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Shop Floor Data Collection – A key priority



Formul8's Shop Floor Data Collection delivers visibility and control to factory floor operations

Analyst company Forrester Research maintains that 50% of manufacturers lack visibility of their site activities, which can delay orders and affect essential order status reporting. Improving internal information processes is a constant challenge for manufacturers as it impacts customer service, operational efficiency and the wider supply chain.

Transparency of information is crucial to business success and Formul8's Shop Floor Data Collection delivers visibility and control to factory floor operations.

There are many issues which affect efficiency and productivity in the food processing industry, that are increasingly complex and impact the bottom line. It is important to use every available tool to maximise efficiency and increase competitiveness, whilst ensuring your systems are flexible to respond to future changes.

Accurate, automated, shop floor data collection can bring a whole host of benefits to your business. It drives and controls the

entire production process – integrating data from weigh scales, flour silos, in-line checkweighers – to optimise production and streamline the supply chain.

The benefits will have an immediate positive effect, not only on productivity and efficiency but also on the availability of management information to help make informed business decisions. What's more, it can aid customer retention with increased ability to deliver the right product at the right time, first time, every time.

The benefits:

- > Immediate, two way traceability
- > Removal of manual tasks and paperwork
- > Improved management control with accurate, real-time information
- > Use of 'actual' rather than 'target' weights
- > Elimination of spoilt batches
- > Reduced tolerances and wastages
- > Accurate costings
- > QC staff free to deal with exceptions instead of routine
- > Minimised operator error
- > Increased productivity, profitability and customer retention

To benefit from all the advantages shop floor data collection has to offer, you need a completely integrated system. Formul8 is a comprehensive ERP solution designed specifically for the food and process industries.

For more information on shop floor data collection please contact Steve Fisher on 01454 892500 or email steve.fisher@sanderson.com

Burger Manufacturing chooses Formul8



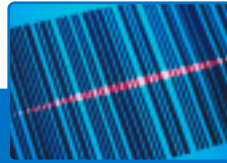
Amongst recent order successes, Sanderson has won a contract to supply its Formul8 system to premium burger producer, the Burger Manufacturing Company. The deal provides an integrated management solution that will meet Burger Manufacturing's current operational needs with the flexibility to support wider operations as the company grows.

Formul8's software modules will initially replace existing Sage accounting and order processing applications. The company will also benefit from two way traceability as it automates day-to-day processes including product costing, raw material batch handling and raw material and finished goods stock control. The software also supports the new product development process at Burger Manufacturing.

The Burger Manufacturing Company will be able to utilise the real-time management information generated by Formul8 to analyse specific areas of its business to improve internal efficiencies and make accurate management decisions for business growth.

Looking to the future the Burger Manufacturing Company plans to extend its investment in Formul8, integrating shop floor data collection software routines with production devices including weigh scales and bar code scanners.

Jim Booth, Finance Director, Burger Manufacturing Company said: "We required a single, integrated system to handle all areas of our business. We chose Sanderson because of its reputation as a longstanding provider of software systems to the food processing industry. This experience meant they could fully understand and meet the needs of our growing company".



New Product Development



Formul8 streamlines New Product Development processes

Product innovation is key to the success of many food manufacturing companies and is a major yardstick by which they are measured by their customers.

However, many manufacturers still handle their key New Product Development (NPD) processes with manual paperwork systems.

The recently enhanced NPD module in Formul8 provides an environment for the technical department to record the progress and development of new products. It also has project management facilities against activity templates to facilitate the smooth handling of product development.

Throughout the process, Formul8's comprehensive database provides immediate access to live raw materials, recipes and customer details – avoiding time consuming data entry and duplication. Powerful search

facilities allow historical products and projects to be easily resurrected, without the need to 'reinvent the wheel'. When the new product is finally accepted by the customer, it is released to the live database ready for manufacture - again saving staff time and money!

The latest system enhancements now allow samples to be recorded and quotations to be produced. In addition, costing routines are available to facilitate full multi-level costing structures, ensuring the product is commercially and technically viable, thus minimizing the opportunity for costly errors.

Delivering peace of mind with system resilience



IBM pSeries provides maximum reliability, scalability and security

For some time unanticipated events have highlighted the vulnerability of IT systems and software employed by every company around the globe. Businesses can no longer afford to be ill prepared for disaster recovery situations and need to ensure an appropriate recovery strategy is firmly in place for all types of scenarios, ranging from simple employee error to nationwide situations.

Disruptions of all kinds can be catastrophic if a contingency plan does not exist to respond immediately, and can lead to loss of customers and tarnished brand image and reputation, impacting future sales.

