

J M Food Services

Established in 2003 by John Miles and Pat Smith, who had extensive experience in the catering industry, JM Foods in Navan's Mullaghboy industrial estate has grown rapidly to a workforce of 26 with three vans on the road. It supplies ready-cooked foods to the delicatessen counters of smaller supermarkets, convenience stores and snackeries in the Dublin and north Leinster area.

"We have over 300 customers, most billed directly but some of the symbol group members are invoiced on a centralised basis through, say, BWG for Mace and Spar, " explains financial controller Noreen McLoughlin. "We started with a basic accounts package but quickly discovered the limitations, especially the fact that information for and from the delivery books had to be, manually entered in the system."

This was consuming up to two and three hours a day as the business grew, which was clearly uneconomic as well as inefficient. Another major factor was the need to underpin the work of JM Foods growing telesales department. "The choice was Exchequer, it does everything we want and we hope to recoup our investment within the first year. Now we have a combined system that takes in the orders, generates a pick list for the factory floor by customer and by van route, prints the delivery dockets and generates the corresponding invoices automatically."

One key result is no more 'lost' deliveries, never invoiced, while Noreen McLoughlin reckons the firm could be employing one or even two more staff if it were still using a largely manual system.



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