JOINERYSOFT HELPED ME FALL IN LOVE WITH JOINERY ALL OVER AGAIN

Daniel Walker started his journey into traditional joinery at the age of 15 as an apprentice with a small local joinery company. Making traditional joinery including box sashes, staircases, windows, doors and cabinets Daniel set up his own business, DW Interiors in Godalming, Surrey around 10-12 years ago.

A small joinery company with 2 bench joiners yet Daniel is able to compete with much larger companies due to investment over the last 18 months in new software for the workshop. Previous experience of Joinerysoft's Joinery Management Software (JMS) at other joinery manufacturers made it inevitable that Daniel would consider JMS for his own business once he realised that quoting was taking too long.

Joinerysoft's Joinery Management Software has been a market leader in the joinery industry for nearly 20 years helped by continuous development and an expanding product offering. With a range of products targeting all areas of the industry, Daniel chose to purchase Joinerysoft's standard JMS, on a rent to buy option, making it affordable with fixed payments and avoiding the large initial outlay that you might expect.

Previously quoting by hand, Daniel confirms that, "JMS quotations look far more professional than our previous description of works. Everyone loves the new drawings which confirm all the details, including side hanging". He adds, "We've won more work and our windows and doors business has grown significantly since having the software".

Daniel's ability to quote quickly has made such a difference. He says, "I can sit in a client's house and price as I go around the site. Before I leave I can send the client the quote, there and then." Alternatively, when quoting back at the office it takes him only 3 to 4 minutes with all the information in front of him and JMS automatically adds all the terms and conditions, and provides confirmation of order paperwork for clients to sign and return.

One of the main bonuses for Daniel is the time the software has saved him throughout his business. As soon as the quote has been prepared all other workshop requirements and material ordering is ready to go at the press of a button. "JMS is so accurate that the same day I win the work I can print the glass order, ironmongery and timber orders and workshop cutting sheets. Everything is there ready to go straight away. That is the biggest benefit; there is no down time, no guesswork," he says.

With customisable reports, JMS enables joinery manufacturers to select which reports are most suitable for their business and choose what is displayed, meaning you can print cutting sheets easily for different areas of the workshop or even fitting sheets for the fitters on site, so they know exactly what they are doing and each window's placement on site.

Initially concerned about how he would fit in installation and training on how to use the software while still running his business, Daniel was pleasantly surprised to find that the regular small bite sizes of online training made it easy for him to fit it in. It also provided him the time to add his own data to the software in between training sessions. He admits it was quite daunting letting the software take over all his quoting but he says the software has proved itself and he is confident of its accuracy. He adds, "the Joinerysoft support team is friendly and knowledgeable. Having a time served joiner on the end of the phone means we speak the same language. With continued support I'm still learning ways to speed up my business".

After 18 months using the software, there have been so many benefits for his business, including winning work, increased efficiency and improved profit margins, that Daniel would not go back to how he did things before. He says, "JMS has freed up so much of my time. It's made us more efficient as a company and allowed me to fall back in love with joinery again."

He adds, *"I believe software is important because efficiency is the key to success. JMS has helped the business to grow. I'd tell others considering buying JMS, 'Just buy it. You won't regret it. It is really advanced software for the smaller joinery company, or in fact any sized joinery company'".*

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