

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

Christmas 2009 Edition

In this Issue:

- Introduction
- Revamped Website (again!)
- Hardware, Software & Nightware!!
- 7th Heaven?
- PSA Schedule now on Flash Drive
- Exciting Year Ahead!
- Your changes revealed!
- Deb's Christmas Quiz
- And Finally



INTRODUCTION

Welcome to the Christmas 2009 Barcellos Newsletter.

Does anybody else not quite believe how quickly this year has passed? I swear, I'm only just getting over Christmas 2008!

May I take this opportunity in welcoming our new customers, and thanking you for your business. Also, a big thank you to our existing customers who have upgraded their systems to the latest versions. I'm sure you are benefitting from the extras already.

Well 2009, as forecast last year, has not been the best year for small businesses. Surprisingly though, the construction industry seems to be doing well, if the sales of John's Global Schedule of Rates system is anything to go by. John has been extremely busy, travelling to and from Ireland the last few months.

Sage Payroll came into fruition this year. Like many of our payroll users, I was not looking forward to using the package. I couldn't quite believe that I had completed my 1st payroll within a matter of a few clicks. I was sure I had done something wrong, but after checking with Mark, who assured me everything was correct, I was extremely pleased with myself!

My christmas quiz is back for it's 3rd year. One customer even commented that they look forward all year to my quiz. I hope I haven't made it too hard this year for you! Also, those of you that are into your DIY, you may be interested in Mark's article this year.

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



Revamped Website (again)!

Revamped Website (again)!

It's amazing how quickly time has gone by since the summer newsletter and here I am writing my article for the winter one. In my last article I mentioned how our website had been revamped and the work involved in doing it, since then the website has had another major overhaul. The website looked very poor using Mozilla Firefox and lots of features and links did not work. The website would also not function correctly in older versions of Microsoft Internet Explorer and when using different screen resolutions would also cause problems.

The current state of the website was not really acceptable, so I made a start on making the website work in different web browsers such as Internet Explorer, Firefox and different screen resolutions. To look at the website now it does not look that different, but the coding behind it is a lot simpler and more manageable. To achieve this I basically had to start from scratch, but the end result is so much better as it now works in lots of different scenarios and even in Safari on a MAC computer.

Support and maintenance for schools in the Leicestershire area has been good again this year, with myself and Gavin making numerous visits to offer our support on any IT issues they may have. We have our regular schools and nurseries which have used our services again and again and we hope to attract more in the future.

As you may already know I am a big fan of Formula 1 and this season has been fantastic with Jenson Button winning the drivers world championship and Brawn GP winning the constructors championship. It was great to be at Barcelona this year and see Jenson win, something I never thought would happen again after his win in Hungary in 2006. There were a lot of changes this season on how the cars looked and Brawn GP interpreted the rules differently, which gave them the advantage at the start of the season. I am now looking forward to next season; there are new teams coming in and lots of driver changes, so it should be another great season.

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

Steven Dewis
steven@barcellos.co.uk



Hardware, Software & Nightware!!

The onset of the netbook

The netbook product seems to be the way to go for users wanting a portable, small footprint, light weight computer solution. Only a few months ago if you tried to buy a small screen laptop you paid the earth as size did matter and the smaller it was the more expensive it was.

However with the emergence of the netbook, which is essentially a small laptop by another name the cost of these is now making them available to the mass market. For around £250-£300 you can get a very nice netbook with plenty of RAM, HDD space, wireless network and good battery life. Some manufacturers are boasting up to 9.5 hours battery life, that's more than the average days work and on one charge.

When my laptop turns its toes up I know that I will not replace it with another laptop I will have a netbook instead.

If you would like details and prices on the ranges of netbooks available please feel free to give us a call.

They are small yet perfectly formed – just like me!

Email – more options !!

Following on from the Debtors statement email function TIS have now added purchase orders to the set of documents that can be emailed, with supplier remittances following shortly. Once the remittances are complete, all of the customer and supplier facing documents can be emailed saving huge costs on postage. All the documents will be in colour if required complete with all your usual logos and artwork.

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 will come and see you to discuss the options and costs.

Nightware

During my evenings and weekends over the past few months I have been turning my hand to my favourite hobby DIY. The bedroom has had a makeover to give it the modern hotel look but not at modern hotel prices I let you know.

