

# 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](http://www.barcellos.co.uk)

### Introduction

#### Summer 2006 Edition

##### **In this Issue:**

- Introduction
- 30<sup>th</sup> Anniversary  
1976 - 2006
- "I only used to deal  
with Quantity  
Surveyors"
- Payroll Upgrades go  
smoothly
- Workwear/Linen V8  
& Site Visits
- "Know Everything"
- Footy Fever!
- Hi There.....
- New Cash Till  
Module!

Welcome to the Summer 2006 Barcellos Newsletter. We are pleased to announce that Barcellos are celebrating our 30<sup>th</sup> Anniversary! What an achievement!

Again, the end of 2005 and the start of 2006 have been extremely busy. John Hughes has been busy installing the Global Schedule of Rates, and Global Workwear/Linen have again seen record sales.

I would like to take this opportunity in welcoming our new customers, including Buckleigh Laundry, Imperial Laundry, AAA Linen, Palace Laundry, Edinburgh University, Bell Group, Rolland Group and T.W. Scott, to our growing customer database.

I have been busy these last few months, updating our web site (about time too I hear you say), and company forms to incorporate our new logo.

2006 also sees the launch of a new software package OneOffice 3000 and a new Global Workwear module. Please read Mark's and Nick's articles for further details, I can guarantee you will be impressed.

We are also actively looking for a support person to help Nick, Paul and Martin with the support of Global Workwear/Linen.

Finally, I hope you find our Summer 2006 Newsletter interesting. If you have any questions regarding any of the articles, please email the author.

Happy reading !

[debbie@barcellos.co.uk](mailto:debbie@barcellos.co.uk)



# 30th Anniversary

## 1976 - 2006



Barcellos are celebrating 30 years in the business, so I thought I would investigate the year that Barcellos was founded. It was a wonder that Ken, Mike, Adrian and John ever got Barcellos up and running!

1976 was, according to a new report, the year when we were happiest. But as the sun shone, the economy was crumbling along with the dried-up riverbeds.

It was the year of the endless summer, when we danced to Abba, could walk the street in safety, and have a good night out for a fiver and still have change (those were the good old days I hear you say).

They were happy times, as confirmed by the New Economics Foundation which has named the year as the best quality of life, based on indicators such as crime rate, pollution levels and public sector investment.

It's the weather that stands out in most people's memories. Day after day of temperatures in the 90s, as people rolled up their flared trousers to sunbathe in the park.

That had its downside, of course, with a drought leading to scorched earth and hundreds of thousands of people dependent on standpipes for their water supply. There was even a Minister of Drought, Denis Howell, who within days of appointment became Minister of Floods, as the heavens opened.

Henry Kelly, who was on the radio even then, recalls the heatwave: "As a radio reporter I covered the old chestnut of a man frying eggs on the pavement near Oxford Circus".

There was, for him, a considerable upside of the simpler times – fear of crime low, people were less suspicious of others, and "traffic flowed freely and, by and large, British Rail was just wonderful".

BUT.

1976 was also a year of strikes and raging inflation. The full scale of the economic failure the country was facing became evident, as Britain was forced into the humiliating position of asking international bankers to bail it out to the tune of billions of pounds. Strikes in public services were just something people had to deal with. The standard rate of tax stood at 35 pence in the pound. Inflation raged at around 17%.

The industrial unrest and economic crisis led within a few years to the winter of discontent and then the Thatcher revolution.

In terms of individual wealth, we were certainly poorer. The average wage was around £72 a week. Only half of us had phones – landlines, that is. No one had a computer. Far fewer of us owned our own homes and it was much more difficult to get a mortgage.

It was also the year that, for many, music died, with Abba and Elton John being elbowed aside by the rude young men of pop, including the Sex Pistols and the Clash.

Fears of a younger generation with a safety pin through its nose stalked society; what punk might do to the country was a serious concern for many – not least the punks themselves.

In the heat of the summer, riots broke out at the Notting Hill carnival. 100 police officers were taken to hospital after they tried to break up rioters armed only with dustbin lids and milk crates.

And in sport, it was hardly a year of triumph to be cherished as a golden era.

On the cricket field England were walloped by Australia and the West Indies. Our much vaunted athletics team at the Montreal Olympics came back with just one bronze medal between them.

Only dashing racing driver James Hunt saved the day somewhat by winning the Formula One Championship.

And yet despite all the downside, it's the sunny memories which seem to have lasted. Henry Kelly for one thinks it was indeed happier than today, despite all the mod cons of the 21<sup>st</sup> Century.

"The main thing is we were all so much younger then", he says.

So in conclusion it was the weather, James Hunt and Henry Kelly that helped Ken, Mike, Adrian and John through 1976..... (and a little blood and sweat I imagine).

