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Packaging Coding Management matters



With a recent retailer survey showing that up to 80% of product withdrawals are down to coding errors, food and drink manufacturers can no longer afford to neglect their package labelling and coding processes.

'On pack' coding is the primary identification of traceability within the food industry, and accurate package coding and labelling has become mandatory. The costs of getting this wrong are high: it can lead to fines from customers, loss of customer confidence and ultimately loss of contracts.

However, most food and drink manufacturers still rely on manual processes

for package labelling and coding, which expose operations to inevitable human error. Coding errors are now acknowledged as the primary cause of product withdrawals. Manufacturers need to make sure their processes eliminate risk and ensure accuracy to protect their businesses.

In response to the rising need for accurate package coding and labelling of products, Sanderson is pleased to announce the launch of a Package Coding Management module for our Formul8 solution. The module incorporates the market-leading Claricom software for the design and network control of package coding and labelling. The module assists in removing

human error, eliminating risk and ensuring accuracy, flexibility and efficiency.

The system removes manual errors and paperwork at 'critical points' to improve real-time data and increase visibility and traceability throughout the enterprise. By preventing package coding and labelling errors, the Sanderson solution traps the need to recall products at its primary source and protects manufacturers from the high costs these errors cause.

If you would like to find out how Packaging Coding Management can help your business, call us on 024 7655 5466 or email info@sanderson.com

DVD case study available

To see the Sanderson Food & Process Industries solution in action call 024 7655 5466 and request a copy of the Witwood Food Products DVD case study

Sanderson launches Unity solution

The Unity product for food and process manufacturers will be launched at the Food Focus Customer Days in March, as part of our vision for the future of Sanderson software solutions.

Unity further enhances the Sanderson food and process offering, following on from recent developments for Shop Floor Data Collection (SFDC) with weigh scale integration, business intelligence, document imaging and email alerts.

The new solution provides a seamless interface to Microsoft and third party

products, and has a true Windows 'look and feel' to enable reduced training costs and easier acceptance from staff typically familiar with the Microsoft Office toolset.

Unity retains all the business functionality built up over 20 years' experience working with food and process customers. By utilising the current Formul8 business rules and database structures, the system is compatible with previous versions of Formul8, making it easy for existing customers to transfer to Unity whilst protecting their previous investment.

Roger Stares, Managing Director of Process Industries at Sanderson, comments:

"Our continued investment in both the technology and functionality of the Sanderson solution demonstrates our commitment both to new prospects in the marketplace and to our existing customers. The launch of Unity is just one element of a solution roadmap that we expect to help us in our goal of becoming the supplier of choice for the food and drink industry."

If you would like to find out how Unity can help your business grow, call Steve Fisher on 01454 892500 or email steve.fisher@sanderson.com



Success in Sanderson Food Focus events



Sanderson continues to acquire new customers in all its market sectors whilst maintaining strong relationships with existing customers, many of whom have invested further in Sanderson software. Below is a selection of new contracts Sanderson has won within the food processing and wholesale distribution sectors.

In the food and processing division, **Kingfisher Ltd**, a fresh fish and seafood supplier to restaurants and hotels across the UK, has chosen the Sanderson solution to integrate all business processes and enhance traceability.

Witwood Food Products has chosen Sanderson to support its new factory in Thailand, following the success of our food and processing system in its UK & Australian operations.

The success of the Sanderson solution in Australia continues with both skincare and

health food manufacturer **Nature's Care**, and pet food manufacturer **Nutri-Care** investing in the system. The solution replaces standalone systems to support business growth and capitalise on product synergies.

Stonehouse buying group members **Cox's Cash & Carry** and sister company **Thurles Wholesale** have

chosen the Sanderson Wholesale Distribution solution to replace their existing system. The new centralised system will allow the two companies to operate more efficiently together whilst providing a platform for improved customer service.

Hillhout Ltd, based in Suffolk, has chosen Sanderson software to manage stock levels effectively and optimise sales and fulfilment processes.

