

# WHOLESALE CASH & CARRY - CLIENT CASE STUDY

## Swan Wholesale

### Fruit & Veg Processors

#### Cash & Carry



**Swan Wholesale Distribution Ltd., Carlow**, a well-known supplier to the retail and hospitality sector in the south-east, owned and managed by **Mr. John Swan**, is a name synonymous with competitive pricing and superb service. Operating out of a purpose built 40,000 sq. ft. premises in Kernanstown, Swan Wholesale have been looking after the fresh fruit, vegetable, grocery, confectionary and household product needs of local shops, restaurants, schools, service stations, hospitals, convenience stores and hotels since 1987. Swans stock over 5,000 branded and non-branded products in their massive warehouse and industrial refrigerators and operate a fleet of delivery vans. They operate three conveyor counters at their busy C & C checkout area.

In 2007, Swans purchased the full Exchequer Enterprise and PayPoint accounts and cash & carry EPOS solution to help it to manage its incredibly fast growing business. According to John Swan: *“our old Sage Line50 system, which we had been using for a number of years before we moved to Kernanstown, was not specific to our industry and patently deficient in terms of speed, functionality, management reporting and expandability. After careful consideration, we chose Eurosoft’s Exchequer and PayPoint wholesale cash and carry solution above competing systems because we could see that the system had all the features, functionality, and management reporting aspects that we were looking for and because Eurosoft had successfully implemented the same solution in a number of other wholesale cash and carry enterprises with a similar operating profile to*



Touch-screen EPOS in the Checkout Area

*our own. We were also impressed by how easy it was to process a sale using the integrated touch-screen tills and the fact that Eurosoft could customise the till software, the accounting software and management reporting suite to match our exact needs. Eurosoft also took full responsibility for installing and configuring our local area network, broadband routers, Internet access and e-mail facilities, integrating our e-mail to the Exchequer “Paperless Module” to allow us to dynamically e-mail and fax business documents to our customers and suppliers thereby allowing us to reduce our ongoing postage and stationary costs. Thankfully, system expansion is no longer a worry, as the system has the capacity to expand to 90 concurrent users, which should see us through for the foreseeable future.*

The Exchequer & PayPoint software suite integrates all aspects of Swan’s supply chain making it easier to balance the demands of each main department: sales, purchasing, warehouse, and accounts management. Trade and cash sales are handled by the three PayPoint tills situated at the checkout area and delivery sales are entered directly into the Exchequer sales order processing system for picking lists to be produced. As the orders are picked and assembled for delivery, the system automatically produces an invoice. Bar coding in the warehouse and at the PayPoint tills ensures that stock can be controlled quickly and accurately using the **Exchequer Stores Control Module**, which utilises robust Unitech HT-630 hand-held scanner/terminals to carry out full or partial stock checks, book in new stock arrivals and print price tickets remotely from the computer system.

