

# PASSFIELD

*Practical software solutions for the busy nursery*

## **G's Growers goes live with Passfield**

One of Europe's leading farm co-operatives, which specialises in growing and packing salads and vegetables, is now using Passfield in their greenhouse near Ely in Cambridgeshire.

G's supply all sectors of the food business, including the major supermarkets in the UK and on the Continent, to exacting quality and service requirements. John Currah (Planning Manager) commented, "We propagate in excess of 80 million plants per year in our state of the art facility, which requires a high level of organisation. The Passfield system provides the control we need, as well as providing traceability, which is essential to our customers".



## **Passfield welcomes Tim Lamb!**

In January we were pleased to welcome Tim Lamb. Tim will now head up the Sales and Marketing function at Passfield having worked in commercial horticulture for 22 years in all areas of the supply chain. His knowledge comes from working for such names as Notcutts, Hillier's and more recently with Hewton Nursery & Whetman Pinks Ltd. Tim brings with him an excellent understanding of horticulture and fresh produce and we look forward to further implementation of the system within the industry.



*"Having worked with plants for over 20 years it is great to be now involved with a product that makes the whole process of growing and selling simpler"*

## **From manual data entry to 'a few clicks': the Baldwins story**

Based near Liss in Hampshire, Baldwins is a specialist nursery producing a wide range of high quality climbers & shrubs which are marketed to garden centres throughout the UK by Liss Forest Nursery Ltd. Baldwins was established forty years ago as a family business and is now managed by Debi Gardner, the daughter of the founder, Tony Salter.

The company's philosophy is to produce top quality plants without compromise. Climbers in particular require a huge input of labour (currently 40% of turnover) and Baldwins are constantly looking for better efficiency. Apart from production costs Baldwins has been looking for savings on the administrative side as well. With this in mind Debi chose to implement the Passfield system.

Orders are now sent by email from Liss Forest Nursery Ltd as automated messages which are imported directly into Baldwins' system. Labels are then printed with customer specific pre-pricing & barcode requirements along with picking lists, which are sorted into 'walk order' followed by delivery notes and invoices. The effect on processing time has been dramatic.

Debi was pleased to announce "I no longer key-in any orders. Customer specific files have been created within Passfield to cater for their different label & paperwork needs, so processing is a matter of a few clicks".

## Passfield 'the obvious choice' at New Forest

New Forest Garden Plants (formerly known as New Forest Herbs & Alpines) initiated a lot of change in 2006. Previously operating on 4 sites in Hampshire they have since developed a single 6ha site near Beaulieu.



Sales Manager Phil Walker said "We needed to expand our operation and allow room for efficient growth in business. Having decided to invest in new infrastructure we needed nursery management software with broader functionality, with the aim of streamlining the sales process and increasing the service levels we provide. My aim was to source a product with flexibility, from a company with the willingness to meet our needs, and having looked at other options Passfield was the obvious choice".

With spring approaching rapidly Passfield had to ensure a rapid and smooth installation. "We placed the order first week in December and needed to be up and running quickly" said Phil. "We sell over 3000 different product lines to a UK wide customer base. Set up was completed and we were fully 'live' first week of February; I can't fault the back-up to date".

## Farplants looking to the future

Over the last 12 months the cooperative members of Farplants have been fine-tuning their Passfield databases to provide the most detailed planning facilities ever seen in this sector. Three of the five member nurseries are now 'live' with the remaining two scheduled to go live this summer.

All member nurseries meet once a month to ensure implementation progress is made. We asked the members to comment on their use of Passfield:

### **Paul Bennett, General Manager at Binsted Nursery said-**

*"Previously all tasks were assigned to staff via various paperwork schedules and our production planning was typically carried out on three to four different spreadsheets with no dynamic link between them. Passfield allows us to assemble all our information in one interactive place with the aim of creating a less paper intensive workplace."*

### **Steve Carter, Technical Manager at Fleurie Nursery commented-**

*"A lot of growing expertise is stored in the heads of key staff within Farplants and there is a need to share this within the group to ensure future security and reference. Passfield will in effect be our central 'hub'. Steve added "This has also prompted us to implement a highly organised regular backup of the system."*

### **Dave Bullimore, Assistant Production Manager at Yoder Toddington added-**

*"The last twelve months have been useful to log events which in turn can be used to create more detailed batch production profiles in year two. We also see space planning as a big issue; Passfield is fully integrated with sales and purchasing allowing us to plan and continually check future space needs."*

Farplants are incorporating all their resource needs (e.g. sprays and compost) as events in their production profiles, so future needs can be predicted which in turn allows for more efficient purchasing.

## Nursery Fresh turns to EDI messaging, a 'one-click task'

Nursery Fresh Plants of Spalding have been successfully running Passfield since January 2005. They were quick to realise the potential benefits the system can bring and have since seen sales increase dramatically using Passfield to streamline their processes. This in turn has allowed more time to sell and provide better service.

