

BARCELLOS LIMITED

NEWSLETTER

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Introduction

Summer 2010 Edition

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Welcome to the Summer 2010 Barcellos Newsletter.

I would like to start by welcoming new customers who have joined us in 2010.

As predicted by the experts, the start of the year has been difficult to say the least for small businesses due to the recession. At Barcellos we are doing our best to help our loyal customers through these uncertain times and hope that soon we may see a light at the end of the tunnel.

On a positive note, 2010 has also seen new developments; a new schedule, new backdrops and a new 'bolt-on' module for G3000. Please read the articles for further details.

I have been extremely busy working alongside John in getting the PSA Schedule of Rates for Building Works Tenth Edition 2009 ready.

As the World Cup is in full flow, I have come up with a World Cup / football quiz. It is mainly based on English football facts and England World Cup facts; my apologies to folk from other nations, but I don't know much about our football never mind another countries! I must admit, I did need a little help with this one, but I hope you enjoy it.

Finally, I hope you find our Summer 2010 Newsletter of interest. If you have any questions regarding any of the articles, please email the author.

Happy reading !

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Schedules go Flash!

Back in January there was the annual reunion of the Barcellos Old Codgers Club (BOCC), which consists of Adrian Lungenmuss, Mike Southwell, Ken Tapp and myself. The others send their best regards to everyone; sorry it's a bit late. All are thoroughly enjoying their retirement, although Adrian and Mike are keeping active with part-time jobs. Ken is too busy going on cruises!

The PSA Building Works Tenth Edition 2009 has now been released and the database to operate with Global Schedule of Rates is available. Contact us to order your copy. The Mechanical and Electrical schedules will be the next to appear.



In association with Carillion (the authors), the PSA Schedule of Rates are available in pdf format on a Secure Usb Flash Drive, a Flash Drive is like a memory stick. As a security measure the Flash Drive will not permit any copying or printing of data. One benefit of being in pdf format is that a word search is possible to locate an item, saving going through various sections of a printed schedule trying to locate an item. You can also carry the Flash Drive with you, it is very small, and whilst on site plug it into any pc, no carrying round the large book. Being able to supply schedules electronically will overcome the problem that some people have had with not being able to purchase a hard copy of a PSA Schedule when out of print. The PSA Building Works Tenth Edition 2009, Electrical Services Fifth Edition 2006 and Mechanical Services Fifth Edition 2006 are available. If you are interested then please contact us. The price will be the same as for the printed schedule, which is £270 plus VAT for Building Works, £200 plus VAT for either Mechanical or Electrical. Extra copies will be cheaper, also if ordering more than one Schedule.



Let us know if you are interested in any other schedule on Flash Drive.

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Email, ISO & Grand Designs

Email – The Final Chapter

Supplier remittances are here! This was the last of the customer facing documents to be produced to allow emailing. The costs saved by emailing can be quite substantial, so it is well worth the investment in a new backdrop to allow emailing of remittances.

