

BCL

THE BUSINESS COMPUTERS DISTRIBUTION SYSTEM



Better Customer Service and Management Control
Better Purchasing and Stock Control

TRADE COUNTER

A fully descriptive and priced/discounted invoice produced automatically

No customer account codes, or product numbers need be used. All access to computer files by description (Alpha-Match)

Creditworthiness immediately checked

Checks on order numbers and/or valid signatories can be carried out

Stock availability, current price and appropriate discount shown immediately

Prices and discounts computer calculated and therefore accurate – eliminates risk of errors and omissions

Produces invoices in logical warehouse sequence – reduces picking time

Substitutions, alternatives and supercessions are automatically highlighted

No expertise required – your existing trade counter personnel can operate the system. New employees much easier to train

All relevant information – i.e sales ledger, stock, sales analysis, automatically updated

All designed to streamline the despatch of goods to customers in the minimum time

TELESALES

Enables existing personnel to provide a better service – stock availability, current price and discounts automatically shown – removes need for price lists, stock cards, actual warehouse checks and so on

Product knowledge is no longer essential. A single product, or a range of products can be shown instantly, simply by typing in an abbreviated description or name – product codes are obsolete

Provides an effective selling tool to increase turnover by telephoning out to new and existing customers and thus supplementing costly and relatively infrequent visits by representatives.

Turnover increased by offering alternative products, promotion lines, taking back orders and monitoring 'lost sales' – all of which can only be done at point of sale

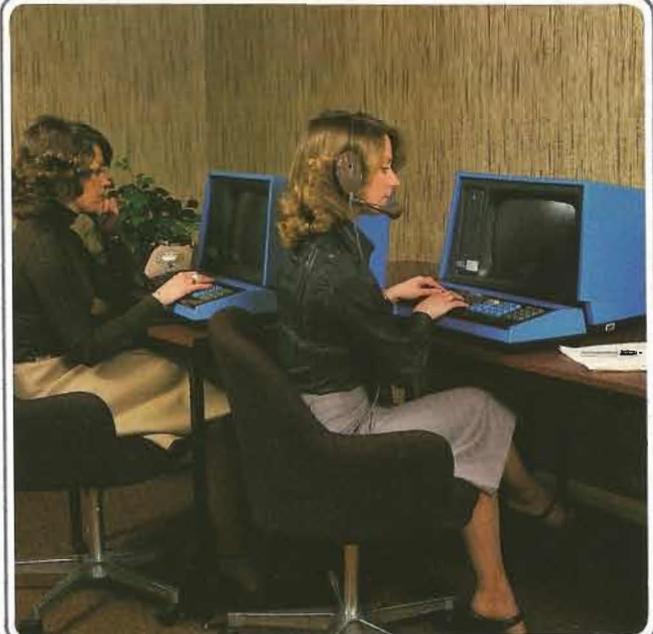
Telesales personnel build up a computer invoice automatically as they confirm, line by line, the customer order – this invoice can be printed immediately in the warehouse

No further operations such as pricing, discounting, stock control, invoice calculations, invoice typing, sales ledger update required

Invoices always accurate and consistent

Creditworthiness instantly checked

All designed to increase turnover by better customer service



ACCOUNTS

Accounts department reduced substantially. System eliminates pricing, discounting calculation of extensions, typing of invoices

Sales ledger postings are automatic

Errors in pricing and discounting eliminated

Statements printed automatically – on last day of month

Age-of-debt analysis – highlighting overdue debts, over credit limit, over specified accounts etc. Gives far greater control over debtors

Cash posting simplified – instantaneous enquires and reports for outstanding debts

Overdue letters printed automatically for selected customers

Stop lists for bad debtors

Fully audited system to reduce auditors fees

Accurate stock evaluations

Ledgers balanced daily to highlight any discrepancies

Full VAT and credit note analysis

Fully comprehensive purchase ledger

Automatic cheques and remittance advices

Profit and loss accounts and balance sheets printed on demand

Payroll automatically calculated and printed



MANAGEMENT CONTROL

Total control of company activities through instant enquiries

Analysis of profit margins and sales performance/turnover of customers representatives products, suppliers individual invoices

Exception reports of slow moving customers/products, low margins, customer and products, obsolete stock

Overdue accounts control

Credit control at point of sale

Control of discounting/performance by customer

Monitoring of high profit contribution products/customers

Control of back orders and 'specials'

Control of stock

Control of overdue purchases

All designed to help improve margins

THE BUYER

Has a constantly monitoring system to ensure that the right stock is ordered at the right time

Has instant information to spot sales trends immediately

Can closely monitor new lines on promotion or products on special offer

Raises fewer but larger purchase orders to obtain better discounts

Can eliminate obsolete, slow moving or low margin lines from the range

Can highlight short deliveries and 'overdues'

Has purchase orders accurately printed and priced automatically

Can give an improved service level with less stock value

Can exercise far greater control over 'specials'

Eliminates the clerical tedium of manual stock checks and inaccuracies of manual records

Have the right stock, at the right price, at the right time

WAREHOUSE

Invoices/Despatch Notes can be printed in the warehouse immediately the order is taken

Computer printed despatch notes are clearly legible with standardised descriptions and names/addresses – thus eliminating picking and despatch errors

Products are listed in warehouse sequence for ease and speed of picking

Warehouse and product knowledge is reduced so that it is easier to train new employees

Pickers are more efficient, orders turned round and despatched faster, more turnover can be handled by fewer warehouse people