Building a vision for resilience begins with the recognition and understanding of these risks and how they can be minimised through the business.

Migration to a more resilient infrastructure is viewed as an essential business process by corporate insurers and auditors and should form an integral part of your recovery strategy.

Sanderson's resilience software allows you to overcome these risks on your ERP server and increase productivity at the same time, by allowing you to manage off-line data back up, ensuring maximum performance to on-line users.

In this scenario, two Formul8 Servers – typically an IBM pSeries 'Master' and 'Slave' are connected to each other via a network connection. In the event of a disaster on the 'Master', the users simply log onto the 'Slave' machine and continue business processing with the minimum of disruption to the company.

Retaining control

One of the key benefits of the Formul8 Resilience Module is that the customer retains control over this critical process. In the event of a failure, the decision to switchover to the 'Slave' is made by the customer's on-site System Administrator in discussion with Sanderson support.

Steve Fisher, Director, said: "Increasing numbers of our customers have made the move to the Formul8 Resilience Module. Our solution gives customers the peace of mind they require - without the high costs associated with 'Fault Tolerant' systems".

Latest Formul8 enhancements demonstrated at leading exhibition



Sanderson successfully presented its latest business management solutions at the Computers in Manufacturing (CIM) exhibition. Sanderson maximised the opportunity to demonstrate the latest extensions to Formul8's functionality. Designed specifically for food and processing industries, Formul8's fully integrated modules help manufacturers to drive down costs and increase profits with:

- > Two way traceability of products in the supply chain
- > Shorter lead times and more reliable delivery performance
- > Efficient stock management and reduced inventory costs
- > Improved controls on quality, yields and wastage
- > Sophisticated, easily accessible management information

CIM is the yearly flagship event covering IT for all industries including integrated ERP solutions, supply chain management, CRM and e-business solutions.



Understanding Radio Frequency Identification (RFID)



Geneva Hand Held Terminals facilitate high speed RF communications

RFID is the buzz word of the moment and currently receiving lots of coverage within the market. The retail sector is leading the way as seen with Wal-Mart's plans to integrate RFID into their supply chain. But do we really understand the true concept of RFID?

RFID is a proven wireless technology that uses radio waves to identify individual items. RFID uses tags to store large quantities of information, which can then be read easily and quickly using a radio frequency reader.

RFID tags can be embedded in containers, pallets and individual items without the need for 'line of sight' required by bar codes.

The benefits of RF technology

- Enables all partners in the supply chain to track and trace products in real-time and manage stock more efficiently
- Reduces wastage and goods lost in transit
- Generates goods inward and despatch efficiencies
- Improves stock availability and demand planning
- Provides instant supply chain visibility with real-time information

- Streamlines and speeds up operations, increasing accuracy and optimising productivity
- Enhances customer service
- Prevents counterfeit products
- Reduces theft related losses and inventory levels
- Automates business and reporting processes

According to industry analysts, RFID is set for the same growth as bar codes in the 1980s. In June 2003 Wal-Mart announced that its top 100 suppliers should be using RFID tags on pallets and cases destined for its stores by 1st January 2005.

Sanderson and business partner Belgravium can supply Geneva hand held devices with RFID reading capabilities that integrate with Formul8 right now. The newly launched Geneva 6100 Hand Held Terminal combines high frequency RFID tag and bar code reading within the same unit, facilitating high speed RF communications.

For further information on how the combination of Formul8 and the Geneva 6100 can meet your future RFID requirements, please contact Steve Fisher on 01454 892500 or email steve.fisher@sanderson.com

Introducing Business Online

Committed to helping you grow your business

We have recently extended our business online capabilities with the introduction of a new range of services, provided by our dedicated and experienced team.

Many companies are often unsure of how to approach their business online strategy and the development of their website, remaining unaware of the available technology to improve business performance.

Sanderson's specialist business online services include:

- > Consultancy and design, through to implementation
- > Content management
- > Web interface links to business applications
- > Cost effective hosting
- > Training

The business online team can help ensure your business gets the best from online trading and integration to your existing application. Whatever your web requirements are, our team will be able to advise you on the most appropriate solution to meet your business objectives.

For more information please contact Steve Fisher on 01454 892500 or email steve.fisher@sanderson.com

Don't just take our word for it...



Memory Lane Cakes, part of the Finsbury Food Group, has been a user of Formul8 for over 6 years and is one of the UK's premier suppliers of pre-packed cakes to blue chip retailers including Asda, Morrisons, Sainsbury's and Tesco. Memory Lane produces a wide range of speciality cakes, muffins and breads, utilising both retailer brands and premium brands, such as Nestlé, through its portfolio of licensed agreements.

