

BARCELLOS LIMITED

NEWSLETTER



Sandbach House, 8 Salisbury Road, Leicester, LE1 7QR
Tel: 0116 233 5559 Fax: 0116 233 5560 Web Site: www.barcellos.co.uk

INTRODUCTION

Christmas 2008 Edition

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Welcome to the Christmas 2008 Barcellos Newsletter.

Does anybody else not quite believe how quickly this year has passed? The mind boggles!

May I take this opportunity in welcoming our new customers, and thanking you for your business. Mark and Gavin were really humbled when they each received a bottle of champagne from one of our customers to toast their new system. It was very much appreciated.

May I also thank our existing customer's for their continued loyalty and new business they have sent our way. Our software packages would not be the success they are today without their invaluable input.

As we are all aware, 2009 looks to be quite unsettling for businesses due to the current financial climate. Hopefully we can make life a little easier by re-introducing our Barcellos Bargains next year, so please look out for them. As they say at a well known supermarket, "every little helps!".

I'm not sure if John will thank me for telling you this, but he celebrated his 60th Birthday last month. We all had a great time at his party, and for a 60 year old he can certainly move on that dance floor! In all seriousness John, you don't look a day over 21!!!!

Finally, our Christmas opening times/days are listed on the last page of our newsletter. It just remains for me to wish all our valued customers, a merry christmas and a happy new year.

debbie@barcellos.co.uk



Upgrade Everything



The word upgrade is used a lot in the computing world, whether it is upgrades to software or hardware. Computers are always getting more powerful and lately we have noticed that laptops seem to be leading over PC's in terms of sales. They are definitely getting more powerful and a lot cheaper to afford. With the financial crisis around at the moment this will help, as laptops also use less power than a PC and monitor.

Upgrades from a modem connection to broadband have also been happening and most people are on broadband now. A majority of our customers now use broadband and this allows us to remotely connect in and resolve problems faster than before.

Lately I have learned more about upgrading the Global accounts products, from Global 2000 to Global 3000 version 5.0 and then from version 5.0 to version 6.0. This has been a good learning curve, upgrading from 2000 to 3000 was quite difficult, but I got there in the end. Going from version 5.0 to version 6.0 however was a lot easier and more straight forward.

As you might already know, I'm a big Formula 1 fan and it was great to see Lewis Hamilton get upgraded too, from car number 22 to car number 1. It has been a great season and a fantastic showdown in Brazil, I don't think you will ever see a championship decided that close ever again. It was great to see him win at Silverstone and I have already got my ticket for next year.

So let's look forward to 2009 and what that might bring, why not start the year with some hardware or software upgrades, just give us a call and we will be happy to help.

I wish you all a Merry Christmas and a Happy New Year.

Steven Dewis
steven@barcellos.co.uk



Monday - Cyc 0 - Route 1 - Drop 40 - CLAUS



MD 17 Dec 2008 11.08
Martin Devenport
martin@barcellos.co.uk

Customer SANTA
SANTA AND THE REINDEERS
THE GROTTO
SNOW STREET
TWINKLETOWN
LAPLAND

Contact Tel S CLAUS
25-12-2008

Route Driver Pre Christmas Lapland
Eric the Elf

Garments		Non-Garments		18/12/08	Between 10.00 & 15.00	Notes	
Parcels	Bags	Parcels	Bags	M/F		Collect & Deliver	Wgt 21.2500
	2		3	MANAGED LOCKERS		Cash Customer	

SANSUIT SANTA SUIT RED WITH WHITE TRIM 2	SANHAT RED SANTA HAT WITH WHITE BOBBLE 2	SANBOOT BLACK LEATHER BELT 58" 2	THERMS OWN CLEAN THERMAL LONG JOHNS	ELFSUIT ELF SUITS RED WITH WHITE TRIM 8	REINHAT REINDEER HATS 12	SACKS RED SACKS 36" * 24" 100
---	--	---	---	--	--	--

WELLIES BLACK WELLINGTON BOOTS SIZE 12 2						
--	--	--	--	--	--	--

Type of Supply: Fill up with Anti-freeze
Delivery Notes 12222 (2) 12224 (3)

Delivery Instructions DOWN THE CHIMNEY HO HO HO!!!
Pack Sheet Info RED POLYESTER BAGS



Reminder BEWARE SNOW STORMS



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Sandbach House
8 Salisbury Road
Leicester
LE1 7QR

Tel: 0116 233 5559
Fax: 0116 233 5560
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WE'RE ROUTING FOR YOU!!!!