[debbie@barcellos.co.uk](mailto:debbie@barcellos.co.uk)

# "I only used to deal with Quantity Surveyors"

Yes, for many years I was heavily involved with our BOS/Quantity Surveying system selling principally to the profession. We used to have Sales presentations from time to time in hotel rooms and on more than one occasion Mike Southwell was the mole in the audience (or was he a QS?), asking informed questions. Nowadays, as well as Quantity Surveyors, I deal with Building, Mechanical, Electrical and Decorating Contractors, also Local Authorities.

In 1983 Restormel Borough Council, who were using BOS/Quantity Surveyor, approached us to write a Schedule of Rates system based on the PSA 1980 Building Works Schedule. Parts of the schedule were even loaded onto different floppy disks due to space constraints. From those humble beginnings came Global Schedule of Rates. We now have the ability to accommodate all of the PSA schedules; Building, Mechanical, Electrical, Decorating, Property Management, Landscape Management and Roads, the NSR (National Schedule of Rates) schedules and all versions of the NHF (National Housing Federation) schedules.

Continuing the trend of adding schedules, version 5 of NHF has recently been converted from Ascii format to Microsoft Access for use with the system. Each August NSR releases their schedules and it is a simple matter to convert them. Unfortunately, PSA schedules have to be typed in by ourselves, so these take a considerable time.

The new PSA Schedules for Mechanical and Electrical Work 2006 have appeared as promised, Debbie and John are busy preparing the databases. They will be available shortly. As is usual with new schedules, it will take months before their use becomes widespread. This is because the use of specified schedules has to be written into new Contracts that are being let, usually for a period of two to three years or more. Contracts do not normally allow for a newer schedule to supercede the originally specified one within the duration of the contract.

Recent new Users welcomed on board have had measured term contracts covering the British Museum, Sheffield College and of particular interest Edinburgh University. That is a painting and decorating contract and besides a number of users in the University's Estates

Department has generated four Contractors who will be submitting their measures electronically to a Quantity Surveying practice. All very interesting. I have now been informed that York University has just put out Invitations to Tender stating that Global Schedule of Rates is to be used, also the Natural History Museum.

We have carried out a number of enhancements recently, including several listed below. These will be released shortly when fully tested in the field. But if you would like a copy now then let us know.

With the PSA Mechanical and Electrical Schedules there are a few Special Codes, such as 0001 'Work 4 to 7m high multiply B and C rates by 1.15', Electrical W52053 'For welded joints on aluminium tape multiply the above "A" rates by 2.00 ("B" rates unaltered)'. Some of these codes only apply to A rates, some to B rates, etc. Previously if selected they would apply to all codes, A, B and C rates, until code 99999 was applied. Now they will only apply to the relevant A, B or C rates for that code.

If a line is clicked on Display Order Ledger or Display Miscellaneous Order Report then you have a choice of entering Display/Amend/Delete Order Details (Dimensions), Print Order Details or Amend/Delete Order Ledger. The program chosen is entered with that Order number ready to be selected. Exiting from the program chosen returns to the original routine, either the Display Order Ledger or Display Miscellaneous Order Report.

Amend/Delete Order Details (Dimensions) allows the sequence in which codes appear in an order to be changed, by changing the Record number that is to follow a selected code. This is intended for where a large section of an order requires to be moved. But be very careful. This option can be very dangerous if the wrong Record number is entered and could corrupt the Order. Also, if the new following Record uses the dimensions of the previous code then this will be affected. To use click the 'Alter Record that is to follow this one' button.

[john@barcellos.co.uk](mailto:john@barcellos.co.uk)

# Global Payroll Upgrades Go Smoothly

Over the past few months we have seen several of our customers having their Global Payroll upgraded from version 7.2 to version 7.3. With training from Mark, I was able to get involved in upgrading about half of our Global Payroll users. I was very happy with being able to service pack V7.2 and install V7.3 and then transfer the data over. There has even been some service packs already applied to V7.3.

The use of the Government Gateway program in the payroll has been a great success with being able to send all your payroll data over to the Inland Revenue by the Internet. Our customers found this program very useful and easy to use. The whole process went very smoothly.

There have been changes on the hardware front as usual with CRT monitors nearly obsolete now because of the LCD monitor. Wireless computing continues to grow and computers become faster, more advanced and the prices continue to fall.

Gavin and myself have put together a Barcellos Bargains to celebrate the World Cup with some great offers, so please don't hesitate to have a look and contact myself or Gavin if you would like more information.

[steven@barcellos.co.uk](mailto:steven@barcellos.co.uk)

## Workwear / Linen V8 & Site Visits

Well it's been a hectic start to the year, what with upgrading our customers who took my advice in the Winter Newsletter and upgraded to Version 8 of the software (a real must for every laundry out there), and the influx on new customer installations. We are extremely happy to welcome on board 'AAA Linen', 'Buckleigh Linen', 'Imperial (Portland) Linen' and 'Palace Laundry'. We hope that they will benefit from our software and expertise for the foreseeable future.

