

COMPUTERS

# Spectrum proves to be gourmet choice

**COPING** with the bookwork needed to supply and invoice 4000 customer orders a month was a major reason for computerising Rubsons, a family food wholesale business at Fernree Gully in Victoria.

The company has installed a Spectrum-11 GC minicomputer, manufactured by D.D. Webster Electronics of nearby Bayswater.

Software company Tri-technic International Pty Ltd, of South Yarra, was contracted to tailor an appropriate software package. Rubsons has a multi-million dollar annual turnover of imports, and distributes over 1200 types of gourmet food items to supermarkets and delicatessens in Victoria, NSW and Canberra.

Among its 1100 customers are Safeways and Coles. It supplies the gourmet sections of about 60 stores for each of these. Rubsons' managing director, Mr Paul Rubens, said the multi-user accounting software package worked well for his business and should suit any importer or distributor with similar needs.

The software is a special version of TASM (Tri-technic Accounting System for Multi-users) and has been running on Rubsons' Spectrum for six months.

Supporting four terminals and two printers, the Spectrum has 256,000 characters of main memory and a fixed Winchester disc with 30 million characters of storage.

The \$30,000 Rubson site is one of Webster's main commercial installations of the Spectrum GC, which was released last September.

Rubsons' warehouse carries a large volume of North European cheeses, pickles, sausages, rollmops, caviar chocolates and other exotic confectionery and biscuits.

## Invoices

The shelves have a complete stock turnover every five weeks.

The company operates entirely from its Melbourne office, and sends out an average of 200 invoices a day.

It receives 15 containers a month, each averaging 1500 different cartons, despatched by Rubsons' export coordinator in Holland.

For these items the company's accounts payable department receives about 200 invoices a month.

The software is built up around an order-entry coding system covering the 1200 food lines, 200 suppliers and 1100 customers.

Each is identified by using the first four letters of its name, a system initiated by Mr Rubens, who says it makes clashes minimal and enables all staff members to know all codes.

Rubsons' six sales representatives telephone in their orders to clerks stationed at one or more of the terminals and order details are entered.

A printer then produces the order with the whereabouts of the goods required clearly defined according to their stacking bin location in the warehouse.

The order is then packed for delivery.

When handling and packing are complete, the fulfilled order is returned to the entry clerk for invoicing, then delivered.

Mr Rubens said this system had let warehouse staff prepare an order three times faster than before.

And 10 hours of manual invoicing could now be completed in one hour.

The system monitors the progress of back orders, and a forward order section al-



RUBSONS' Spectrum-11 minicomputer... keeping a check on gourmet foods

lows for control and scheduling of the company's future requirements. Each evening a general ledger with sub-sections for each ledger function is printed out, giving all details of the day's activities. From this information, management can determine the profit and loss for each day by comparing the sales and costs entered. These sub-ledgers also provide details of freight, custom and landing charges incurred with each invoice. The system is designed so that the detailed sub-led-

gers must be approved by management before the machine will officially post information to the general ledger for audit. Software includes an aged analysis of accounts, both payable and receivable, and provides a sales analysis section that can collate the profits made through each customer at any given time, if required. The file status section, which on the Spectrum GC can accommodate 15,000 invoices, 20,000 payments received, 2500 items of stock

and 1300 customers, warns when the machine is running its storage capacity.

The four terminals are stationed in the department of importing, accounts, management and order invoicing. Mr Rubens administers the business with his brother Hans, who looks after the importing and accounts section. Another gourmet whole-sale company, Continental Supplies of Brisbane, has also ordered a similar system from Webster.