Formul8 has helped to increase the efficiency and growth of Memory Lane including the successful integration of the Nicholas and Harris business purchased in 2003.

Dave Brooks, CEO, Finsbury Food Group comments:

"One area we were recently talking about was the Goods In area and Despatch. We have improved the efficiency and handling of raw materials and finished products in both of these areas, reducing our costs whilst improving customer service. I am amazed at times by the power and flexibility of Formul8 – it can meet what are seemingly bizarre requests as standard in most instances."

Ingredients for International Success



Formul8 helps Witwood to provide unrivalled customer service, backed by technical excellence

Witwood Food Products manufactures innovative batter mixes, breadcrumbs, seasonings, pre-dusts and dry mix marinades for the frozen/chilled food markets in Europe, Australia, Asia Pacific and North America.

Witwood's Group Financial Director, Jonathan Bray explains how Formul8 helped them tackle some key business issues:

"Formul8 was installed at our Banbury R&D facility (Europe's largest independent ingredients factory) to support a move towards complex manufacturing processes. Its specialist food capabilities meant we didn't inherit the usual complexities associated with more general ERP systems. We now deliver unrivalled customer service backed by the highest levels of technical excellence, and can speedily introduce 100-150 new product concepts every month."

With Formul8's modular design, any or all food manufacturing processes can be automated, from sales order processing through to warehousing and despatch. Flexible architecture allowed modifications to support Witwood's R&D operations, while IBM pSeries hardware provides system resilience ensuring minimal downtime.

Witwood now responds to sample requests within 24 hours. New recipes are entered directly onto the system's database so that products are accurately reproduced. Storing available stock quantities on Formul8, combined with the use of RDTs (Radio Data Terminals) linked into the system, enables raw materials to be immediately located onsite and made available to the production line.

Batch ingredients are quickly traced back to their original source through unique coding, allowing Witwood to meet international quality assurance specifications and HACCP procedures. Using RDTs to automate further warehouse processes, including assembling product for despatch, means quality is controlled up to the customer's door.

Jonathan Bray said:

"Installing the Sanderson Warehousing Module was the smoothest implementation I have seen in 25 years of using computerised systems. Teething problems were dealt with immediately and personnel were quickly relaxed with using the system."

Formul8 delivers near-perfect accuracy, with hugely reduced effort."

Just-in-time manufacturing of finished products is achieved using real-time management information, identifying sales patterns which shape production and scheduling plans. Formul8's MRP (Materials Requirements Planning) facility calculates the quantities of raw materials required and by what date, in line with demand, to ensure the right product is always in stock at the right time.

Jonathan Bray continues:

"MRP allows the knowledge of individual managers to be built into a "best practice" system, providing greater control over finished goods stock levels as production decisions are based on agreed parameters set up within the system. These ensure target service levels are achieved without carrying excessive stocks and minimal working capital is tied up in the business. MRP has also reduced planning activity from 2 people working a 10-hour day to 1 person working 6 hours."

2004 sees further manual processes removed from critical control points on the factory floor through the addition of SFDC (Shop Floor Data Collection) capability. This introduces real-time recording into processes using Sartorius weigh scale equipment for yet greater supply chain efficiency.

Sanderson is one of the largest and most experienced UK-owned software providers supporting businesses across a range of vertical markets

 **mailbrain**

Mail Order and Fulfilment
Helping distance sellers excel

A total solution for multi channel sales, catalogue and mail order, e-commerce and fulfilment, Mailbrain is the benchmark software designed to help distance sellers succeed. Mailbrain facilitates the management of multi channel businesses with greater efficiency, productivity and cost effectiveness.

 **formul8**

Food and Processing
Giving process manufacturers an edge

Designed specifically for food and processing companies, Formul8 is the market leading recipe and formulation based ERP solution delivering sustainable competitive advantage. Formul8 is comprehensive, functional and flexible to respond to industry complexities, with features including traceability, shop floor data collection, production planning and quality control.

 **swords**

Wholesale and Distribution
Delivering wholesale improvement

A one stop shop solution for wholesale and cash and carry businesses, Swords makes it easy to balance the demands of sales, purchasing, stock, cash flow and customer service, by controlling end to end business activity. Swords can benefit your entire supply chain, with the sharing of real-time information between internal departments and customers, suppliers and partners.

 **unity**

Manufacturing and Print
At the heart of successful manufacturing

A complete suite of integrated solutions for manufacturing, production and print, Unity combines leading edge ERP technology with the benefits of collaborative commerce. With streamlined operations and clear visibility of real-time information, Unity drives the costs out of manufacturing and increases profitability.

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