

Foodlogik Customer Profile

Grout's the Bakers

More than 70 Years of Tradition

FOODLOGIK
FOOD SOFTWARE SOLUTIONS



A part of the Affinitus Group **AFFINITUS**
SOFTWARE SOLUTIONS

GROUT'S
THE BAKERS

Grout's The Bakers of Canvey, Essex has been a family-run business since starting up as a kiosk in 1946. A major expansion in 1980 led to a central and highly automated bakery serving shops throughout the area, with a key aspect being the introduction of Merit's COBS software to manage orders and deliveries. Now the third generation of the family run a 12-shop estate serving cakes, loaves, pastries and drinks with Foodlogik, the successor of COBS, being a crucial part of the bakery operation.

Drive out Waste using Foodlogik and C2Epos



In 2017, in a major investment, **C2Epos tills software** was implemented and interfaced with Foodlogik so that for the first time management had up-to-date and accurate shop stock data, enabling Grouts to drive out waste and improve profitability. The implementation was also notable for being carried out over one weekend – on the Monday, the tills were up and running normally and a week later sending data back and forth to Foodlogik.

Using the Latest and Best Software

MD Giles Grout is enthusiastic about how things have progressed and thinks that keeping up with technology keeps the business successful and profitable.

Giles comments *"We've used the Merit software for well over 30 years.* In the early days we started with COBS, this was superseded by SOM and now the latest and best being FoodLogik. It gives us confidence knowing Merit has an aggressive development cycle, which allows us to benefit in many ways from the latest advances. Going back to the early 1980's like most bakers, our business drivers were to get the orders in, produce production figures, invoice the customer and get the cash in.

"In this modern era the business drivers have changed significantly with the emphasis placed firmly on waste and cost analysis. **FoodLogik is pivotal** as it supplies key performance data allowing us to perform recipe formulation, conform to food legislation and reduce waste while correcting the stock position based on early sell-out times reported from the tills".

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Powerful cost-effective systems for industry

Seamless Interface with C2Epos

“The fact that FoodLogik seamlessly interfaces to various leading Epos systems was a key decision maker in allowing us to choose our current Epos provider, C2Epos. With waste, stocks and sales being automatically imported to FoodLogik from the tills it allows us to report on every aspect of stock movements across our retail shops”.

Significant waste reductions



“No more guesswork - Foodlogik helps us by suggesting orders much more quickly and accurately than we can. We are already seeing significant waste reductions and efficiency improvements that add **straight to the bottom line** and should start to pay for the investment almost immediately”.

“The quality of data we have at our fingertips is second to none - this has proved to be, and will continue to be invaluable to our continued success”.



Foodlogik will be our core system for the foreseeable future

“For a business like ours to succeed you need partner companies to not only understand your business but more importantly have in-depth industry-specific knowledge. By design we are fortunate to have three important software applications that play key roles within our business - **FoodLogik**, an accounts package such as **Sage** and, if you have a retail estate, it's essential to also have a good Epos system such as **C2Epos**, with a highly functioning Interface to your back-office ERP system. **FoodLogik** acts as our master data repository and that won't change for the foreseeable future”.



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