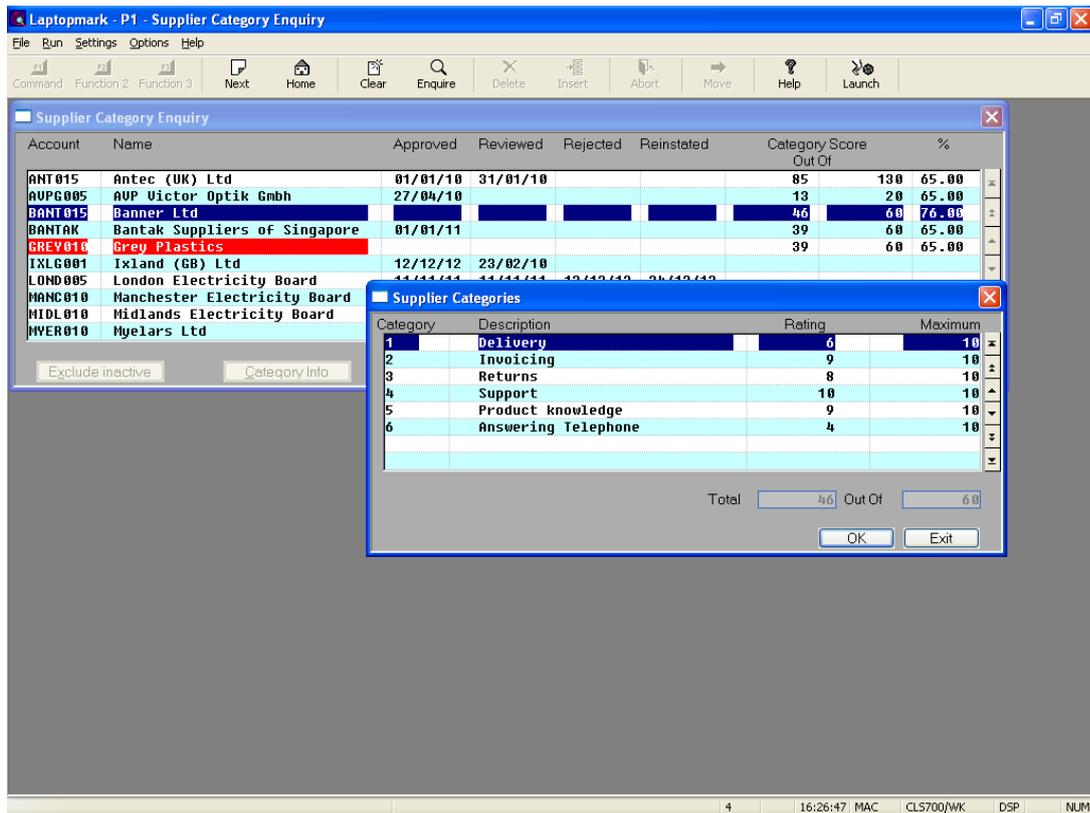
If you already use some of the email options and would like to add more, or are not using any email at the moment, please give me a call and I can come and see you to discuss the options and costs.

Supplier ISO

Since the last newsletter I have written a small “bolt-on” module for the Global 3000 Creditors Ledger. This is a Supplier ISO records system to allow you to keep track of all details ISO related.

Account	Name	Approved	Reviewed	Rejected	Reinstated
AUPG005	AUP Victor Optik Gmbh	27/04/10			
BANT015	Banner Ltd				
BANTAK	Bantak Suppliers of Singapore	01/01/11			
GREV010	Grey Plastics		23/02/10		
IXLG001	Ixland (GB) Ltd	12/12/12			
LOND005	London Electricity Board	11/11/11	11/11/11	12/12/12	24/12/12
MANC010	Manchester Electricity Board				
MIDL010	Midlands Electricity Board				

From the above screenshot you can see that we retain all details on goods supplied, notes, categories, supplier’s certificates and dates and details relating to approval, review, rejection and reinstatement.



The category enquiry is very useful as this will show at a glance the suppliers who are performing and those who are not. You can then drill down to see this in detail.

