

LEONARD WHOLESAL

Overcoming the Obstacles

Traceability





About LEONARD WHOLESALE

- Family owned/operated since 1967
- 2004 launched produce inventory control software
- 2008 activated traceability with bar codes
- State-of-the-art production monitoring, allowing for traceability of all products
- Operate under full HACCP compliance & guidelines with traceability & recall procedures
- Earned 99% score in recent third-party NSF Quality Assurance Audit.

About WaudWare



- Established in 1989
- Software specifically for the produce industry (traceability, buying/selling, inventory, production, brokerage, accounting, security and process control)
- Winner of the City of Brampton High Tech Outstanding Business Achievement Award
- President, Charles Waud:
 - Contributing member of the Produce Traceability Initiative (PTI) Technology Working Group
 - Past President Brampton Board of Trade
 - Author of many published articles on traceability in the produce industry.



- A must for HACCP certification or for annual third-party plant audits
- Necessary when selling to large hotels and food retail chains
- Essential for the processing of fruits or vegetables for any product recalls
- Vital for inventory control - it will eliminate manual daily inventory taking
- Minimize product loss
- Maintain reputation for high standards.

Duplication of Work

- Anthony put in a separate system for traceability, but quickly discovered that entering the information into two systems was unmanageable
- Ensure your current software can handle all your business needs, including traceability
- Explore ways to automate and streamline your business.



Staff Capabilities



- Companies like Leonard Wholesale utilize temporary staff fairly often
- High standards and procedures must remain consistent
- Ongoing challenge is to train workers so they understand, and put into practice, what is required for a proper lot-controlled environment
- Appoint and train in-house champion to be your traceability expert (who can then also train new staff).

Labour Cost

- Properly managing lot controlled inventory takes more work - requires more “man-hours” and hence costs the company more to operate
- All of the levels in the distribution of produce need to understand that traceability from “farm to fork” is going to mean products cost more
- Efficiencies gained will result in being able to identify and/or deal with potential product recalls quickly.



Economic Downturn



- In the past 18-24 months, the slowdown in the economy has also put more pressure on produce distributors
- Focus on managing your business efficiently and effectively is critical
- Although working towards achieving traceability in the operation is an increased cost, keep your plan moving forward!

Overall Solution



- Develop a plan
- Tailor your traceability system based on the size of your business
- Designate your internal on-site champion
- Communicate with industry peers
- Government assistance and grants
- Utilize paper system or inventory control software that meets or exceeds GS1 Global Traceability Standard.

Learn More...

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