Sanderson continues its success within the Landmark buying group, with member **A J Foods** investing in a software solution to integrate all areas of the business. The newly formed Cash & Carry and Delivered Wholesaler has chosen the Sanderson system to ensure the success of the venture, by providing full business visibility and control from the very start.

For more information on new business wins in our multi-channel and discrete manufacturing divisions, please visit the news pages on www.sanderson.com

Throughout the past year, Sanderson has held a number of high profile 'Food Focus' events around the UK, in partnership with IBM. The theme of 'New Legislation & Traceability – A catalyst for increasing profits' proved a popular subject with many food and drink manufacturers attending to find out, from industry experts, how the need to address compliance could be used for commercial advantage.

One Sanderson customer explained to attendees how they used the Formul8 system to significantly reduce production and manufacturing costs. The feedback from attendees has been very positive, with delegates finding the seminar both informative and relevant to their own business operations:

"Very informative – excellent"

"A real world view on traceability – very good"

"Thought provoking in relation to our own individual businesses"

In response to this positive feedback from delegates and demand from organisations unable to make the events, Sanderson hopes to hold further informative seminars in the near future.

If you are interested in attending a Sanderson Food Focus Seminar, or would like to suggest themes or business issues to be addressed at future seminars, please email info@sanderson.com or call a member of the Marketing team on 024 7655 5466

Is your business intelligent enough?

Easy, flexible access to business intelligence is the essential differentiator for successful food and process manufacturers.

The Sanderson Business Intelligence (BI) module provides instant, easily accessible management information to users across the organisation, enabling responsive, accurate decision making whilst minimising controllable costs.

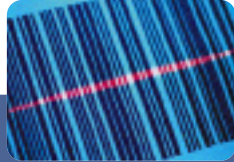
Maintaining a complete overview of business operations, the software comparatively analyses both historical and current business information to provide

senior management with a 'real-time' on-screen overview of the business and Key Performance Indicators (KPIs) in an easy to use, intuitive way.

Sanderson BI can be viewed via a web browser, providing 24 hour visibility of information and allowing informed business decisions to be made anytime, anywhere. Whether in sales, production or financials, the BI module can help to provide valuable information on customer buying patterns, wastage, yields and business performance. This powerful module can be tailored to address particular



business needs and supports dynamic updates to software packages such as Excel, which drives further efficiencies.



New Batch Stock Take and Attachment Management modules



Sanderson is pleased to announce two new additions to its Food & Process software suite.

The **Batch Stock Take** module facilitates stocktaking via a hand-held device such as a PDA, providing significant labour savings in keying time and manual extensions into the stocking unit of measure, whilst eliminating transcription errors.

When stocktaking, a barcode can be scanned either on the product or from a pre-printed catalogue, with the option to

enter the product code. As an alternative to a PDA, a more rugged device can be supplied.

The **Attachment Management** module is a powerful standalone module allowing external attachments of almost any type to be linked to the database and viewed from the standard enquiries screen within Formul8. Attachments could include product photographs, customer Word documents, scanned images from a supplier, Excel spreadsheets and PowerPoint presentations.

The module provides a comprehensive enquiry and management facility for projects and operations which involve multiple external documents, such as New Product Development (NPD). The module also complements the Sanderson Document Imaging solution.

For further information, call Steve Fisher on 01454 892500 or email steve.fisher@sanderson.com

The expected and unexpected benefits of recipe weighing with Formul8

Memory Lane Cakes, based in Cardiff, introduced Formul8 in 1997 following a management buy-out. Since then, the system has helped to increase the efficiency and growth of the company including the successful integration of sister companies Nicholas and Harris, United Central Bakeries and Campbells Cake Company.

Gary Evans, Systems Projects Manager at Memory Lane Cakes comments:

"We were pleased with the anticipated benefits when implementing recipe weighing, such as: the central management of recipes, real-time monitoring against production

planning, real-time access to weighing recipes and visibility of aborted mixes.

However some unexpected benefits became apparent, particularly within material usage. Having centralised recipes meant that the recipes weighed were now the same as those on our financial systems, and the system allowed tighter controls on tolerances.

