Because of Peachtree, "we now only use external financial experts twice a year; once for taxes and once for inventory write-off and depreciation," he adds.

### Useful "What If" Scenarios

Partners Coffee takes advantage of advanced features in Peachtree Premium Accounting for Manufacturing, including bill of material adjustments, inventory, pricing, changing balance ratios, monthend reports, and invoice reconciliation. "One of the most valuable features this solution offers is the ability to play 'what if' scenarios," says Jim Gilson. The ability to contemplate different financial scenarios allows him to evaluate what budget situation will work best for the next fiscal year.

*"Some of my customers think we have better control of what they bought from us than they do!"*

With Peachtree Premium Accounting for Manufacturing, Partners Coffee has been able to increase overall business efficiency. The detailed inventory tracking in Peachtree helps limit costly errors. This – along with the overall financial management Peachtree provides – allows Partners Coffee to spend more time providing its customers with high-quality coffee and outstanding service.



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