Following are some sample reports: -

Global 3000 Supplier ISO
10/06/10

Page: 1
MAC

Suppliers Overdue Review Report

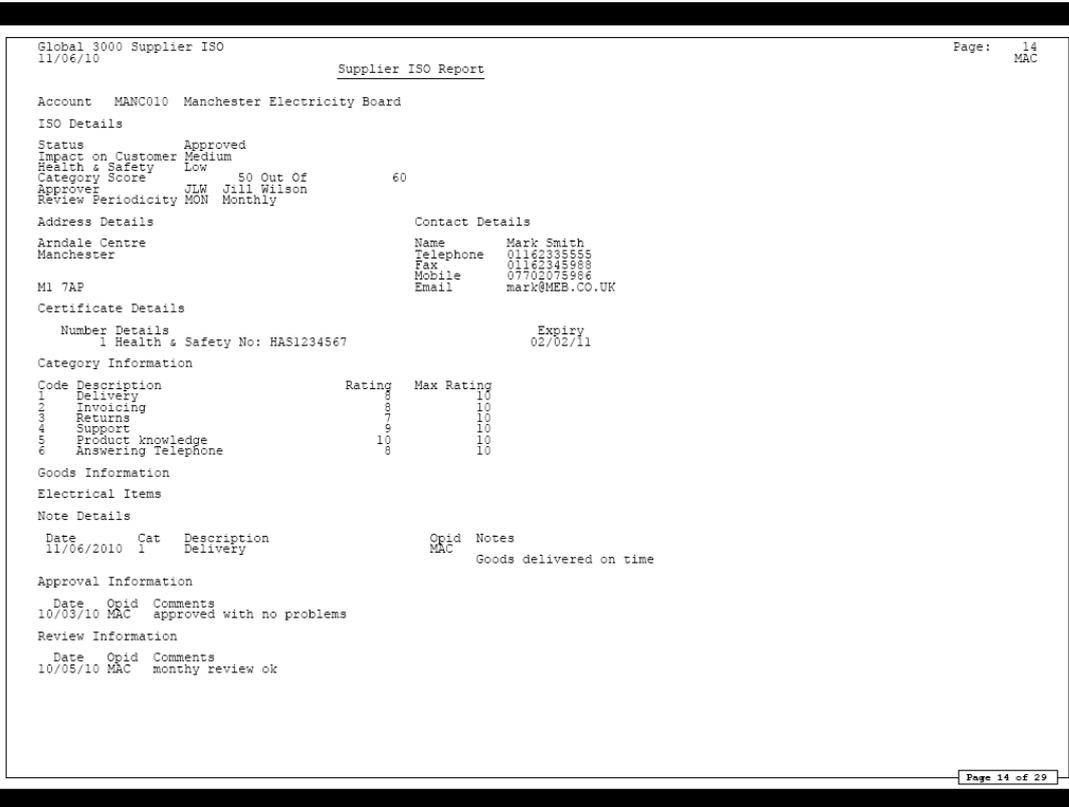
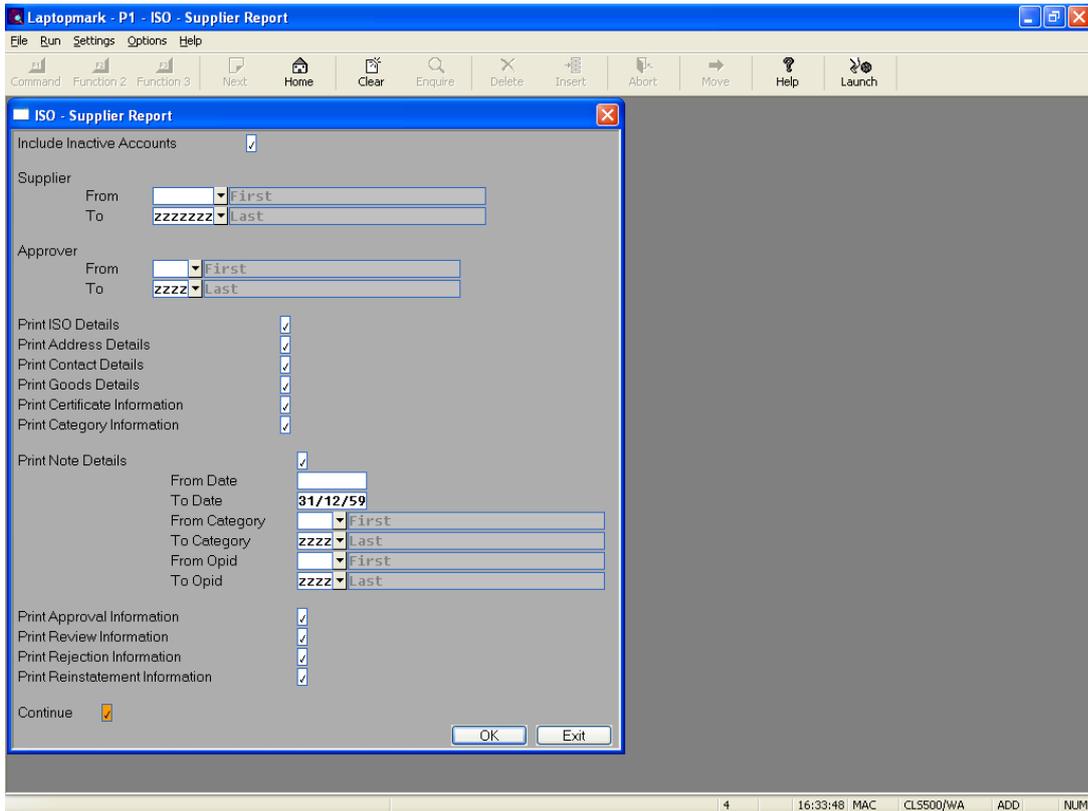
Report Parameters
Include Inactive Accounts Y

Supplier
From
To zzzzzzzz

Approver
From
To zzzz

Account	Name	Last Review	Rev Period	Rev Days	Next Rev	Over due Days
ANT015	Antec (UK) Ltd	31/01/10	MON	30	02/03/2010	-100
IXLG001	Ixland (GB) Ltd	23/02/10	WKL	7	02/03/2010	-100

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If you would like to see the module and currently have Global 3000 Creditors Ledger V6.0, then please feel free to contact me for a no obligation demonstration.