Stock checking can be reduced to a perpetual basis, eliminating the massive and costly end of year stock counts and valuation

Invoices can be sent with the goods – thus saving on postage

The warehouse can be more efficiently organised

Pilferage can be reduced because of the disciplines imposed

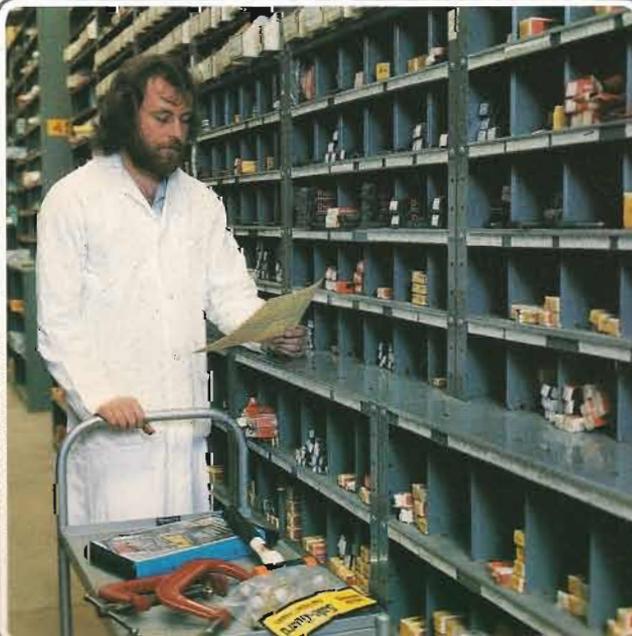
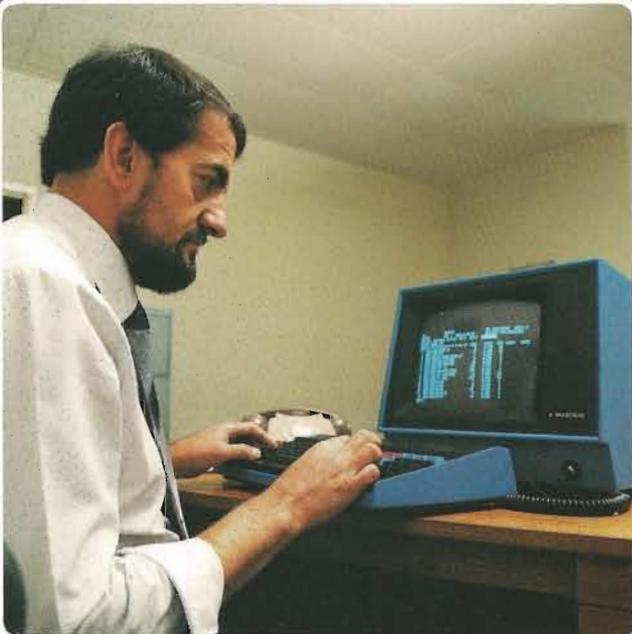
Goods received are booked in automatically thus ensuring that new stock is immediately available for sale

Shelf loading is speeded up and simplified

Back orders are immediately and automatically satisfied, as soon as goods are booked in

Van lists produced to ensure that all orders have been picked and loaded

All designed to streamline the receipt and despatch of goods in the minimum time



See the system in operation

The most cost effective computer is only as good as the software which controls it. The BCL distribution system software is tried and tested in hundreds of installations throughout the United Kingdom. The system is in operation in large and small businesses in many industry types involved in volume distribution of a wide product range. BCL has an established reputation for making computing easy for the first time user. Do not put your business at risk – use a system designed by experts who understand the problems of the distribution industry. Seeing is believing – come and see the system in operation at one of our existing users in your type of business.

What our customers tell us

“The best investment I ever made, improved customer service is entirely due to the computer”.

“We have already reduced our stock holding by £50,000 and are confident of further reductions without impairing customer service”.

“Over the last 12 months the system has enabled us – in a period of recession – to increase turnover by 16½% and reduce staff costs”.

Countrywide support services

To ensure that you will achieve maximum efficiency and cost effectiveness from your system BCL provides comprehensive customer support services.

A team of highly skilled personnel provide field service and systems support from convenient locations throughout the United Kingdom and our Education Department will train your own staff to operate the system.

The financial benefits of a BCL Distribution System

Increased turnover

Rationalised stock

Reduced overheads

Improved margins

Improved cash flow

The BCL system is a profit making tool – others are only computers

The Molecular Computer

No specialist personnel required

Very fast – designed for the business user

Very flexible – up to 25 terminals without change of processor

Highly efficient use of memory and disc storage

Uses mini computer technology – very fast powerful and flexible

High volume data storage from 10-1000MB

Easily expandable

Comprehensive printer control routines

Comprehensive range of printer speeds

VDU's and printers located locally or remotely over telephone lines

Here is a selection of the industries where BCL have demonstrated the benefits achieved by using the Molecular Distribution System:

Pharmaceutical Wholesalers
Tools Distributors
Nuts and Bolts Distributors
Wholesale Stationers
Shoe Accessories Distributors
Brush Manufacturers and Distributors
Oil Blenders and Distributors
Wines and Spirits Distributors
Builders Merchants
Hardware Distributors
Food Wholesalers
Agricultural Wholesalers
Clothing Wholesalers
Paper Merchants
Plumbers Merchants
Engineers Merchants
Meat Wholesalers
Timber Merchants
Toy Wholesalers
Decorators Merchants
Electronic Components Distributors
Photographic Equipment Suppliers

BCL

Business Computer Systems PLC

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