

# Packaging

Manuli Packaging is an Italian owned Group with an overall turnover of €286 Million with subsidiaries across Europe as well as in Brazil and Argentina. Manuli Packaging (UK) Ltd is based in Corsham, Wiltshire and is responsible for the manufacturing and distribution of a variety of packaging products within the UK, Northern France and Eire

“After being badly let down by earlier IT suppliers we were naturally hesitant about making a significant commitment to another solutions provider. However, our fears were unfounded as we quickly found Chatsworth’s staff to be very friendly and willing to help us address all areas of our business. It is clear today that we are a more focused and efficient company since we have been running the Merlin Software - looking back we wondered how we coped without it!”



**Industry:** Packaging

**Established:**

**Previous System:** Xeres

**Installed Merlin:** 2001

**Branches:** 1

**No of users:** 24

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From a fledgling company in a disused church, Castle Packaging has become one of the leading distributors of 3M packaging products in the country, with knowledgeable and experienced sales staff able to supply innovative solutions to customers' needs. Their aim is to provide the highest possible level of service and thus to build long term relations with their customers, who range in size from companies with just a few employees to major PLCs and multi-nationals.

"As a distributor offering a local same day or next day countrywide delivery service, it is essential that we have an efficient system for processing customer orders, maintaining stock levels and keeping the accounting records in step and up to date. Our existing system was not Year 2000 compliant so a replacement was needed. We looked at several companies and finally chose Chatsworth's Merlin system. Training, implementation, the transfer of data and minor amendments were easily accomplished, and Merlin has not disappointed us - in fact, we were so impressed that an identical system has been installed in another of our companies."



**Industry:** Packaging

**Established:**

**Previous System:** SYSTEM 10 - SYSTAR

**Installed Merlin:** 1999

**Branches:** 1

**No of users:** 16

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Established in 1942, Nu-Pax was initially a manufacturer of Aspirin-based products. It has diversified over the ensuing period of time and for the last thirty years have specialised in supplying industrial adhesive tapes and packaging materials. It has been an official distribution centre for Scapa tapes for many years and was recently appointed a Select distributor.

David Tonge, Managing Director, says: "Our most important requirement was for the fast availability of concise customer information, allowing prompt processing of orders and queries. Merlin gives us all required information quickly and efficiently, allowing customer orders to be ready for despatch within minutes. We have also found Chatsworth to be helpful and friendly, and have no hesitation in recommending them along with Merlin"



**Industry:** Packaging

**Established:** 1942

**Previous System:** Wang

**Installed Merlin:** 1999

**Branches:** 1

**No of users:** 8