



## Harris Ranch Family improves decision-making with Infor

Established in 1937, Harris Ranch is a large, vertically integrated agribusiness in the United States. Its family of companies includes Harris Ranch Beef Company, the largest fed-beef producer in California, and Harris Feeding Company, one of the largest cattle feedlots in the West Coast. Harris Farms grows more than thirty crops on 25,000 acres.



HEADQUARTERS  
**Selma, CA**

INDUSTRY  
**Food and beverage**

PRODUCTION  
**150 million lbs. beef annually**

INFOR PRODUCT  
**Infor® Advanced Planning  
Infor Demand Planning  
Infor EAM**

WEB SITE  
**[harrisranchbeef.com](http://harrisranchbeef.com)**

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**"Before using Infor products, we planned for production of 20,000 to 30,000 lbs. per day with two people using Microsoft® Excel. Today, with Infor Advanced Planning we can accurately plan for 200,000 lbs. per day with just one person. Our volumes and margins have increased, even with reduced personnel!"**

**Randy Dehart**  
CIO, Harris Ranch Family of Companies

## Business goals

- Improve traceability of raw materials and finished goods.
- Increase profitability by identifying the most valuable cuts of beef to produce.
- Optimize production planning for raw materials and labor efficiency.

## Enhancing business processes

### Traceability

Material tracing is one of the most crucial food and beverage processes. As a premium quality beef producer, Harris Ranch tracks everything that comes in contact with its products during production. Because its products are of random weights and perishable in nature, Harris Ranch is required to individually track the weight and shelf life of each case. Tracking this information helps Harris Ranch meet customer specifications for freshness and quality. Harris Ranch must also maintain both forward and backward traceability to meet optimum quality standards.

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**"Infor is perfectly geared to the Food and Beverage industry. It allows us to track our production every day and provides key features like yield tracking, financials, variance reporting, etc. This information not only helps the managers on the floor to make informed decisions but also provides insightful information to the top management."**

**Randy Dehart**

CIO, Harris Ranch Family of Companies

### Business results and efficiencies



Increased margins by around \$1 million per annum with better production planning



Achieved both forward and backward traceability with sub-lot level tracking



Reduced the manpower required for planning, while increasing volumes



Integrated business applications to enhance productivity

### Planning production

Harris Ranch is a beef producer that specializes in the disassembly process. The production process starts from a beef carcass, where specific cuts are made on the desired value of the end-product. To optimize margins, Harris Ranch must closely track for the accurate separation of high-value cuts of beef from lower-value cuts. Yield analysis in Infor ERP compares the actual cuts to a standard yield by individual cut. If the yield variance is off, then high-value cuts of meat will not realize the full value. In addition to beef cutting, Harris Ranch also plans for its further processed products, including beef entrée cooking production, ground beef, and steak cutting production using Infor Advanced Planning.

## Enhancing profits through accurate planning

## Seamlessly integrating applications

**LEARN MORE** 



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Kreef rēpā