Because the system always knows the point you are at in a recipe, ingredients can never be unintentionally forgotten or weighed twice. This has proved particularly helpful at shift changeover, staff breaks and at points when plans change and other recipes take priority."

Sanderson expands its multi-channel sales offering

Sanderson has significantly strengthened its position in the multi-channel sales sector by completing two successful acquisitions since its listing on the Alternative Investment Market (AIM) in December 2004.

The acquisition of the UK-based companies, Megabyte Limited now trading as Sanderson Retail Systems and Progressive Computer Systems Ltd now Sanderson PCSL, adds substantial retail expertise and increases the presence of Sanderson in multi-channel retail.

Sanderson Retail Systems is a well established supplier of retail management solutions covering both in-store and head office. Its Midas solution comprises of an extensive suite of back office and supply chain modules complemented by a function-rich EPOS system capable of handling all day-to-day retail needs.

Sanderson PCSL is a provider of browser-based software solutions to retail and commercial organisations. It offers solutions for multi-branch retail communications and has a strong client base including customers such as Comet.

Commenting on the Sanderson acquisitions, Group Managing Director, David O'Byrne said: "Businesses today must offer multiple sales channels if they want to win and retain customers. These acquisitions add proven retail capability to our existing leadership in mail order, e-commerce, fulfilment and wholesale distribution. This gives Sanderson a unique understanding of the market and positions it well to help its clients succeed in their multi-channel operations."

STOP PRESS! STOP PRESS! STOP PRESS!

Sanderson Group plc acquires Elucid from K3 Business Technology Group plc.

The purchase of Elucid complements the Group's existing product portfolio and reinforces the position of Sanderson as a leading supplier of multi-channel sales solutions.

Sanderson supports Simmers' business growth

Biscuit and oatcake manufacturer Simmers of Edinburgh has seen sales rise from £4.8m in 1996 to an estimated £13.4m in the current financial year, with the Sanderson Food and Process solution running business processes during this period. Thanks to the nation's growing interest in healthy eating, the popular Nairn's brand oatcakes and own-label products Simmers produces for the UK's major supermarket chains are set to hit record sales levels this year. Sanderson is set to support Simmers' growing business into the future.

Ken McGarrity, Finance Director at Simmers explains why the company chose Sanderson after separating from United Biscuits in 1996:

"Rather than just address finance applications, we wanted a system that would run our business from beginning to end. Sanderson provided the best fit for these requirements. It has satisfied our current needs with the option to add software modules as our operations grow or the business changes."

Optimising resources

A purchase order processing module monitors raw materials requirements in the factory, allowing accurate real-time management of stock levels against demand to ensure materials are always available and avoiding wastage from



over ordering. Customer orders are entered directly into the sales order processing module, where sales staff can access full client histories to help manage customer queries, perform sales analysis and develop successful marketing initiatives.

Factory floor staff use the Sanderson system to manage the production of the goods ordered, by matching materials with recipes, compiling manufacturing schedules based on delivery dates, and automating operations. Simmers' third party distributor is linked into the Sanderson system, enabling them to easily raise picking lists and organise delivery runs. When signed proofs of deliveries are received from the distributor, Simmers can invoice the customer directly from the system.

Backbone for business growth

By automating processes, all data becomes 'live' and provides Simmers full visibility across the enterprise, enabling accurate decision making and troubleshooting to ensure efficiency throughout the supply chain. No manual re-keying is required, reducing errors and administration time and costs for a more profitable bottom line.

Ken McGarrity appreciates the support and flexibility provided by Sanderson, with new system functionality being easy to implement as Simmers' business grows and changes:

"Because of their knowledge of the food industry, Sanderson are aware of forthcoming trends and can alert us to software developments that will help us to address these. This makes our relationship with Sanderson a recipe for a successful future."

About Sanderson IT solutions for business success

Sanderson is a publicly owned, UK provider of software solutions and IT services. We supply innovative, market-focused solutions primarily to the manufacturing and multi-channel sales sectors.

Highly experienced in the markets we serve, we forge long-term relationships with our customers. This allows us to consistently deliver real business benefit and help our clients achieve rapid return on their investment in IT.

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