

Successful relationship built on adaptability and support

ADAPTABILITY AND ONGOING SUPPORT HAVE BEEN THE KEYS TO A SUCCESSFUL RELATIONSHIP BETWEEN ABC SOFTWARE LTD AND FRUITPACKERS (HB) CO-OPERATIVE LTD.

Fruitpackers (HB) Co-operative Ltd General Manager Chris Dillon approached ABC Software Ltd about four years ago to further develop the company's pool payment programme.

"We needed an effective and efficient system to manage all of the company's fruit sales both locally and internationally as well as grower payments," says Chris.

He says the system needed to specifically meet their requirements and keep up with the company's changing needs.

What has been developed allows *Fruitpackers (HB) Co-operative Ltd* to track everything from the orchard, through the coolstore and onto the marketplace.

"The ABC Software Ltd Payments application has given us vastly improved efficiencies in dealing with our high volumes of transactions. We have instant visibility of our actual position in terms of inventory and fruit returns," says Chris.

He says another crucial element of the system is grower payments.

"It is vital we have an accurate record of all payments to our growers. The system ABC Software Ltd has developed means we can effectively track grower payments."

Chris says as *Fruitpackers (HB) Co-operative Ltd* has grown, ABC Software Ltd has been able to adjust the customised software to suit.

"We have found the ABC Software Ltd team to be extremely adaptable to our changing needs and responsive to any changes we require during the season."

Chris says with the relationship now nearly four years old he has been particularly impressed with the ongoing support they receive from the team at ABC Software Ltd.

**Chris Dillon, General Manager
FRUITPACKERS (HB) CO-OPERATIVE LTD**



It's our job to make yours easier.