Grand Designs

My DIY adventures have been on a smaller scale over the past 6 months. I have converted my spare room from an office/bedroom/dumping ground back to a useable bedroom, sorry no pictures as yet on this one. This involved installing new sockets as the existing ones are never where you actually need them. A new UPVC window sill as the builders who installed the wooden one obviously had never used a level or a measuring tape. B&Q's finest woodchip effect blown vinyl wallpaper which was then covered in lots of white paint.

I fitted a new carpet and that task is a lot easier now I have all the proper kit. An adage that follows all things in life, "use the right software – and your company will prosper". There is still however one small task to do, setup my new small form factor pc to hide in the corner.

I do have some plans on the drawing board for the next 6 months but you will have to wait till the winter newsletter for an update. You may even see me on the channel 4 program "Grand Designs" If I win the lottery that is!

I would like to welcome on board the new customers that have joined Barcellos over the past 6 months and look forward to seeing some more in the coming months.

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Being Creative!

I have enjoyed being rather creative since the last newsletter. Nick has kept me busy by creating new backdrop layouts for the Workwear / Linen Global system and Invoice Line Database. There are so many types of backdrops available now; invoice, credit, delivery note, route sheet, packing note, purchase order, soiled list, customer action note and many more. I have used the customer's details and logos to create the final backdrop that is required.

I have also been creative assisting a school with their website, demonstrating how to maintain it and keep it up to date. I learnt the software they use and then was able to train them on how to update their website. We are hoping more schools will use our services. Barcellos have made quite a few visits to different schools and nurseries in the Leicestershire area over the last six months and also to local businesses, to provide computing assistance when required.

On a personal note, I have been enjoying the formula 1 season so far with lots of different winners. That makes it very difficult to predict who will take the championship, but I predict Lewis Hamilton will be crowned world champion.

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"Summertime & the living is easy"!

Well at least the 5 days a week I'm at home. When the weather permits I sit out on the patio practising being retired; either reading, doing Sudoku or The Times Crossword, listening to The Boss on my iPod. The only hard work is going to the fridge to fix a gin and tonic, but this is only a temporary hardship as my wife, Jenny, retires on the 23rd of July when this task will be reassigned to her.

On a work front, the two days I do work are mainly taken up with maintenance or small development products. However we have installed our first release of the QSR (Quality Service Reports) system. This is designed for Reps to use when they visit Clients. Although simple to use (see screen below) it saves a lot of manual work by automatically sending emails and updating the Call Logging System.

Description	OK? EMail	Action Required
Deliveries	✓	Regularly Late
Cleanliness	✓	
Cost	✓	
Damaged Goods	✓	
General Perception	✓	



Finally I'm looking forward to my two week vacation in September, when we're going to my favourite city, Dubrovnik in Croatia

Hoping you all have an enjoyable and successful summer.

Backups Back Up Your List Of Priorities

Data integrity... it's not always the first phrase that comes to mind when referring to IT systems and associated software is it?

Ask yourself – are there any important Global data files in use whilst my backup job(s) execute? If so, what condition are they in and exactly what data do they contain (after all, live system processing may well have been in progress at that particular moment in time)? What if I then need to restore these files – what state will my system data be in then? Can I afford downtime should my data require intensive attention?

Barcellos can help to relieve you of these worries with the latest combination of Pervasive software products. We strongly advise upgrading your PSQL database management software to version 10, which provides the latest performance features and supports both 32 and 64-bit platforms. It is fully compatible with Windows XP (SP2 or higher), Windows 2000 (SP4 or higher), Windows 2003 (SP1 or higher, including RC2), Windows Vista, Windows Server 2008 and Windows 7 – therefore expensive hardware upgrades purely to enable the use of the latest software version are not required.

Team this with the essential Pervasive Backup Agent and you have a software solution that ensures data integrity in seamless unison with your existing third-party backup software. The agent silently buffers live data changes, providing accurate point in time recovery, transparent to all applications with no loss of service.

Installation is quick, easy and in most cases we can undertake this remotely over your broadband connection. Therefore you will not incur travel or labour charges when implementing this software upgrade which is so critical to your company.

The data integrity of your Global system... you need to talk to us about it.