When I was quoted nearly £7000 for fitted sliding wardrobes, which is more than most of our customers spend on a server, I fell off my chair. A couple of hours on the web and I had all the doors delivered for £750. So all in all, with the shelves I built inside the wardrobes, I did the £7000 job for under £1000 – RESULT!!

Also in my efforts to get the look I wanted I made my bed..... no not just throwing the duvet on it in the morning - actually making the bed from scratch. One of our longstanding customers is a timber merchant and he very kindly supplied me the beech timber at a marvellous price. Anyone in need of timber please visit www.hmlowe.co.uk .

Hardware, Software & Nightware!! continued

As you will see from the pictures the finished product looks superb (even though I say so myself) and I have already had orders for 3 beds once people have saved up enough money to pay me as I am not cheap.



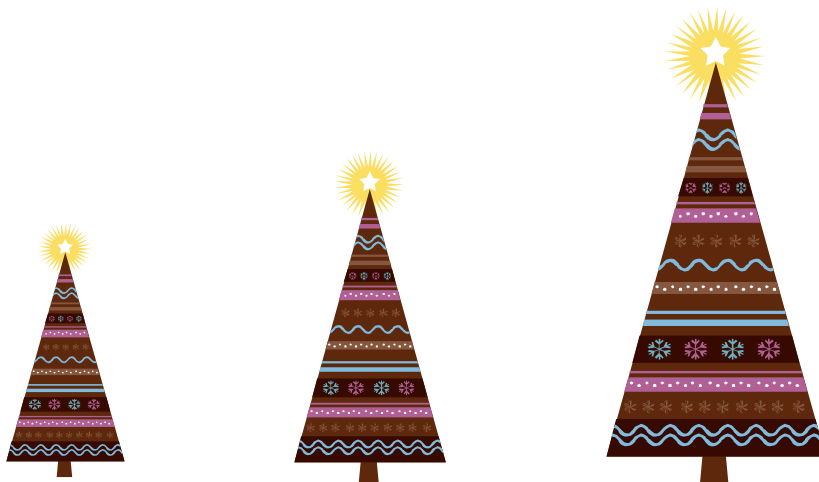
Well as we are in December I will need to start hitting the web for Christmas presents so I can spend more time in my lovely new bed!

Barcellos has had several new sites this year and I would like to personally welcome them aboard.

I would also like to take this opportunity to wish all our customers new and old a Merry Christmas and a Happy New Year and hope that 2010 is a prosperous time for us all.

Mark

mark@barcellos.co.uk



7th Heaven?

October saw the much anticipated release of Microsoft Windows 7. However the market has quickly been saturated with PC's and portables loaded with the Home Premium variant. At the time of going to press the business based Professional edition still seems limited in its availability. I personally would have thought Microsoft would have gambled more on big sales of their new stream lined operating system to the business sector, but it appears not. My thoughts are based purely on the fact that in general the rather bloated Vista o/s passed by the office environment almost unnoticed. With the oh so popular mini Netbook style portables still at this stage only cable of running XP Home due to low end specifications, and many fixed location PC's/laptops still available with XP as a downgrade, only time will tell whether Windows 7 takes on or not. We are looking to start rolling out sales of new computers running this operating system during December.

We have finally seen a shift in the supply of flat screen monitors. I have mentioned in previous newsletter articles that we would eventually see such a change. A standard 4:3 orientation screen is now more expensive and much harder to source than a widescreen 16:9 / 16:10. 15" and 17" widescreen models are freely available but in my opinion these are a false economy in the limited physical viewing area you actually receive. I would therefore suggest that a 19" widescreen gives an optimum viewing experience for a desktop PC.

In the Rugby League 4 Nations competition held in November, England produced a vastly improved overall performance than in 2008's World Cup, however were beaten in the Final 46-16 by Australia. The score line did not truly reflect a great effort, where things were very close for 60 of the 80 minutes. Unfortunately in the end Australia's class shone through.

Leeds Rhinos had an excellent 2009 Super League season, again beating St. Helens in the October Grand Final held at Manchester United's Old Trafford. This victory was a record third year in a row with a score of 18-10.

November has also seen the Grand Slam of Darts, screened live on ITV4. Players from both the PDC (Professional Darts Corporation) and the BDO (British Darts Organisation) came together to battle it out. This annual tournament starts off with 3 game / 4 player groups, each of which is first to 5 legs. It then moves on to a first to 10 legs knockout competition based on the final group standings. The 2009 winner was Phil Taylor of the PDC after a master class 16-2 victory over the BDO's Scott Waites in the final.

