

Norman Lauder has “great confidence in the Exchequer pedigree & position in the market place”

Norman Lauder Ltd, a progressive family business, is one of the oldest and most professional importers and distributors promoting products & services to the pharmaceutical, food and related industries in a cost efficient manner.

Over its' 50 years in business they have become a market leader in supplying specialised industries with fine chemicals , raw materials and packaging . Norman Lauder Ltd. prides itself in its ability to meet their customer's requirements, through quality of product, logistics, technical support and after sales back up.

Crucial to this endeavour was the choice of the right accounting & business software. In 1998 they chose Exchequer Enterprise after a lengthy evaluation and tendering process. To meet their specific need of multi currency, product batch & serial number traceability, ease and speed of data entry and back to back order processing, together with multi location stock and instant visibility on all areas of their business Exchequer was chosen having met all their immediate needs. *“Additionally”* commented Ann Lyng Financial Director *“ we took comfort and great reassurance from dealing directly with a software house who were specialising in one product and could offer the dedication and product knowledge that we needed. The **use of real windows technologies and future benefits on offer provided great confidence in the Exchequer pedigree and position in the market place.**”*

*“Over the last seven years we have worked closely with Exchequer and the **justification for our decision is constantly reinforced** by the product enhancements received annually plus the **high level of customer service and assistance available at the end of a phone.**”*

