

## Case Study

### Atlas MX from API transforms work and home life for Morrisons' supplier for just £50!

When Ashley Harrington, a supplier of fine cut flowers to Morrisons for more than 12 years, received a request from the supermarket group to become EDI enabled as quickly as possible, he decided to seek the advice of his cousin Greg who is a supplier of climbing plants to B&Q and a user of EDI.

Ashley informed Greg that Harrington's, based in Cambridgeshire, had been advised to contact Morrisons' EDI supplier to get connected.

"You should go to Atlas Products International (API) – they have been superb for my business," was Greg's response – advice that has proved invaluable for Ashley's business – and his lifestyle!



Ashley Harrington took his cousin's advice and hasn't looked back. He takes up the story:

"I've had a fantastic experience dealing with API. They have reassured me from day one and it's been an incredibly smooth and straight-forward process – and when we have encountered some minor issues, Margaret Gray from API has been very supportive and sorted them out with no fuss at all.

"I'm delighted with the results. I was up and running in five days from the order, well within Morrisons' deadline. And the best thing is that it's radically improved the way I work.

"In the flower business you have to get up extremely early in the morning, yet all of my orders would come through by fax to my office, six miles away, late at night.

"This required me to go into my office to pick them up so that I could plan for the next day. It was a nightmare really.

"Now I have a remote connection at home which means that I can have my tea, log onto the system and see my orders two or three hours earlier than before. Its fantastic!

"Sadly there are too many examples these days of shoddy, expensive service, so it was so refreshing to pay a reasonable price for a good product, backed up by really excellent service. **I can't praise API highly enough and I would recommend them to anyone.**"

Said Allan Gray, API Managing Director: "I'm delighted that we have been able to help Ashley in this way, not only in ensuring that he was connected with Morrisons quickly and smoothly, but also to make his working day more manageable.

"We pride ourselves on the quality of the service we offer and stories like Ashley's just convince us all the more that making the extra effort pays off for everyone."

**Ashley Harrington chose Atlas MX, a fast, secure, efficient and cost effective EDI system that was installed for just £50 on Pay as You Go.**

**For more details, call API on 08700 501007.**

For more details about Atlas products contact:

Atlas Products International Ltd, Atlas Suite, Greenbank House, Swan Lane, Hindley Green, Wigan, WN2 4AR.  
Tel: +44 (0)8700 501007 Fax: +44 (0)8700 501008 email: [sales@atlasproducts.com](mailto:sales@atlasproducts.com) [www.atlasproducts.com](http://www.atlasproducts.com)