Burnley's excellent start to the 09/10 season in the Premier League continues. If the table was written on home form alone we are third only to Chelsea and Arsenal! Away form has been poor and we sit at the bottom with Hull and local rivals Blackburn. However this balances out to a rather respectable mid table position overall. I don't think there are many outside the realms of north western claret and blue would have predicted that in early August?

Merry Christmas and a Happy New Year, Gavin.
gavin@barcellos.co.uk



PSA Schedule now on Flash Drive

Very shortly we will be supplying, in association with Carillion (the authors), the PSA Schedule of Rates 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 first schedule available will be the PSA Building Works Tenth Edition 2009 and if you are interested then please contact us. The price will be the same as for the printed schedule, that is £270 plus VAT. Extra copies will be cheaper. Also let us know if interested in any other schedule on Flash Drive.

The PSA Building Works Tenth Edition 2009 has now been released and we are well on the way to creating the database. The new Mechanical and Electrical schedules look like they will appear towards the end of next year.

Occasionally users contact us to see if they can get assistance with processing measures. There are several QS users who can provide this service and if you would like assistance then contact me and I will put you in touch with them.

Northern Ireland continues to generate new installations and enquiries, it's a pity that the morning flight is so early at 6.30. The large 'Civils' addendum schedule has now been generated for a Health Trust so things are moving forward. I am glad to say that business from England has improved dramatically in the last six months resulting in quite a few new installations. In fact, since August I would say that I have been busier than for a number of years, long may it continue, especially as the construction industry has taken a hammering.

May I sign off by wishing everyone a very Happy Christmas and a Prosperous New Year, un Joyeux Noël et une Nouvelle Année prospère, um Natal feliz e um ano novo próspero.



john@barcellos.co.uk



Exciting Year Ahead!



Well here we are again, another year has passed and we will soon be breaking into 2010!!! It only seems like 5 minutes since we were all getting worked up as a new millennium approached. Some people had us believe that the world just might come to an end.

Well what's this year brought us and what lies ahead for the New Year? Well we are managing to ride our way through the credit crunch and we are glad to see that most of you out there have managed to keep yourselves going as well. It's been a year full of tweaks and tidies mainly on the software front. Nick has been busy tweaking all of the Modules, seeing improvements to the already one stop shop contract screen enquiry, adding such things as event logging and the new document store. We have also seen the CAN and RPG System brought in line with the version 8 structure. Add to that the ever growing Invoice Line database, giving you more drill downs on the invoice, allowing you to see even more information at the touch of a button.



We have also seen the return of Father Christmas, he's been back to us and has finally taken the plunge and took us up on our training here at Leicester on the Route System he purchased late last year. Hopefully you will all end up with the correct gifts that you asked for.

While he was with us he also decided to take on the Invoice line database and G3000 Accounts package to allow him to control all of his billing problems at last. He said that the Elves way of manually handling the invoice side of things was just too unreliable, as he was forever searching round for bits of paper showing who to pay, like Elf Co; the official material suppliers to Father Christmas, as well as billing out the major store departments for the loan of the Reindeers, Sleighs and of Course Father Christmas' time himself. So now he has the Invoice line database and G3000 Accounts System, which all links together seamlessly, so no more need to transfer one set of figures from one system to the next. Father Christmas was very impressed and was looking forward to the Christmas rush, instead of dreading it. He also had a quick look at Dashboards and said that he would be back in the New Year with a view to taking on our One Office 3000 system. Watch this space as Father Christmas goes into the 21st century.



I am excited about the ongoing development we are doing with Isa-Lea, and the Web development work we are jointly working on. This will allow customers to order goods directly over the Internet, this will also show live stock figures and allow customers to purchase items direct, creating new accounts and being able to see their invoices directly on line. Once complete, we would hope to move to the next step and open this out to enable you to offer your customers the ability to look at their accounts online, run simple reports, print off copy invoices, delivery notes etc and longer term even allow customers to place stock orders over the internet. It's all very exciting and if you have any ideas and thoughts about this possible further development, then we would only be too happy to listen and speak with you about it.



On a personal note next May will see me bring up double figures with Barcellos, as it will bring my time with the Company to 10 Years! Where has that time gone? This year also saw my daughter Daisy start full time school in September, yet it only seems like last week that she was celebrating her first Christmas! Christmas is a magical time and something that's even more special when you have little ones around you. Our house will be alive from 6.30am to see whether or not Father Christmas has been and whether or not the kids have received their Christmas presents that they asked Santa for. Anyway I must dash, I have got to see if I can catch the Turkey, he's been looking mighty nervous these last few weeks and I think he's been planning an escape operation.



