

PASSFIELD

The world's most comprehensive and flexible Nursery Management Software

Passfield wins Technical Product of the Year!

We're delighted to have won Technical Product of the Year for Passfield at the prestigious Grower of the Year awards. The ceremony took place on 17 February, with a panel of highly respected industry figures judging Passfield as best in category. Passfield Managing Director Roger Vellacott praised the team effort: "It was particularly pleasing to receive the highest industry recognition for the many years of dedication from our development team".



L-R Tim Lamb, Roger Vellacott receiving their award from host Paul Ross.

A golden opportunity to drive down costs this year

The economy may be in the doldrums but it's been full steam ahead for horticulture this year. Our clients are reporting year on year increased sales, thanks to a combination of consumers staying at home during the bank holiday cluster, exceptionally good spring weather and the honing of production processes which provide high impulse plants for the retail shelf.

Yet while sales may be soaring, so are input costs – so how can you keep sales strong but drive costs down? Nursery management software is a popular option – and business owners and managers now see Passfield as the obvious choice. So much so, that we're currently very busy gaining new business.

Our 2011/12 order book is nearly full – don't miss out!

Our order book for installation season 2011/12 is filling up fast. To ensure we deal with all implementations correctly, we've set an installation limit this year. If you're thinking of implementing Passfield, it's important to get in touch with us now – or you may miss out on the opportunity to streamline your business this year. Call me on 01404 514400, and let's talk through how Passfield could benefit your business.

Tim Lamb
Business and Marketing Manager

The affordable system with all the features you'll ever need
This single fully integrated system provides-



- Efficient Sales Order Processing
- Flexible Stock Control
- Comprehensive labelling
- Barcoding and POS
- Customer Management
- Automated Purchasing
- Production Control
- Resource Management
- Electronic Messaging (email, fax, EDI and more)
- Handheld Stock Control
- Report Generation
- Transport planning



Introducing your new Client Support Manager

We're delighted to welcome James Challis to the Passfield team. James gained a degree in Business and Computing at Hull University and for the last seven years has worked at Coletta & Tyson, a major ornamental grower in East Yorkshire. James was responsible for sourcing and single-handedly implementing the Passfield system at Coletta and Tyson - and he's now putting his extensive experience and system knowledge to work for our clients.

"We're delighted that James has joined us," says Roger Vellacott, Managing Director at Passfield. "Our client base in the UK and abroad continues to grow at a healthy rate and our continued success is dependent on maintaining high levels of support. His knowledge of the system and nursery operational experience will be invaluable."



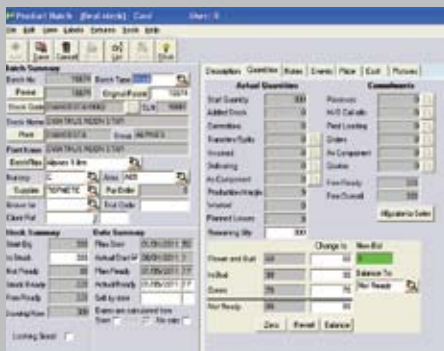
Coming soon- new features to benefit your business

The fastest picking list application ever! Here's a feature clients are getting very excited about. Very soon, you'll be able to pick stock via a handheld. So no more printing off a pick list and then manually updating the order once stock is picked. Instead, pick lists can be downloaded straight onto the handheld - use the

handheld to scan the barcodes of each item while out on the nursery, then simply dock the handheld and the orders get updated automatically. A real time-saver.

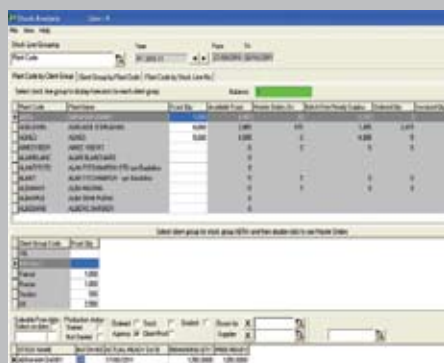
Better sales forecasting

No more being restricted to product sales forecasts - soon you'll be able to forecast by groups of customer or stock. And if you need to monitor what you sell to whom, you can set automatic warnings for when you start exceeding allocated sales to a particular client or group of clients. You'll be able to track your sales against targets throughout the year - giving you far greater control of your trading.



Better control over what gets picked first (and last)

Passfield currently splits Batch remaining quantity into two states: 'Ready' and 'Not Ready'. But what if you want to define stock as "Looking good", or "Nearly ready" or anything else? Very soon you'll be able to just that - giving you even more control over what gets picked when.



You'll also be able to set an auto allocation limit so Sales Orders only use the appropriate statuses of stock.

Automatic scheduling - another big time-saver

We've developed a great new application that allows you to schedule certain processes to run automatically. So for example, you'll be able to schedule day-to-day maintenance tasks overnight. You'll also be able to schedule automatic pick up of incoming messages - so you can pick up new orders or EDIs without having to go into the system manually. It's another way of saving time and making your work processes simpler.

Want to know more about Passfield?

Passfield cuts operational time and saves on resources. Around the world, nurseries like yours are using it to overcome supply chain complexities and boost efficiency. We're convinced it can revolutionise your business too - to find out more, why not get in touch? **Either:**

Call us now on 01404 514400
Email sales@passfield.co.uk

Or, come and see us on stand E44 at The Four Oaks Trade Show 6th/7th September. Show details can be found at www.fouroaks-tradeshow.com



Passfield Data Systems Ltd.

Don Hatch Business Park, Combe Raleigh,
Honiton, EX14 4TQ United Kingdom

Telephone: 01404 514400

Email: sales@passfield.co.uk

www.passfield.co.uk

Approved member of the HTA.

