

Van Wijngaarden's  
*Zaanse*

Genuine  
taste,  
genuinely  
tasty

Van Wijngaarden and Exact

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# EXACT HAS UNQUESTIONABLY PLAYED A ROLE IN OUR EXPONENTIAL GROWTH



Van Wijngaarden was founded in 1929 in The Netherlands as a packing company for vegetable oils. For many years, the company was renowned for the superior quality of its 'yellow gold'. Since then, Van Wijngaarden has grown to become an internationally renowned mayonnaise manufacturer, but the knowledge gained from their experience in oil still forms the foundation for their diverse range of mayonnaise.

"When I began working at Van Wijngaarden in 2007, the implementation of Exact Globe was already underway. It was my task to ensure we could make the switch on 1 May 2007 from Exact for Windows to Exact Globe. I came in at the perfect moment. I had just completed an implementation process at my previous job, and was able to use all these experiences at Van Wijngaarden," says Bob van Dijk, controller at Van Wijngaarden.

#### **From 5 to 15 products in 4 years**

Van Wijngaarden BV is the manufacturer of the renowned Zaanse mayonnaise: the yellow tube with the red top. Over the years the assortment has expanded further and it now offers, in addition to traditional mayonnaise, low-fat and yoghurt mayonnaise, curry mayonnaise, spicy mayonnaise, garlic mayonnaise and whisky cocktail mayonnaise, among others. Recently, Van Wijngaarden also

began manufacturing four different salad dressings under the Zaanse Dressing brand. In addition, the company also manufactures many products for private labels. Since the introduction of Exact Globe in May 2007, the company has grown exponentially: from five different product lines to no fewer than fifteen.

#### **Exact Globe was a logical choice**

Van Dijk: "The choice for Exact Globe was a logical one. Exact for Windows had always functioned well and it was time to proceed to the next step. The company was in need of professionalization. There was a major need for clear and reliable management information, and people wanted to optimise inventory management. Using the weekly planning, which we currently do in Excel and not Exact, we calculate what we need in terms of raw materials and packaging. The resulting list is entered manually into E-inkoop, before going automatically to



the suppliers. When the physical products arrive, the inventory is booked into Exact Globe and the invoices are checked by the administration. When the raw materials arrive, people in the factory can start the manufacturing order, which is also made using the weekly planning. In fact, we do everything in Exact Globe apart from the planning. Once we do that, we'll have everything in order."

#### Maximum efficiency with the add-on EDI

"Here we work with the add-on EDI, an electronic data interface. This is software that communicates with the outside world. Using their own system, our customers place an electronic order at Van Wijngaarden. This order arrives in a type of mail box. EDI constantly collects these orders and puts them on our server. Exact Globe then extracts the data from the server and places it in the system as a sales order. We use it for sending our invoices digitally. It basically works like e-mail, it's ideal."

#### OLD SITUATION

When Van Wijngaarden still worked in Exact for Windows, information circulated on separate lists, which led to errors. Work was carried out sub-optimally, leading to incomplete and unreliable management information.

#### THE SOLUTION

Almost all business processes are now consolidated into one system: Exact Globe. The fact that everything is coupled allows work to be carried out far more efficiently at Van Wijngaarden and management now has reliable information. In the future Van Wijngaarden will also do the planning with Exact Globe.

## BENEFITS

- Better data recovery thanks to track & trace
- Far greater oversight into processes
- All information is now in one system and no longer in separate lists
- Manufacturing has doubled – with only 10 people in the office
- Good management reports

### “Everything is well organised”

Van Dijk: “There were a number of clear expectations from Exact Globe. People wanted to be able to get clearer and better reports from the system and also be able to manage the inventory. We have more than succeeded with this.

We now use Exact Globe extensively. Finance, invoicing, inventory, manufacturing, CRM, projects and purchasing – everything is now connected and carried out within a single system. This works brilliantly for us. Despite the growth of the company our office still has the same number of staff, which is really saying something. It means you’ve organised everything very effectively.”

### Facts

Organisation name	: Van Wijngaarden B.V.
Number of employees	: 45 – 50
Number of Exact users	: 13
Active Exact product lines	: Exact Globe
Sector	: Food industry
Focus areas	: Financial, Logistics, Manufacturing and Inventory
Locations	: 1, Wormerveer
Website	: <a href="http://www.vanwijngaardenbv.com">www.vanwijngaardenbv.com</a>