Let me just 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



Your changes revealed!

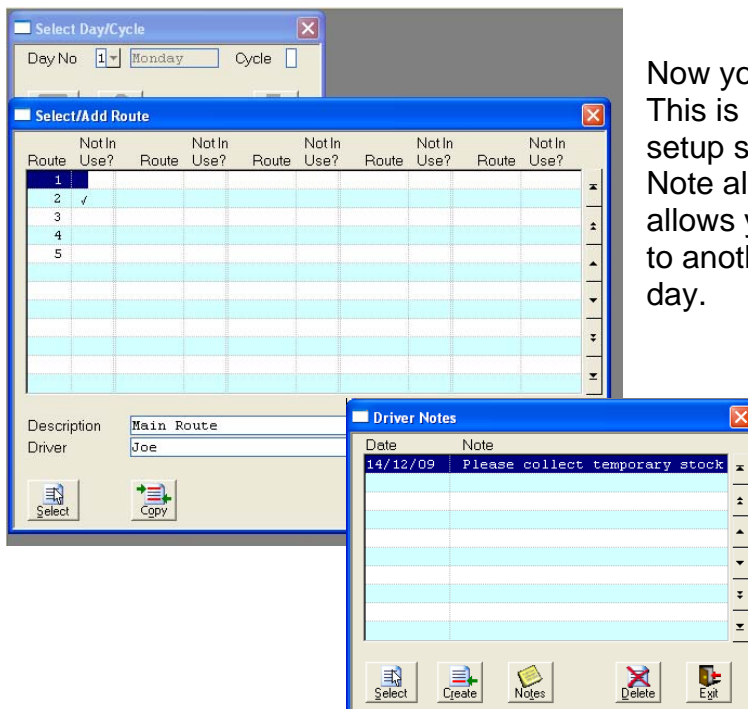
Nick@barcellos.co.uk

Well it's that time of year again, where we are all dreaming of those presents Santa is going to place under our tree. You may have been hinting all year to your loved ones as to what you would like!

Well as far as the laundry software goes, we have been given some hints throughout the year too. So without further ado, let me unveil a few surprises that we have been keeping under wraps for Christmas.

Firstly, many of you have been asking if you can update the notepads from within the contract enquiry. Well we have made this an option. So you can now enter some notes as you are talking to your customers on the phone.

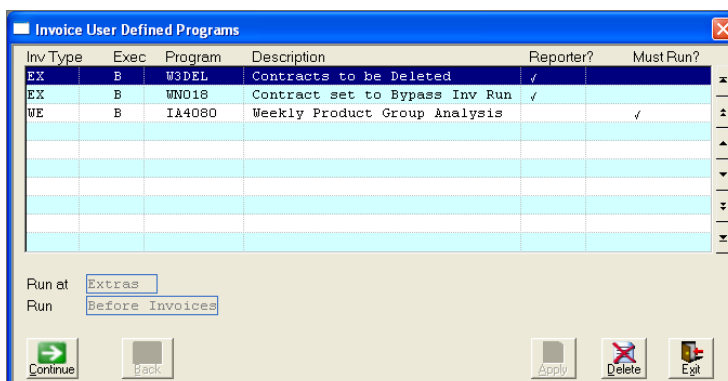
Our Route Management software has had another facelift.



Now you can turn routes on and off. This is especially useful if you want to setup summer and winter routes. Note also the 'copy' button – This allows you to copy a complete route to another one, even on a different day.

We have also introduced driver's notes. These will appear on the route sheet on the given day, or if the date is left blank every time the route is printed.

Another enhancement can be found in the new invoice line database.



You are now able to define your own invoicing structure. The screen opposite enables you to enter programs and reports that you may wish to run before, during or after each invoice run. You are then automatically prompted to run these at the appropriate time.