Feast your eyes on this, one of our new Christmas goodies for 2008:

Welcome to our 21st Century Route Sheet. Not only is it a lot easier on the eye, it also contains a lot more information than its predecessor. Four of the new features are 'Total Bags, Total Weight and Delivery Times' for the Drop and on the Route Summary we've added 'Total Weight'.

Another development to reach the shelves is a new process within the Invoice Line Database, the ability to email individual Invoices or a complete Invoice Run, together with attachments for Terms and Conditions, and for any Promotional Material.

On a personal note I'll be making my annual Christmas pilgrimage to the Mecca of the beer world, Prague. overshadowing this though, will be going to see the greatest to ever wear the red rugby jersey of Wales Katherine Jenkins!!!

If you have just had a déjà vu moment it's because I cut and pasted the above from last year's newsletter.... I think I'm getting a little bit predictable.

Merry Christmas!

Nudge! Nudge! ... Ouch!

"Well "that's all folks" for this newsletter and I am sure that it will not seem long until Debbie gives us the nudge to get typing again for the Christmas newsletter".

This is how I finished the last newsletter article, and true to form Debbie is on the case, so thought it would be a good place to pick up from.

Since the summer TIS have now completed the emailing of invoices and credit notes. This works really well and will also allow us to redesign the layout of the forms to be in portrait with different fonts. Statements are next to be completed so that we can be even more environmentally sound by saving paper and postage.

My friend Keith who did the sky dive in aid of a local charity LOROS raised just under £1000 for his daring day out. Again I would like to thank Matthew Kerry and Aspley Workwear for supplying the embroidered shirt.

Recently we have taken on a new Global site based in the Spalding area. The company provides spare parts for BMW motor cycles to customers all over the world.

This was quite a challenge as the hardware in use was the same hardware I first saw when I joined Barcellos some 19 years ago. This just goes to show that computers were built to last back in the old days! We supplied a new HP server along with the latest GSM Windows operating platform. I then spent a couple of hours with a pile of those thin square things called floppy disks ... you may well laugh but it was the only way to get the data transferred, as the old BOS System did not have a clue what a CD was let alone a USB stick. The data transfer went very smoothly

and the site was up and running within the day.

Considering the technology gap the move went really well and Paul the Managing Director was so pleased that he toasted the new system with a bottle of champagne. I would like to take this opportunity to thank Paul for his business and welcome him to the Barcellos family of users.

On the payroll front I have completed a set of export programs to get all the static data from Global 3000 V7.5 Payroll into CSV files. This will allow users to migrate their data to other payroll products. The layout is currently for Sage Payroll 50, either standard or professional versions. If anyone is interested in this facility please do not hesitate to contact me for advice and pricing.

Also between then and now I have been keeping on top of all the new enhancements that TIS have been adding to the Accounts and Distribution Software. These have been adding new functionality in all areas. For a list of the new facilities please do not hesitate to contact me in the usual manner.

I hope that the "Credit Crunch" is not affecting your business and that with our continued support and software systems we can make your company maximise its profits and weather the financial storm that is hitting us all.

I would like to take this opportunity to thank all our customers for their continued support over the past 12 months and look forward to working with them during 2009 and beyond.

Merry Christmas & a Happy New Year.

Mark Capewell
mark@barcellos.co.uk





The Scan'ta Claus

As many readers will be aware, we are able to offer various bar code scanning solutions – but did you know just how many options are available within the Barcellos Scanning Options Portfolio?!



Cabled Workstation – Live real time scanning, up to a distance of 3 metres from the networked host PC. This is most ideal in small areas of an office, factory, warehouse or laundry. This type of scanner can be configured with either a triggered or continuous laser beam. The latter is of great advantage when housing the reader in a static desk stand which allows an operative to work with both hands.