Enjoy your summer and don't forget the sun protection – the weather looks like it's shaping up to be the best we've had for a couple of years!

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Our Summer Successes, & our Summer Flops

So here we are again, another newsletter has appeared, and we are at the half way stage of the year already! So what's been happening since the last time we spoke? Well, we have been working closely with quite a few of our laundry customers, in different areas to help give you such things as Deposit Invoices, New Pool Delivery Notes, individual customer billing dates and ongoing Web development to name but a few, all of which I will be happy to demonstrate to you when I'm out and about on my site visits.

I hope that during my visits you are all able to have a look at what's new and whether or not any of our new bits and bobs can be of use to you and your company, all of which can be added by a simple upgrade of the software. I would also be very interested in any ideas that you may have to help the system work even better for you and your company. You may think that it's something that no one else would use, but we would take any request on board and see how we can make your ideas work. At the end of the day it's your input and ideas that continue to push us forward and keep the software at the cutting edge of the laundry industry.

So what's been going on from a personal point of view? Well where do I start? With the bad stuff first I suppose.

Well England have lived up to expectations again, by showing us all just how poor we are as a footballing nation when it comes to the world stage. Everyone is looking to point the finger at who should be to blame, but the bottom line is that we just aren't as good as we think we are! Too many non English players playing in the top flight of English football, and until that changes we will always think we are the best but will always come up short! (England rant over)

As some of you may or may not be aware of, I have had to have some time off recently to have a minor op, nothing serious and I'm glad to say I'm back on board firing on all cylinders. Needless to say I will be arranging to get out and about to see you all very soon, and look forward to your thoughts and ideas on the system.

So on to the good stuff we have to look forward to.....

Are we actually going to get a summer worth talking about? We are out the World Cup, so what! Let's stoke up the Barbecue's and make the most of the sun while it lasts.

Come On Andy Murray, could he be our first British Champion since Adam was a lad? (until he gets knocked out, then he becomes a Scottish failure).

And finally, dare I say that the England Cricketers are on the right track to become one of the best teams in the world in all formats of the game? I'll just whisper for now in case it is another false dawn.

Look forward to seeing you all soon, and hope that you have a lovely summer! I will leave you with this final chilling thought, just around another 23 weeks or so till Christmas! Come on Santa!

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World Cup / Football Quiz



1. Where was the 1986 World Cup held?
2. Who was the last player to captain England before David Beckham?
3. What football club did Gordon Banks play for when he won his 1966 World Cup medal?
4. Fill in the missing name in the sequence of England Managers: Ramsey, Mercer, Revie,?, Robson.
5. How many places were allocated to African teams for the 2006 World Cup?
6. Who was England's football manager in the 1970 World Cup?
7. In what World Cup did the England goals by Mariner, Robson and Francis feature in games against France, Czechoslovakia and Kuwait?
8. Who was injured and made way for Geoff Hurst in England's 1966 World Cup team?
9. What football club did Bobby Charlton play for when he won his 1966 World Cup medal?
10. What decade was the white ball legalised in football?
11. Where and when were the three World Cup tournaments that England failed to qualify for after 1966?
12. Where was the 1962 World Cup held?
13. What height and width is a football goal?
14. In what World Cups did Bryan Robson appear (The years please)?
15. Which 1970 World Cup England Striker retired to run a successful West Midlands window cleaning business?
16. Who were England's three goalkeepers in the 1982 World Cup?
17. What did all of these players win between 1995 and 1999: Jurgen Klinsmann, Eric Cantona, Gian Franco Zola, Dennis Bergkamp and David Ginola?
18. How many places were allocated to European teams for the 2006 World Cup, including the hosts Germany?
19. Who appeared most times for England and how many times?
20. What decade was the crossbar introduced in Football?
21. Where was the 1998 World Cup held?
22. It is said that an international football match in 1969 started a war between two nations in the central Americas, name them?
23. Which team did England beat in the 1990 World Cup when Gary Lineker's second successful penalty of the game gave England victory in extra time?
24. Who scored England's dying seconds' winner against Belgium in the 1990 World Cup?

'Booking In & Booking Out'

It's not often that I can say that "I wish we had done these ages ago!", but this is a true statement for all of our linen users (and it might just work for workwear as well).

