



Batlow Fruit Co-operative Ltd.

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Reference for Hands-on Systems and Microsoft Navision

The Batlow Apple Co-operative is one of the largest storage packing operations in Australia and markets and packs approximately 1 million cases of apples every year.

As an integral move to improve our operations, we decided in 2002/3 to invest in a major upgrade of our financial and logistics software. We chose Microsoft Business Solutions Navision as the central tool in this strategy and appointed Hands-on Systems to implement the system.

In spite of the distance between ourselves and Hands-on the implementation was carried in a highly professional and dedicated manner and came in on time and under budget.

During and after the initial implementation, Hands-on Systems developed a number of specialist applications which have enabled us to improve our financial and operational performance. Among these are:

- **Greatly improved Budgeting and Reporting**
- **Improved Farm Productivity via reports back to Growers**
- **Controlled Atmosphere and Ordinary Storage Management**
- **Production Management**
- **Market Management with Tablet PCs having remote access via 3G network**

Overall the implementation of Microsoft Navision has delivered substantial benefits to our organisation including greatly improved accuracy of tracking and reporting of fruit, greatly improved efficiency of lot tracking and sales tracking, reconciliation and grower payouts. We have also had considerable labour savings.

Microsoft Navision's value to our organisation is its impressive flexibility and the ease with which Hands-on Systems has been able to adapt it to our operations.

We have no hesitation in recommending both Microsoft Navision and Hands-on Systems to any organisation which is seeking to improve business efficiency, whilst at the same time reducing costs.

Yours Sincerely,

Company Secretary



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Standards Australia

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