Wireless Workstation – Live real time scanning, up to a distance of 12 metres from the networked host PC for the cordless radio system device, or 10 metres if using the Bluetooth variant. Most ideal when a larger scanning area is available. This solution can dramatically cut down on the amount of time spent rearranging workspace in a given area of your office, factory, warehouse or laundry. The beam of either type of wireless scanner can also be set up in the same ways as its cabled cousin.



Wireless Network (WLAN) – Live real time scanning, which is dependant on the coverage of your wireless access point(s) on site. A cabled or wireless workstation solution could be implemented along with a ruggedized or standard laptop that is connected to your wireless network. This mobile workstation arrangement could be transported around the office, factory, warehouse or laundry on a trolley of some description.



Mobile Batch – Whilst this solution does not offer live real time data integration, batches of scanned data are downloaded into the system on connecting the device to the data cradle. This is ideal for drivers or company representatives collecting information whilst out of the office.



Wide Area Network (WAN) – Live real time scanning from an Internet enabled workstation. This could be a cabled or wireless workstation solution at a remote office, factory, warehouse or laundry. Alternatively, this could also be a cabled or wireless workstation solution connected to a mobile Internet enabled computer, via 3G for instance.

As is apparent in business, Vista has been a bit of a non event in the workplace. Did you know that XP has made a bit of a comeback and therefore is now being shipped as an operating system option on new machines again? It is available on many PC's and laptops as a Vista to XP downgrade license option. If you had put off upgrading computers due to the Vista situation, you need wait no longer as we can still supply you with XP machines.



The display market continues to flourish. I would say that the last few months have seen the entry level screen settle out at 19" widescreen. Widescreen now seems to outnumber the standard 4:3 orientation on supplier listings. There is an increasing range of colours and finishes available, and an ever increasing amount of possible media connections. Some are even coming with as many options as VGA, DVI, HDMI, Video, S-Video, L+R Audio, PC Mic, PC Sound and USB all on one monitor! This of course allows for a whole range of media devices to be connected at once for selection as required. Satellite tuner, DVD player, PC and Digital Camera for instance. I've even opted for such a solution at home!



On a personal level, I have recently enjoyed a visit to Old Trafford to see Leeds Rhinos, as underdogs to St. Helens for a second year running, defeat the high flying Saints 24-16 in the Super League Grand Final. On the flip side of this coin I have also witnessed a rather poor performance by England in the Rugby League World Cup over in Australia. Two emphatic victories against France (58-8) and Wales (74-0) in the build up to the tournament had made our chances look promising. However it wasn't to be when it came down to the real deal. In the group matches we struggled past Papua New Guinea with a 32-22 opening win, followed by 52-4 and 36-24 defeats to Australia and New Zealand respectively. The empty handed plane journey home was secured with yet another defeat. This time 32-22 in the Semi-Final, again to New Zealand, which ended all remote hopes of reaching the Final.



The footballing side of my life has seen a long overdue return to The City Ground in Nottingham, in which Burnley won 1-0 on this occasion. The Clarets season is progressing very well after a slightly shaky start. A great League Cup run continues into the New Year with progression to the semi-finals, via a convincing 2-0 home victory over Arsenal's youngsters. This followed a magnificent 5-4 victory on penalties in the 4th round trip to Chelski.



This time of year brings many new tastes in the world of Real Ales. Seasonal ingredients change and to my delight, the darker, more warming and wholesome brews prevail in the build up to the festive period and over the colder months in general. Although I'll admit to not being much of a pub goer, I'm always on the look out to pick up new and untried local bottled ales whilst on my travels. I'd therefore be more than happy to take a look see if you can recommend any tasty tipplers! Please note – I must add that I'm a responsible drinker and therefore in no way an alcoholic!

Please feel free to call me should you wish to discuss anything covered in this article. Pricing on supply, setup and maintenance for any of these solutions can be provided on request.



Have a Very Merry Christmas and Happy New Year.

Gavin Emerson
gavin@barcellos.co.uk





It's the Most Wonderful Time of the Year!!