Now that we are entering a levelling off period, I hope to be getting out and about to visit you all to hopefully pick up a few new ideas for further releases, along with fixing any little niggles and bugs that you may have found along the way.

For those of you still not using Version 8 of the software, please don't be afraid to ring me to arrange a demonstration visit, I am sure you won't be disappointed.

Lets hope we all have a Hot and Sunny Summer, as we welcome the World Cup back to England, The Home of Football! Come On England!!!!!!

[paul@barcellos.co.uk](mailto:paul@barcellos.co.uk)

# "Know Everything"

This is the phrase associated with the new product from TIS software called **OneOffice 3000**.

Total integration between your accounting system and back-office applications is provided via artificial intelligence database engine. This takes on screen information and links it seamlessly to other context sensitive details and displays them as if by magic.

The user does not have to be aware of what the data is, where it is coming from or how it is displayed; it is just there providing knowledge at the users finger-tips.

As the picture below shows, the desktop or "Workspace" as it is known, has some additional tabs and "dashboards". These dashboards are used to display the context sensitive information for the user. They can be created and modified to suit each customer's requirements without altering the standard accounting modules making it more cost effective.

The screenshot displays the OneOffice 3000 software interface. The main window is titled "OneOffice" and contains several context-sensitive dashboards. The "Customer Contacts" dashboard lists Daniel Carter (Sales Director) and John Carter (CEO). The "Customer Notes" dashboard shows a note: "Dan will always request keener pricing." The "Customer Address" dashboard shows the address for Anderton Ltd. The "ANDE001 Account Balances" dashboard shows a limit of 250,000.00 and a balance of 101,664.36. The "GAL01 Details" dashboard shows a product image of highlighters and a note: "These highlighters are specially made so they wont dry out if the lid is left off". The "GAL01 on Hand" dashboard shows stock levels for various locations. The "Previous Prices for GAL01" dashboard shows a table of previous prices.

Product	Description	Required	Quantity	Unit
ANTCT100	Antec Typecart 100		10	ITEM
GAL01	Galaxy Highlighter - Yellow		5	ITEM
ANTLBP8	Antec Toner Cartridge SX S11		10	ITEM
AVPP123	Overhead Projector Rep Bulbs		3.0	PKT

Order	Date	Quantity	Unit	Price
INV00178	30/03/05	10.00	ITEM	0.99
ORD00001	01/01/05	100.00	ITEM	0.83

# "Know Everything" - (cont)

The screenshot displays the OneOffice application window. The main content area is divided into several sections:

- Top 10 Debtors:** A table listing the top 10 debtors with columns for Account, Name, Balance, Currency, Balance (GBP), and Last Receipt.
- Top 10 Creditors:** A table listing the top 10 creditors with columns for Account, Name, Balance, Currency, Balance (GBP), and Last Payment.
- Cash Books:** A table showing cash book details with columns for Code, Title, Balance, Currency, and Base (GBP).
- Income:** A table showing income data with columns for Account, Title, MTD Actual, YTD Actual, MTD Budget, and YTD Budget.

The Windows taskbar at the bottom shows the system time as 15:34 and several open applications including OneOffice and Microsoft Office.

(above shows role based dashboards, categorised by department)

If you would like to “**Know Everything**” then please feel free to call to arrange a demonstration or if you have broadband we can arrange access to a demonstration website for you to see the software in action in your own time.

Please contact me on 0116 233 5559 or email me on: [Mark@barcellos.co.uk](mailto:Mark@barcellos.co.uk)

# Footy Fever!

As the year is one ending in an even number, it must mean only one thing – a National football tournament!

Blink and you'll miss it – I think not! The St Georges cross started it's slow crawl into mainstream advertising months ago. By the time you read this we're almost ready for kick off and it's all white and red. Come On England!

We've had a Barcellos sweepstake for 1<sup>st</sup> to 4<sup>th</sup> placed teams. We split the teams down the middle according to some listed betting odds, and then each picked out 2 teams from each section to give an (fairly!) even balance. Names to note are Paul with England and Holland, John with Italy, Nick with Argentina, Martin with France, and Steven with Brazil.

Amongst continuing maintenance, the last few months have brought about visits to

three of our new customers – AAA Linen in North London, Imperial Laundry in Mansfield and Buckleigh Linen Services in Westward Ho! These installations have gone smoothly, with both Paul and myself involved on site.

During early April, Steven ably took on assisting Mark with the Payroll upgrades. Despite missing most of these myself due to site visits, all went very well.

I'll finish with a big Happy 30<sup>th</sup> Birthday to Barcellos! It'll be my turn next year, which kind of puts it into perspective. It's hard to believe that when I'd only just arrived on this planet Ken, Mike, Adrian and John were back in the office on a morning, possibly discussing the likes of Star Wars and the passing of Elvis Presley!