Two new routines have been born. 'Booking In' and 'Booking Out'. For the first time, we have brought all the counting and scanning routines together to form these two easy, intelligent routines. Simply enter the customer and the software then takes you to the right counting routine, with built in scanning for customers own work or pooled chefs wear. The pack print now combines counted and scanned items (broken down into individual sizes for scanned pooled work), and delivery notes include a size breakdown as well.

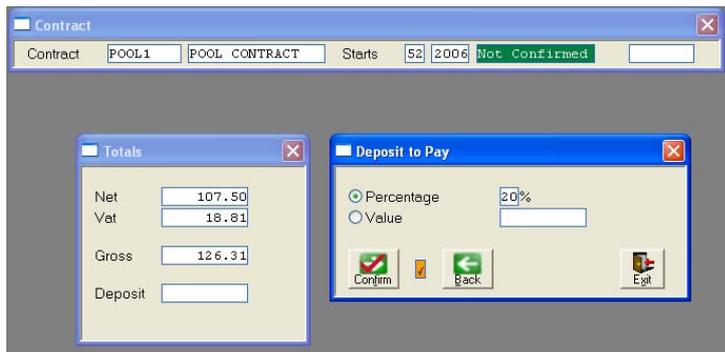
The screenshot shows the 'Enter Quantities' window for 'Account Customer'. At the top, there are fields for Contract Number (PRODS), Ded Linen Prods, Year (2007), Week (12), Lot Number (6), and PR231. Below this is a table with columns: Product, Colour, Cust Qty, Enter Qty, Current Qty, and To Follows. The table contains three rows of data:

Product	Colour	Cust Qty	Enter Qty	Current Qty	To Follows
SH1 Shirt	1 WHITE	5	0	0	0
TIE Tie	1 WHITE	2	0	0	0
TRS1 Trousers	1 WHITE	2	0	0	0

Below the table are two groups of buttons: 'Prints' (Pack Print, Advice Nte, Ticket Prt, Lndry Mark, Soiled List, Bag Labels) and 'Procedures' (Damages, Loans, Sundry Inv, Scan, Delete, Apply, Exit). There are also icons for Select, Create, and Order.

The screenshot shows the 'Bags' window. It has three input fields: Total Linen Bags (3), Total Other Bags (1), and Total Bags for this delivery (4). There is a 'Text' input field and a 'Print Bag Labels?' checkbox which is checked. At the bottom are three buttons: Confirm, Back, and Exit.

For the first time we have a manual pool bag label count option, so for those of you who aren't using the automatic bag calculations, you can simply enter the number of bags manually and produce the required amount of blank labels.



We have finished and installed the sundry invoicing deposit system, allowing you to generate a deposit invoice based on percentage or value. Very useful for those one-off temporary linen hire charges.



The invoice is generated automatically, and the original invoice gets the deposit taken off.

We have a new pool linen soiled list! It now prints landscape, so we can combine all our delivery notes and automated soiled lists together into one adobe file, instead of one file for each delivery.

And yet more buttons in the contract enquiry!! You can now see loaned stock and stock check information, quite literally – at the touch of a button. This drills down product by product too.

So what's coming up? Well, we will shortly have minimum send in percentage values for dedicated linen (working just like pool), and also we are working on being able to bill month end invoices at a contractually agreed time during the month. So if you want a customer to get his invoice on the 15th of each month, or even a different day every month, this will soon be possible.

Thanks again to all of you who continue to make the Global laundry products one of the best in the world, keep your ideas coming.

nick@barcellos.co.uk

World Cup / Football Quiz Answers

- 1. Mexico**
- 2. Martin Keown**
- 3. Leicester City**
- 4. Ron Greenwood (1977-82)**
- 5. Five**
- 6. Sir Alf Ramsey**
- 7. Spain 1982**
- 8. Jimmy Greaves**
- 9. Manchester United**
- 10. 1950's (1950)**
- 11. West Germany 1974, Argentina 1978 & USA 1994**
- 12. Chile**
- 13. Eight feet high (2.4m) & eight yards wide (7.3m)**
- 14. 1982, 1986 & 1990**
- 15. Jeff Astle**
- 16. Ray Clemence, Peter Shilton, &..... Joe Corrigan (of Manchester City)**
- 17. Winners of the English Football Player of the Year award (Football Writer's Player of the Year, 1995-99)**
- 18. Fourteen**
- 19. Peter Shilton, 125 caps**
- 20. 1870's (1875)**
- 21. France**
- 22. El Salvador v Honduras**
- 23. Cameroon**
- 24. David Platt**

So..... how did you do?