B A R C E L L O S



Is it really that time of year again!! This year has simply flown by, where does all the time go? Well what's been going on this year, and what can we expect from 2009?

Well this year has seen some major development work on the Pool Linen side of the software, and thanks to one of our laundry customers, they have helped develop and move this module on in leaps and bounds over the past twelve months. We are now starting to take control of Pool linen from all sides. We have the ability to record what's in the Pool Stock, what's required for the Pool, what goes in and out of the Pool Stock. We are now using the weights of the products to help provide accurate information on what the weights are of each bag, cage, customer and even route. All leading to a much tighter control of your pool stock and routing details.

Add to this the ongoing development work to the Invoice Line Database, which now gives you the ability to email your customers direct, as well as introducing the ability to single fold your posted invoices so they fit into a C5 or DL envelope.

What else has been going on? Well as you will probably see from Martins Article we have the New Route sheet, which is looking very nice. I hear that we are in talks with Father Christmas himself, who is looking to take the route manager side of the software on board to ensure that all his deliveries are made to the correct places at the right time, so that the naughty boys and girls don't get any presents by mistake. He has been especially interested in the route weights, as last year he was stopped on 2 occasions by Mother Nature for having an overweight sleigh. However please don't complain to Barcellos if you don't get the presents you asked for, as Santa said he can't really find the time for training, and would see how it goes!

What's new in for 2009? Well most of that will come from you, as we try and help you move your company forward. We like to hear any ideas or improvements that you would like to see in the System, and I have already got a few things from my recent site visits that we will look into next year. We will also keep tidying and adding reports and routines to make them more user friendly and to allow such things as email and export.

On a personal note, I'm getting very excited about Christmas. I love this time of year (think I'm still a big kid at heart) and can't wait to see the little ones faces when they wake Christmas morning. Then we have the part of the day, playing with all the new gadgets, gizmos and games that they've been bought (as a responsible adult I do have to make sure that all the games are safe for the little ones use. Well that my excuse and I'm sticking to it). That reminds me, I must get my Santa list sorted with what I'd like this year, before I miss the last post.

May I take this opportunity to wish you all a Very Merry Christmas and a Prosperous New Year, and I look forward to seeing you all in the New Year!

Paul Moss
paul@barcellos.co.uk





Busy?



Well I have been incredibly busy over the last few weeks, busier than for a long time. There have been quite a few visits to prospective users. Now it's wait and see time, plus hopefully more visits.

People say that the Construction Industry has been very heavily hit by the economic slowdown, well it has but principally new build, especially housing. Apparently many of the monstrosities being erected in Dubai have ground to a halt. Anyway, Measured Term Contracts are still being let, thank goodness. The nature of building maintenance means that the market should not dry up, but be ongoing.

I have had several visits to North Wales as Bangor University has let three Measured Term Contracts and Barcellos now have the three appointed contractors as users. During some spare time I discovered that Bangor has an amazing pier, it almost crosses the Menai Straights to Anglesey. You would not believe the wind that can blow along the Straights. Another fact, one Thursday I stayed in Bangor North Wales, the following Thursday I was in Bangor County Down. Perhaps if I was to visit Boston Lincolnshire, ... (wishful thinking).

In my hectic period I also found time to visit Newcastle, Haywards Heath and Barnsley. Whilst mentioning universities, we have a new user who is a contractor for Cambridge University.

We are looking at carrying out several small changes to the system. One covers larger orders, where possibly several rooms are involved. Analysis codes, which are already part of the system, can be used to hold the room number. This will then enable, with a program change, part of the order for a selected room to be printed, also to give a breakdown on a full print of the value of each room. Several other small changes relate to A and B rates on the Mechanical and Electrical Schedules. One is the ability to list an order for just A or B rates, another is to prompt if an A rate is entered and it is not followed by a B. If you have any ideas regarding changes to the system then please let us know. We cannot guarantee being able to implement anything, but we will look into it and let you know.

John Hughes
john@barcellos.co.uk



BARCELLOS INSTALLS AT THE NORTH POLE

As you are all probably aware (especially if you have read Paul and Martin's articles) we have a few new customers this year. Not least of which is Father Christmas!!! There isn't any country we can't export our software to.

