

Gressingham Foods goes quackers over Exchequer

At Gressingham Foods, a supplier of award-winning poultry and meat, our business has grown and evolved and it became clear that to sustain that our existing finance software was no longer able to support our needs. We turned to Advanced and its flexible finance system Exchequer which offered the scalability to evolve with us as our needs change. The software has proven to be the right choice as it was able to easily manage transactions when our sales increased by £60 million.



Gressingham Foods, a family business, is the only company in the world licensed to produce the unique Gressingham breed. Founded in 1971 as Green Label Foods, the company later changed its name to Gressingham Foods in 2006 to reflect its best selling product, the world-renowned Gressingham Duck.

An evolving business

Today the range of poultry and meat our company provides has grown hugely to include other types of duck, geese and other poultry.

Gressingham Foods and Duck are now sold by many of the UK's leading retailers, food chains and independent stockists and feature on the menus of top restaurants nationwide.

We have picked up numerous industry awards for our quality and also the ethical way we run our business. We have rigorous standards about the health, safety and welfare of the animals we raise and, not only sell whole birds to retailers

and food chains, but also minimises waste by supplying various parts for specialist food manufacture, such as livers for pâté.

Their challenge

Our company has two main production facilities, one at Debach, a rural farm near Woodbridge in Suffolk that is also home to our headquarters, and the other at Redgrave - also in rural Suffolk.

Another part of our business, Green Label Farms LLP, is directly responsible for all the farms in the Gressingham Group and manages a completely integrated farming system, from breeding through to hatching and rearing the birds we sell.

An end-to-end system to simplify operations

Since the company began trading we have grown significantly with exports now accounting for 4% of our turnover and the range of territories our products now reach expanding dramatically.

Client >

Gressingham Foods

Sector >

Local government

Project >

Document and control all operations within an expanding business using Exchequer

Gressingham Foods Case Study

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In 2004, as the company continued to grow, our previous software, Lakeview, no longer met our requirements. It was crucial for us to find a provider that would offer a full management system to control and fully document all operations whilst meeting their stringent policies and best practices...that's where Exchequer from Advanced came in.

We were impressed by Exchequer's ability to deliver efficiency and strong management reporting across our organisation and chose the system based on its flexible approach and ability to evolve as their business grows.

Raymond Smith, Finance Manager, Gressingham Foods, says, : "In recent years we have made two significant business acquisitions which has helped increase our annual sales from £30m to £90m and Exchequer absorbed all the extra transactions with very little effort."

Since implementing the system, we have really reaped the benefits. Exchequer is used to run the accounts for the main company, the manufacturing unit and for their farms, as well as raise all their purchase orders, including feeds for the poultry.

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