BARCELLOS LIMITED Customer Action Note
 Tel: 0116 2335559 Fax: 0116 2335560 Page 1

Customers Name: GREENS
 Account No: 1000

Badges: No
 Locker Service: Yes
 Additional Lockers Req'd: No

CAN No. 000002
 Date 11/04/06
 Due Date 13/04/06

Product	Wearer & Name	Item	Size	Instructions	Comments
200BB	1 CARTWRIGHT M (BCUL: 1 1 A)	3)	A	96T	A
200BG	2 JOHNSON P MR (BCUL: 1 1 B)	1)	A	100T	A
200BG	3 COOK NICK (BCUL: 1 1 A)	1)	B	96T	A
200RB	3 COOK NICK (BCUL: 1 1 A)	8)	A	96R	A

Monday 1 / / 40 Tuesday Wednesday Thursday Friday 1 / / 10 Saturday Sunday

* Crossed lines delivered/to follow *
 Measured by: JUSTIN COLLIER
 Order Number:
 Exp Del Date:
 Issued by: Accounts:

Print Name
 Date
 Signature

For those of you using the Customer Action Note system (CANs) we have continued our rollout of updated and refreshed customer facing documentation. Both the CAN and NGC paperwork now print with your logos etc on.

If you use the stock module for Workwear, we have now introduced both on-shore and off-shore cost and selling price matrices.

Product Maintain

Code: 200BB
 Description: WEARWELL P/C BOILER SUIT B/BL
 Product Group: 1 BOILERSUITS

Type: Garment Non Garment Own Clean Multi-Freq Linen Consumable

Label Required? Label Txt: WW P/C BS BLADE
 Ancillary Item? Redundant Product?
 Size Table: 1 WORKWEAR
 Cost Price: 9.50 Off-Shore Cost: 0.00
 Selling Price: 15.00 Off-Shore Selling: 0.00
 Cleaning Price: 1.0000 Process Cost: 0.1250
 Vat Code: NS Nominal Code: W0000
 Wash Type: 1 WORKWEAR HEAVY WASH
 Normal Wash Quantity: 75
 Weight: 0.6000

Sales Analysis
 Supplier Reference: WEA001

Stock Details
 (Used) Location: AAA (New) L
 Default Minimum Qty
 Maximum Qty
 G3 Stk Analysis 1
 PPE? Depreciation Weeks

Consumables

Continue Back Full Spec Alternate Stock Linen Apply Exit

On Shore Stock Price List

Code	Cost Price	Mark Up	Sell Price
0	9.50	1.2000	11.40
1	9.50	1.5000	14.25
2	10.00	1.5000	15.00

Select Exit

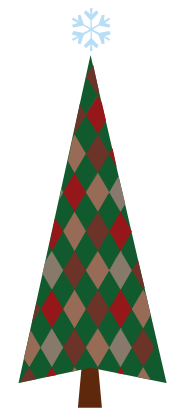
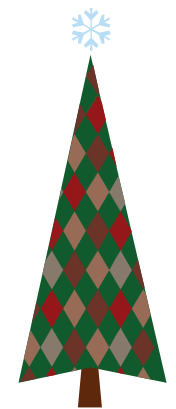
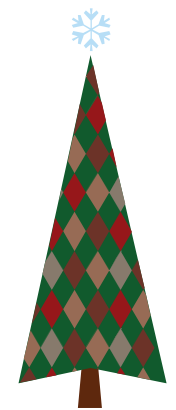
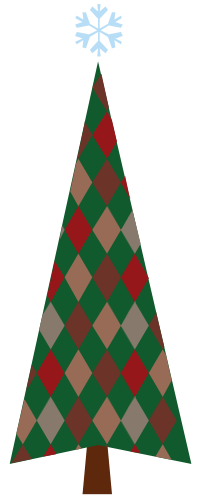
The price matrix is based on the size tables pricing band, and can have different selling mark ups for each band. These prices are then stored on the stock record and used for ordering and providing a starting point for wearer residual value calculations. You decide when placing the order if you wish to use the on-shore or off-shore cost.

We had added a few extra reports too, like producing invoice values by rep or business code, reps visits report (which you can now grade too!) and a new delivery note report, giving a summary list of deliveries entered over a date range.

Our Pool Linen Module now has the facility to invoice loan stock separately at a contract agreed price. The invoice has a full backing sheet detailing all the loans for a customer, making it easy for your customers to reconcile their invoice. All loan details are stored for the life of the invoice.

As well as continuing to enhance our existing portfolio, we will be looking at a short term hire module in the New Year and also spending some time investigating how best to present key performance indicator (KPI's) information.

Once again thanks to all of you who have helped drive the software forward this year, and I look forward to helping you meet your software needs over the next 12 months.