He has been really impressed with his new route manifest, so I am sure that all children everywhere will get the right presents.

Amongst the modules supplied to Santa was Purchase Ordering and as you can see, we are all really pleased with the new order layout...

Order to:		Purchase Order			
		GX	15.24.54	27/11/08	Page 1
BARCELLOS LTD SALISBURY ROAD LEICESTER		Order Number	37/ 2		
		Order Date	27/11/08		0
		Ref No			
		Contract	CLAUS		
Must be delivered before 1st December					
Product	Description	Size	Quantity	Price	Value
ELFBOOT	Black Elf Boots (With bells) Supplier Reference EBOOT1	SML	3	6.00	18.00
ELFBOOT	Black Elf Boots (With bells) Supplier Reference EBOOT1	XXSML	3	5.45	16.35
ELFHAT	Elf Hat Supplier Reference EHAT1	SML	3	3.90	11.70
ELFHAT	Elf Hat Supplier Reference EHAT1	XXSML	3	3.70	11.10
ELFSUIT	Green Elf Suit Supplier Reference ESUIT1	SML	3	17.00	51.00
ELFSUIT	Green Elf Suit Supplier Reference ESUIT1	XXSML	3	17.00	51.00
Totals			18		159.15

Santa was also impressed with the amendments to the new garment delivery note....

We are now able to show individual barcodes that have been scanned out. This is controlled by a new option that can be set on each garment contract product. We are able to show what is still-in the laundry.



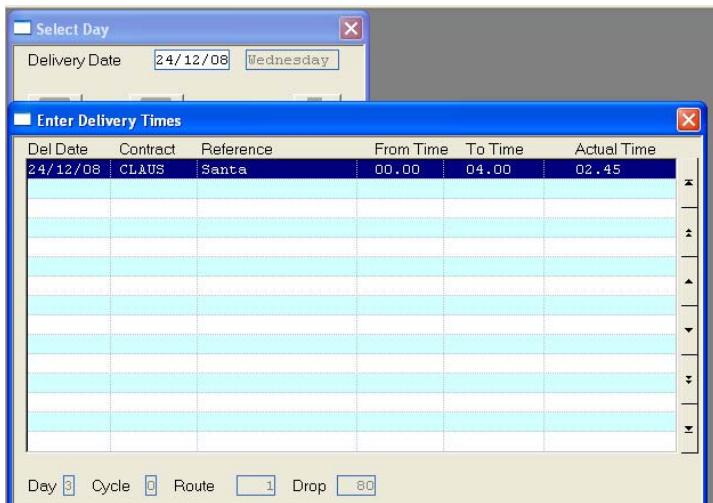
 BARCELLOS LIMITED		<i>Delivery Note</i>		
GX 15.58.02 28/11/08 Page 1				
CLAUS Santa 18 Chapel Hill St. Erth Near Hale TR27 4RT		Delivery Note Delivery Date Type Laundry Mark Order Date		132 28/11/08 Garment 28/11/08
Driver:		Route: 0 / 0		
Product	Description	Quantity	Price	
ELFBOOT 3432	Black Elf Boots (With bells) 1 Alabaster Snowball	1		
ELFHAT 3465 3575	Elf Hat 1 Alabaster Snowball 4 Shinny Upatree	2		
ELFSUIT 3520 3619	Green Elf Suit 1 Alabaster Snowball 4 Shinny Upatree	2		
Total Delivered			5	
Total Bags 2 Use Red Bags				
<u>Still Ins</u>				
3542	4 Shinny Upatree	ELFBOOT	21070002	REPAIRS
3476	1 Alabaster Snowball	ELFHAT	21070002	IN
3608	4 Shinny Upatree	ELFSUIT	21070002	REWASH

We are also in the middle of linking to Santa's 3rd party packing system, and Santa has requested that we incorporate a seasonal table to make products and garments inactive for a period of the year... Even the elves don't work all year around!!

Mrs Claus has been very interested in our pool linen module. She was particularly impressed with the enhancements to our multi-location suite. "The new top-up facility per location will really help me control the bed linen in the elves dormitories", she said.

