

FOCUS: GREENHOUSE INNOVATION

WaudWare introduces PICS in a Box

Analysis of inventory sharpens sales



Duffy Kniaziew (top right) inspects peppers at Orangeline Farms, a boutique grower of specialty greenhouse products marketed under the Zing! Healthy Foods brand. The family-owned business operates year-round in Leamington, Ontario. Photos by Glenn Lawson.

A number of produce clients are currently using WaudWare's Produce Inventory Control System (PICS) software which handles all the day-to-day inventory and traceability controls of fresh fruit and

vegetable businesses. During July, the company based in Brampton, Ontario introduced PICS in a Box.

"PICS in a Box is a pre-configured Windows 2008-32 Bit virtual server image with all of

our software pre-installed," says F. Charles Waud, president WaudWare Inc. If your hardware is old and needs to be replaced or you need to update your operating system (i.e. Microsoft recently discontinued support for Windows XP and 2003 Server), you are comfortable with virtual server technology, and want a cost-effective alternative, we can help."

The benefits of the PICS in a Box is that it's easier and faster to implement since a full install and initial configuration of all the software is not needed. The labour cost of PICS in a Box is less than to install Windows, Windows updates and WaudWare software. This new program can be installed in your office or hosted in the cloud.

Orangeline Farms installed the original PICs at their Leamington, Ontario greenhouse in March 2015. Duffy Kniaziew and his brother Jordan, are now reaping the rewards of this inventory control system after almost one pepper-growing season.

"There's no question that a new system turns everything upside down and gets you outside of your comfort zone," says Duffy Kniaziew. "However, we now have comprehensive reports on everything from production to packing, packaging to sales."

Produce inventory control allows the user to compare bulk product with product that has been enhanced with value-added packaging. Comparisons can be made between different sales to different customers.

"As the greenhouse industry



Duffy Kniaziew

matures, we are seeking points of differentiation," says Kniaziew. "This program helps to sharpen our focus."

Orangeline Farms is happy with the PICs solution for their group of companies and support provided for start-up.