Peter Hull (Sales Director) said "We have been dealing with a major supermarket chain now for several years. All their orders come directly through Passfield's EDI function and are processed as one click tasks. We are now running a similar system with Wyevale Garden Centres and are looking to extend this to the majority of our customer base. Order entry time has been slashed".





# What's new in Passfield!

Passfield is a constantly evolving system; here are some of the key features added over the last 12 months-

## Composite Stock lines

### Description-

Stock lines can be defined as being composed of other, "component" stock lines. Two different variations are available-

*Composite assemblies*- e.g. Hanging Baskets

*Composite selections*- e.g. Violas 'Our Selection'

### Key benefits-

- Save time by accurately forecasting plant purchasing requirements for multi-planted containers.
- Create efficiency by fully planning your production requirements from seed/cuttings to final product.
- Buy wisely by accurately forecasting your resource usage i.e. containers, compost, labour.
- Cut admin time whilst maintaining accurate historical information by defining plants sold as 'Our Selection'.

### Detail-

In Passfield you can create a composite batch, linked to the composite Stock line. The system then allows you to pick stock from other batches (the 'component' batches), in accordance with the definition of the Stock Line. This process removes stock from the component batches, and creates stock in the composite batch.

Stock in component batches can be reserved for the composite batch, so that it is not inadvertently sold before the composite batch can be created.

Where component stock is not available, you may also generate purchase proposals directly from the composite batch screen. When the purchase order arrives, it is automatically assigned to the composite batch.

## Barcode labelling

### Description-

Point of sale labelling has been significantly enhanced. Barcode details can be created according to individual customer needs. Total flexibility allows any combination of rules to be set.

### Key benefits-

- Keep your customers smiling by supplying barcodes as specified time after time.
- Eliminate wasted time and labels by printing the right barcode every time
- Total flexibility provides easy and immediate changes to customer requirements.

### Detail-

Passfield can print barcodes on labels using either your own barcode inventory, or the client's own specified barcodes. Barcodes can be either Generic i.e. one code for 'Herbs in variety' or specific to a Stock line. Passfield will allow clients to use any combination of the above. Different retail prices specific to client can also be set at the

beginning of a trading period. Some clients may have their own internal stock ID codes which also need to be displayed. Passfield can also produce several different label designs per stock line e.g. a tray of 18 plants with individual labels, one tray label and a colour bed label, with information about the plant and a colour picture of the flowering plant.

## Agency batches

### Description-

Enables you to resell finished plants from suppliers by defining batches as "Agency" - i.e. available for sale, but not owned by your nursery.

### Key benefits-

- Increase turnover by efficiently selling other nurseries' plants
- Maintain margin on bought in plants via total cost transparency
- Predict and plan future plant requirements

### Detail-

Passfield provides the option of creating Agency batches; they are not linked to batch production plans. This definition links directly to purchasing giving you the ability to generate periodic supplier statements and purchase orders covering sales made from Agency batches. You can also define commission rates, transport charges, packing charges etc where sales are made as an Agent on behalf of a supplier.

## Automated messaging

### Description-

Send and receive messages via Email in various formats, and process these messages automatically.

### Key Benefits-

- Dramatically cut your processing time.

### Detail-

Examples of this functionality within Passfield are:

- Sending Picking Lists (generated from sales orders and split into different suppliers depending on the product) via Email using XML format. The message can include retail prices (for labelling purposes) and special notes from the sales office.
- Receiving orders by Email in XML format. Outlook folders are searched for new messages, and if found, orders are automatically created within the Passfield system, ready for picking and dispatch.
- Receiving orders in CSV format (specifications per Wyevale PLC). Outlook folders are searched, and if new message found, the order is automatically created within the Passfield system.

New document types and formats can be progressively added in accordance with client requests.

## Four Oaks here we come

Passfield will be exhibiting at the Four Oaks show this September 4-5th with the aim of increasing its exposure to UK Horticulture. Tim Lamb said "We exhibited at GAN in February and enquiries were very positive, we are looking to repeat this at Four Oaks this September".

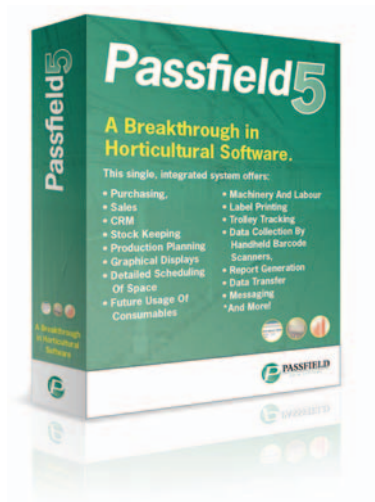
*"We look forward to meeting existing and prospective customers and will be on hand to provide demonstrations of the latest version of Passfield"*

**Please visit us on stand E44 for a demonstration.**



## Would you like to know more about Passfield?

Passfield is the most powerful nursery management software available, yet it is simple to use. It has been developed specifically for Horticulture and successfully used in the UK for 10 years. Excellent back-up and support is provided from our offices in Bath. It is also refreshingly affordable.



If you have any questions or would like a demonstration, please contact Tim Lamb on-

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