She has asked if we can do 'to-follows' by location and also when printing the delivery note, provide a separate piece of paper per location. I have told her that this would be available by the time the elves return to get ready for next Christmas.

Mrs Claus got very excited when we showed her the new route delivery times system. She said "I will now be able to keep tabs on Father Christmas and check he is not outstaying his welcome at each house he delivers presents to!!"



Each drop time can be recorded and compared with a pre-determined delivery window. There is a report to show all drops that are either delivered early, on-time or late.



Have you also noticed this button creeping into the software?
Well hopefully by the end of next year all the reports will incorporate an export facility - Giving you an easy way to get data in Excel.

A big thank you to all our laundry customers who have provided input over the last twelve months helping keep our laundry products right at the top of the tree.

So to book your new years upgrade, just give me a call.

Barcellos Limited. Providing laundry solutions endorsed by Santa.....

Nick Cook
nick@barcellos.co.uk



Deb's Christmas Quiz

1. Who was the first British monarch to broadcast a Christmas message to the nation?
2. Who banned Christmas in England between 1647 and 1660?
3. On which date is Epiphany celebrated in the traditional Western calendar?
4. Who are the four ghosts in Charles Dickens, "A Christmas Carol"? (one point for each correctly named ghost, and a bonus point for all four)
5. What liquor goes into making a 'snowball' cocktail?
6. What is the English title of the carol written in 1818 by Austrian priest Josef Mohr originally called Stille Nacht?
7. The Nordic countries (Denmark, Sweden, Norway notably) tend to celebrate Christmas chiefly on which date?
8. Which US state in 1907 was the last to declare Christmas a legal holiday?
9. Presepe in Italy refers to what Christmas tradition?
10. What is the popular name for little baked sausages wrapped in rashers of streaky bacon?
11. Which of the Wise Men was said to have brought the gift of gold for the baby Jesus?
12. What changed in 1752 which caused Britain to have a White Christmas less frequently thereafter?
13. Traditional in Germany at Christmas, what sort of food is stollen?
14. According to the UK National Meteorological Office what year (prior to 2007) was the last White Christmas in Britain?
15. How many gifts are given in total in the song The Twelve Days of Christmas?
16. The words "Myrrh is mine, its bitter perfume breathes of life, of gathering gloom....." come from which Christmas carol?
17. In which body of water is Christmas Island?
18. John Callcott Horsley designed what first commercial Christmas items in 1843?
19. Which popular poem is alternatively known as 'A Visit from St Nicholas'?
20. Which token vegetable is often included in the ingredients of a Christmas Pudding?



How did you score out of a possible 24 – 1 Point per Question (except Q.4)?

Between 1-6 – Bah Humbug! – have you been taking lessons from Mr Scrooge?

Between 7-12 – Not bad – but you need to attend one of Santa's workshops!!

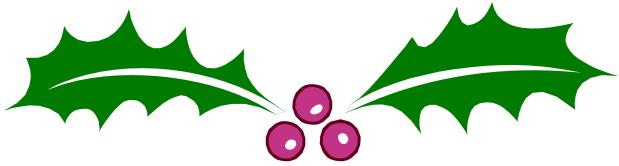
Between 13-18 – Very good, you will definitely find something in your stocking this year!!

Between 19-24 – Excellent, you could be Santa Claus himself! Well Done!!

You can find the Answers on the last page of the newsletter.



And Finally!



We hope you have enjoyed our Christmas Newsletter. If there is anything you have found of interest just email the person noted at the bottom of each article.

It just remains for everyone here at Barcellos to wish you all a very Merry Christmas and a Happy New Year.

Answers to Quiz: 1) George the Fifth, 2) Oliver Cromwell, 3) 6th January, 4) Christmas Past, Christmas Present, Christmas Yet to Come & Jacob Marley, 5) Advocaat, 6) Silent Night, 7) 24th December, 8) Oklahoma, 9) Nativity scene, 10) Pigs in blankets, 11) Melchior, 12) The calendar, 13) Cake, 14) 2004, 15) 364, 16) We Three Kings of Orient Are, 17) Indian Ocean, 18) Christmas card, 19) 'Twas the Night before Christmas, 20) Carrot