Deb's Christmas Quiz

1. What is the chemical formula of snow?
2. Which charity in 1949 was the first to produce a Christmas card?
3. Brandy is made from distilling what?
4. What was Girls Aloud's 2002 UK Christmas number one single?
5. Which famous comedy double-act partner made the first ever UK mobile phone call, New Year's Day, 1985?
6. Who is the narrator in the 2000 film The Grinch Who Stole Christmas?
7. Pine Needles are said to be a good source of which vitamin?
8. Choirboy Peter Auty sang the film version of which song later recorded by Aled Jones?
9. What drink invented by Francis Showering has a fawn mascot?
10. In which Christmas carol does the line feature: "Bring me flesh, and bring me wine, bring me pine logs hither"?
11. What is the birth sign of people born on 25th December?
12. Complete the famous rhyming line which follows: "At Christmas play and make good cheer, ... ?
13. Which poem written by Clement Moore was originally titled A Visit from Saint Nicholas?
14. Which two states in the US have towns called Christmas? (1 point per correct state)
15. What song topped the UK charts at Christmas in 1957 and in a medley version in 1978?
16. What is the name of Dorothy Gale's dog in the Wizard of Oz?
17. What is a baby Turkey more correctly called, other than a chick?
18. Who is the central businessman character in the film It's a Wonderful Life?
19. What is the title of the biggest selling Christmas single, globally?
20. What Christmas item takes its name from the old French word estincelle, meaning spark?
21. Who was said to have presented the baby Jesus with Frankincense?
22. In which city was the Salvation Army founded? And by who? (1 point per correct answer)
23. Which US President banned Christmas trees from the White House?
24. How many courses are there traditionally in a Ukrainian Christmas Eve supper?
25. In the song The Twelve Days of Christmas, how many pipers are there?
26. What is Virgil Hilts' nickname in the film The Great Escape?



How did you score out of a possible 28 – 1 Point per Question (except Qs.14 & 22)?

Between 1-7 – Bah Humbug! – have you been taking lessons from Mr Scrooge?

Between 8-13 – Not bad – but you need to attend one of Santa's workshops!!

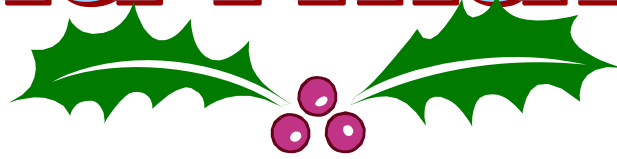
Between 14-19 – Very good, you will definitely find something in your stocking this year!!

Between 20-28 – 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.

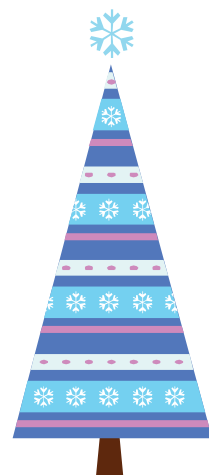
Office hours during Christmas:

24th December – 9:00am to 1:00pm
25th December – CLOSED
28th December – CLOSED
29th December – 9:00am to 1:00pm
30th December – 9:00am to 1:00pm
31st December – 9:00am to 1:00pm
1st January – CLOSED
4th January – Normal Office Hours

PLEASE NOTE: Staff are contactable after 1:00pm until 5:00pm on 24th 29th, 30th & 31st December on mobiles noted below:



Nick	07702 471212
Paul	07713 740145
Mark	07702 074406
Steven	07515 851328
Debbie	07713 410525
John	07973 313614
	from 29 th -31 st Dec only



Answers to Quiz: 1) H2O, 2) UNICEF, 3) Wine, 4) Sound of the Underground, 5) Ernie Wise, 6) Anthony Hopkins, 7) C, 8) Walking in the Air, 9) Babycham, 10) Good King Wenceslas, 11) Capricorn, 12) For Christmas comes but once a year, 13) The Night Before Christmas, 14) Arizona & Florida, 15) Mary's Boy Child – Harry Belafonte & Boney M, respectively, 16) Toto, 17) Poul, 18) George Bailey, 19) White Christmas, 20) Tinsel, 21) Balthazar, 22) London & William Booth, 23) Theodore Roosevelt, 24) Twelve (each one is dedicated to an apostle), 25) Eleven, 26) The Cooler King





It just remains for everyone
here at Barcellos Limited to
wish you all a
Very Merry Christmas
and a
Happy New Year!