



Cork Co-op Marts made the change to Newline at the beginning of 2007 after thoroughly researching the market during the preceding six months. A small user group was set up to evaluate the systems available to us in the marketplace. The outcome of this exercise was a strong recommendation to management for Newline. They were seen to meet all our requirements and all the boxes were ticked in terms of service and value for money. Their long experience in serving the mart industry and their policy of continuous research and development has kept them at the forefront of technology and best positioned to meet our changing needs and future requirements.

We decided to adopt a very ambitious implementation program making full use of all the new facilities from the outset including selling in the ring. Such an aggressive and rapid introduction plan brought some understandable early challenges but the system has been well "bedded down" at this stage and all our mart staff are fully conversant and comfortable with the system which now runs seamlessly linking all parts of the firm and providing an excellent service to our customers.

We are confident that this comprehensive system is fully future proofed in IT terms and, equally importantly, has been designed to cope fully with the many changes that the industry will be facing in the coming months (live CMMS) and years.

Change in business is always a challenge and system IT change is one of the most challenging but it has been well worth the effort.

Sean O'Sullivan
Chief Executive
Cork Co-op Marts Limited.
July 2007.