[gavin@barcellos.co.uk](mailto:gavin@barcellos.co.uk)



## HI THERE.....

I thought I'd write a few lines to introduce myself!!!

Through a good friend at TIS (yes he still is a good friend) I heard that Barcellos were looking for an Applications Developer, so I thought I'd drop them a line.

Anyway to cut a long story short... here I am sat at my desk writing this article. Its been a hectic 10 months since meeting Nick and Mark, what with my interview, getting voluntary redundancy, the day after being offered the job, starting work, getting married, an operation to extract a piece of fillet steak which had decided to take up residency in my windpipe and finally the stress of the last few weeks of

the football season fretting over whether my beloved Blades (Sheffield United) would get promoted to the Premiership.

I have managed to fit some work into this busy period of my life, including the development of a Till system, a laptop based system for Sales reps reports, with the facility to automatically update Call Logging and finally brought the existing Call Logging software into the 21<sup>st</sup> century.

Its hard work satisfying Nick's demands, but never boring. From a job satisfaction point of view it's nice to go home after work having actually enjoyed the last 8 hours.

[martin@barcellos.co.uk](mailto:martin@barcellos.co.uk)

# New Cash Till Module

So what have we been doing since the last newsletter? Well, actually loads.

To find out what I have been up to you will have to wait until the next newsletter, but Martin has been extremely busy installing our first EPOS till system. This has gone extremely smoothly, and we are all excited about the potential of this new addition to the ever expanding laundry software portfolio.

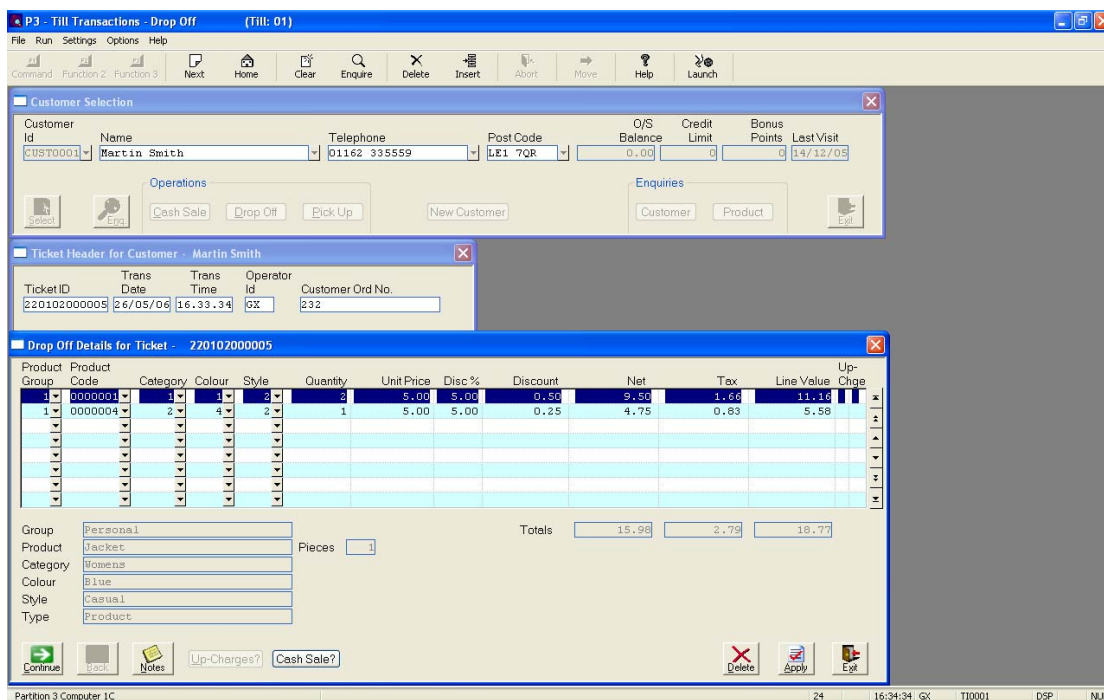
So why should you be interested? Here are a few reasons...

**T**argeted specifically for the laundry and dry cleaning industries. Not a product we've made to fit, but written with you specifically in mind.

**I**ntegrates with our other software. Not only will it work stand alone with your own financials, but also links seamlessly into Global Linen and G3000 accounts.

**L**ooks good. Not just functional software, but also has the same look and feel as our other windows based products.

**L**eaves you wanting more. Once you've seen it, you'll want it. Once you've got it, you'll wonder how you managed without it.



Can't wait 'till you see it, then give me a ring and I'll arrange to demonstrate it to you.

“How can ‘E POSably do without it?”

[nick@barcellos.co.uk](mailto:nick@barcellos.co.uk)