

Success Story

Sage serves up consistency from farm to fork

Lesters Foods improves decision-making with a single view of food production through Sage X3



The modern food business demands traceability and accountability. Every step in the process needs to be logged and managed, from farm to fork. For Quebec meat specialist Lesters Foods, Sage X3 enables it to keep track of every production detail. Lesters Foods is a Canadian institution. Chances are, if you've ever enjoyed a hotdog or smoked meat sandwich in the Montreal area, you've eaten a Lesters product.

The third-generation, family-owned business has grown from local deli to nationwide brand, with 160,000 sq. ft. of production facility. Today, the business supplies over 250 types of meat products.

Sage

Company
Lesters Foods

Location
Canada

Industry
Food Manufacturing

Sage Products
Sage X3

Partner
Tangerine Software

Lesters
Depuis • Since 1951

About Lesters Foods

The third-generation, family-owned business has grown from local deli to nationwide brand, with 160,000 sq. ft. of production facility. Today, the business supplies over 250 types of meat products.



With growth comes challenges, and it was no different with Lesters.

The challenge

With growth comes challenges, and it was no different with Lesters.

“Business requires constant decisions. You have to make the correct decision and make it quickly enough to make an impact,” says Lesters’ president Henry Mizrahi. “As we grew we found we were losing that ability because we didn’t have timely and accurate information about our business. We couldn’t forecast accurately; we didn’t spot problems until it was too late.”

With investment funds needed elsewhere, the company’s legacy systems had grown outdated. They proved incapable of supporting fast-moving innovation.

“We were working in silos,” explains CIO Marc Caron. “We had limited access to real-time data. There was too much paperwork and too many manual processes. We needed a solution to easily connect our specific systems.”

The solution

Marc says options from eight vendors were considered before Lesters selected Sage X3: “Right from the start, Sage seemed like a perfect fit. It was very close to what we needed right out of the box, and it was really easy to integrate with our systems.”

Marc worked with Tangerine Software, a Montreal-based partner of Sage, to design and implement Sage X3. The solution included features for sales order entry, distribution, inventory, manufacturing, financials, and enterprise intelligence.

“We suggested Sage because we knew it could provide the integrated business management that a growing company like Lesters needs,” says Greg Brown, president of Tangerine Software. “We knew it would reduce the overall complexity of the business and also save Lesters money. Basically, Sage X3 provides Lesters with a faster, simpler, more flexible way to run its business.”



“Sage ensures that Lesters provides quality and consistency every step of the way.”

Henry Mizrahi

President, Lester Foods

The bottom line

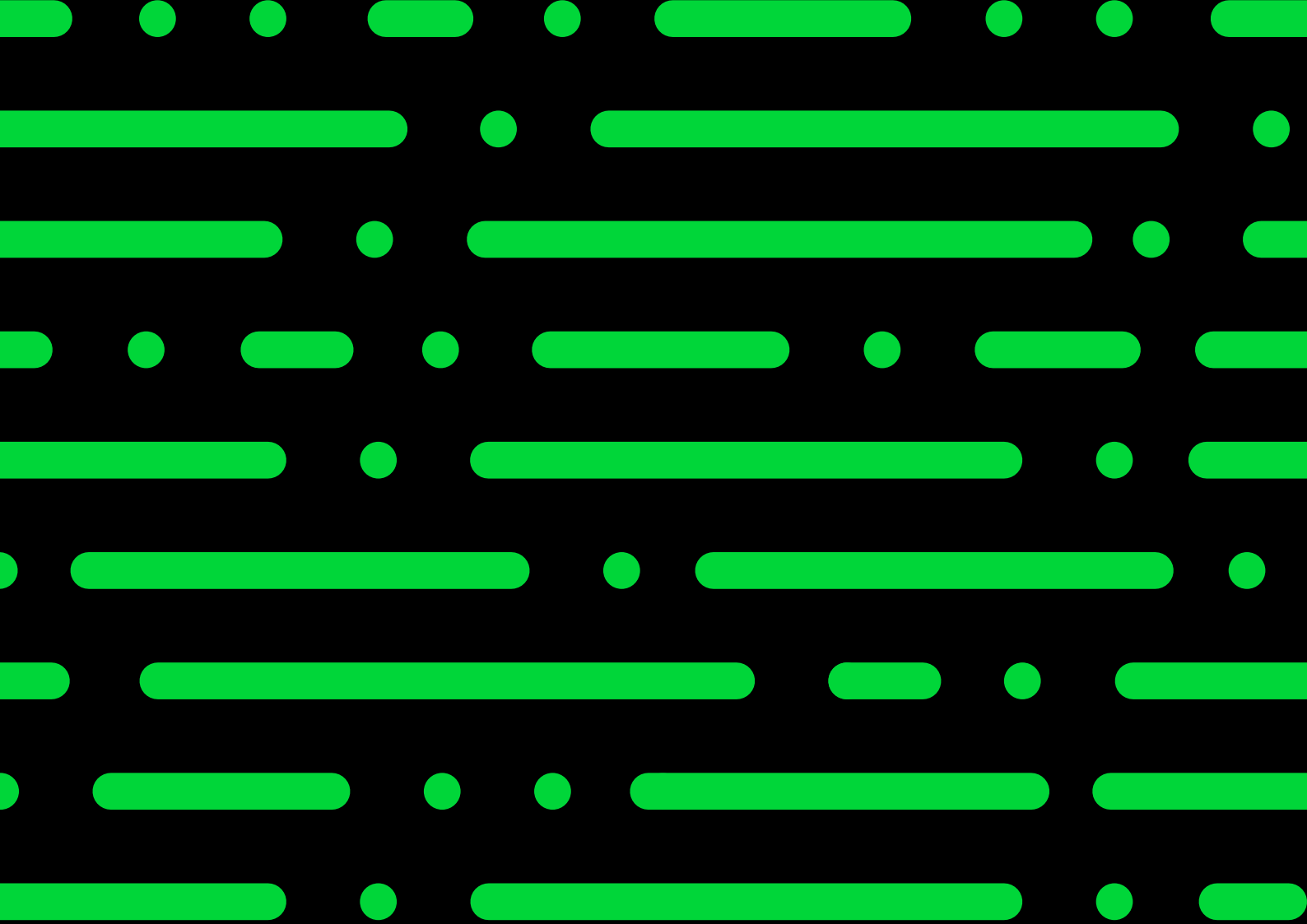
Lesters can now track every element in the production process. This helps with regulatory compliance and food safety standards, and strengthens management control. The different parts of the business no longer work in silos.

“We’re more agile,” says Henry, “because we now have the information we need to make better decisions. We’re working with real-time data instead of historical reports based on stale data. The information we’re getting from Sage X3 allows us to move things within the system that we weren’t able to do, at the speed at which we weren’t able to do it.”

The future

When it started in 1931, and continuing to this day, the Lesters difference was consistency. “Everyone can be great once in a while,” explains Henry, “what Max Lester made sure of was that Lesters food was consistently great. Sage ensures that Lesters provides quality and consistency every step of the way.”

Henry concludes: “Lesters has had a great history of over 85 years. But our future depends on innovative tools like Sage X3 to drive future growth.



Sage

© 2022 The Sage Group plc or its licensors. Sage, Sage logos, Sage product and service names mentioned herein are the trademarks of The Sage Group plc or its licensors. All other trademarks are the property of their respective owners.