

J&B Wholesale

Acorn Serves Up Profits For Food Distribution Company



J&B Group, founded in 1979 as J&B Wholesale Distributing, Inc., has served an ever expanding variety of retail and foodservice customers. Currently the company offers a combination of wholesaling, branded products, custom food service cutting, cold storage, and transportation of a variety of meat, poultry, and deli food products. Over 400 associates maintain the value and integrity with customer partners.

"Our company was founded by a salesman and his son, and built on the premise that the more customers you get, the more dollars you could add to the bottom line," said Kurt Anderson, Director of Operations/IT. "Yet, in this day and age, you have to look at the cost of sales from an operational perspective, maximizing profits within volume."

“Until we began using Acorn's profitability solutions, we couldn't put our finger on the cost of doing business, what would it cost to add a new product line, some new trucks, a new customer? Should we get rid of certain products? Enforce minimum order sizes? Eliminate some processes? We never had a definite answer.”

– Kurt Anderson
Director of Operations/IT

J&B Group had a vision for getting to the next level, and was well on the way with a 21 percent growth in revenues. The company turned to Acorn to ensure that the growth would continue. Anderson says he was immediately impressed with Acorn's common sense approach and philosophy regarding profit optimization. "Before we implemented Acorn's solution, we'd go after the business first and worry about profitability later."

“Acorn did an excellent job of listening to us. This is key to implementing any software package. Acorn has been phenomenal in interacting with us, making sure we understand along the way exactly what we were implementing. This solution provided us with very powerful data and Acorn worked with us to ensure that we understood the numbers and that we disseminated them correctly throughout the company.”

— Kurt Anderson
Director of Operations/IT

Acorn's profit solutions allowed J&B to evaluate and analyze the profitability of every area of operations, from customers and suppliers, to products, market segments and even remote offices and staff. In many respects, J&B Group has learned to do business a whole new way since implementing Acorn System's solution.

“Most importantly, Acorn has helped us slice and dice, analyze and then use the data to pinpoint areas of our business that need further evaluation and attention, offering ideas and suggestions on how to make these areas profitable.”

— Kurt Anderson
Director of Operations/IT

About Acorn Systems, Inc.

Acorn solutions combines technology and methodology to improve profitability and increase shareholder value for Global 2000 companies in Financial Services, Retail, Consumer Products, Manufacturing, Distribution, Logistics, and Services. To learn more about improving your company's profitability call 1.800.982.2676, email sales@acornsys.com, or visit www.acornsys.com