

# Budget Maestro<sup>®</sup> at work

## Fast Facts:

**Industry:**  
Food Wholesale

**Location:**  
Holtsville, NY

**Revenue:**  
\$115M

**Employees:**  
220

**G/L System:**  
IDS Power  
Enterprise



[www.dicarlofood.com](http://www.dicarlofood.com)

## Food Wholesaler Keeps Its Numbers Fresh

"Budget Maestro gives us a deeper insight into our business and allows us to take corrective action and spot opportunities."

— Gary Kurzenhauser, Controller



### Company Overview

DiCarlo Distributors, Inc. is a \$115 million independent food service distributor with 220 employees and a 41 year history in New York. From DiCarlo's main office in Holtsville, Long Island, the company serves a broad range of restaurants, foodservice vendors, municipalities and institutions in New York, New Jersey, Connecticut and Pennsylvania.

### Business Challenge: Managing Growth through Better Forecasting

Like many food service distributors, DiCarlo buys, sells and delivers great

quantities of perishable product every day. In DiCarlo's case, the company keeps track of 500 manufacturers and oversees 8,000 food items, or SKUs (Stock Keeping Units), spread between three warehouses: dry, refrigerated and frozen. With business booming, DiCarlo is planning to expand its warehouse space by 87,000 square feet. This is good news for the company, but it's a challenge for the financial team.

"Managing growth requires new thinking and new solutions," says Gary Kurzenhauser, DiCarlo's controller.

“Budget Maestro has provided me with a professional tool to present to the owners and department managers. They now take the budget process very seriously.”

— Gary Kurzenhauser, Controller

“We needed to change the way we did our budgeting and forecasting if we were to manage our growth the right way.”

DiCarlo’s first decision was to abandon the old way of creating budgets, which relied on department budgets based on a sales report card that measured and tracked revenue and results by each sales representative. The next step was to develop a plan for a company-wide budgeting process, something not possible with the current general ledger system. DiCarlo also needed to improve its forecasting so that management could create “what-if” scenarios that would take into account changes in sales, operating expenses, and margins.

DiCarlo isn’t alone. Business planning is behind the times at many companies and for a variety of reasons. Finance personnel continually struggle to complete budgets, leaving little time for analysis. Even after the budgets are finalized, they quickly lose their significance because they become detached from operational results.

Technology can also play a role when a company’s business planning and its critical financial information reside in hard-to-link legacy systems, spreadsheets and proprietary applications.

### Global View Leads to Better Management

The solution that fit DiCarlo’s budgeting and forecasting requirements was Budget Maestro. Budget Maestro was developed by Centage Corporation to enable businesses to simplify their budgeting process and improve the accuracy and efficiency of their overall business planning. Budget Maestro uses database technology to instantly update and reflect changes to the data, provides a consistent interface for quick, accurate data entry (no formulas or macros), automates consolidation, dynamically builds financial statements and provides multi-level security.

DiCarlo selected Budget Maestro because it gives the company a global view of its finances and serves as an extension of the company’s accounting system. Budget Maestro has a similar general ledger accounting structure, similar accounts and similar transactions. With Budget Maestro, DiCarlo can easily import its general ledger data, and all historical (actual) data resides alongside forecast data in a similar format. The finance department can now forecast items such as revenues, payroll, operating expenses and capital assets, and trace the effect through the income statement, balance sheet and cash flow.

“Budget Maestro gives us deeper insight into our business and allows us to take corrective action and spot opportunities,” said Kurzenhauser. “Before implementing Budget Maestro, we did not have a formal budgeting process, and because our forecasting wasn’t keeping pace with our growth we were unable to see what we needed to do in terms of increasing sales or reducing costs. Now we can.” For the first time, Mr. Kurzenhauser can prepare global and departmental budgets. “It has provided me with a professional tool to present to the owners and department managers. They now take the budget process very seriously.”