

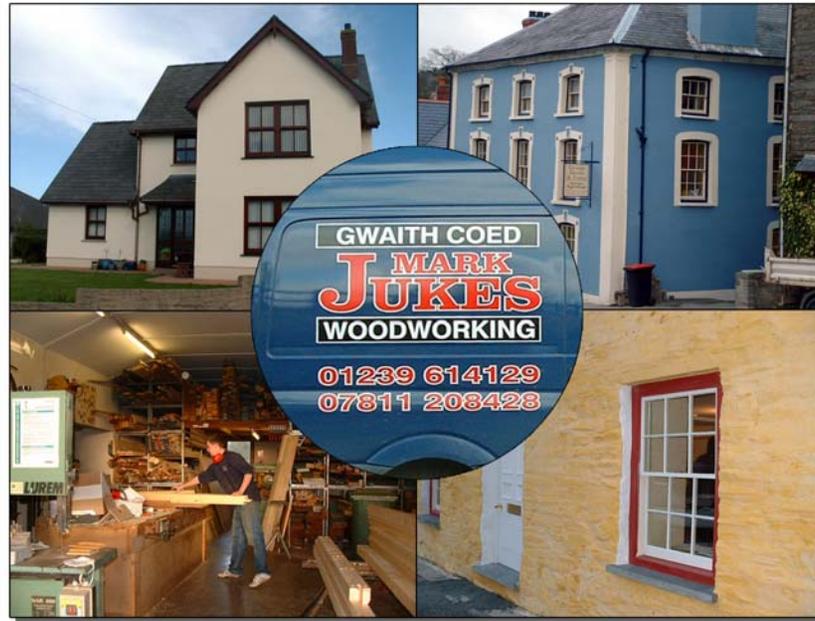


JMS winning orders for Mark Jukes Woodworking Ltd

Looking for Joinery Software back in 2004, Mark Jukes of Mark Jukes Woodworking Ltd was disappointed at how little software was available specifically for bespoke joinery. He looked at some software, adapted from other industries, but none fitted the bill.

One of the first to view JMS at Woodmex in 2004, Mark was enthusiastic about having software designed specifically for bespoke joinery. Over two years later he can't do without JMS, and has seen expansion in his business as a direct result of using the software.

Joinery Management Software (JMS), designed for bespoke



joinery, enables joiners to quote, produce cutting lists, timber requirements, glass sizes and even invoice customers without re-keying data. Once sizes are entered into JMS it calculates the rest.

Accurate and easy to use many joiners are enjoying the benefits. Modules for Casement Windows, Sliding Sash, Doors and Doorframes, Screens and now Bill of Materials, mean that joiners'

can purchase software tailored to their business.

Starting in a shed 15ft by 15ft, Mark has now been in joinery for 19 years and has expanded into two workshops with a combined space of 6,800 sq ft. Local to Cardigan, Ceredigion, Mark is well known in the area for high quality bespoke joinery, resulting in his appearance on Channel 4's renovation programme.

There are three reasons why Mark values JMS and his relationship with Joinerysoft Ltd.

Firstly, JMS has directly caused us to win more business. The professional estimates have won us business over other larger

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joiners, simply because the customer can clearly see what they are getting. With twelve joiners asked to quote, only six could quote within the time scale and the job was won on the presentation of the estimate alone. We weren't even the cheapest! Diagrams on the estimates and detailed specifications give the customer confidence.

Secondly, Mark states, "the time savings alone would make me recommend JMS." Before using the software Mark would price manually, then give to his wife to type into Word. This didn't incorporate diagrams and was time consuming. Now producing all windows, doors and screens through JMS, Mark has seen a reduction in administration time which has

left him free to enjoy his evenings with his family. Mark comments, "I am now able to quote for a complete house in only 20mins, something which would have taken me all evening previously." Using JMS for estimates, cutting lists, glass sizes, timber requirements, and invoicing, has speeded up production as well as administration time. "I love ordering glass in advance of the job," says Mark. "Production times have improved, giving more space in the workshop and I can invoice earlier, which is a big bonus".

Thirdly, Mark describes Joinerysoft Ltd as 'very approachable'. Technical questions are answered quickly and easily.

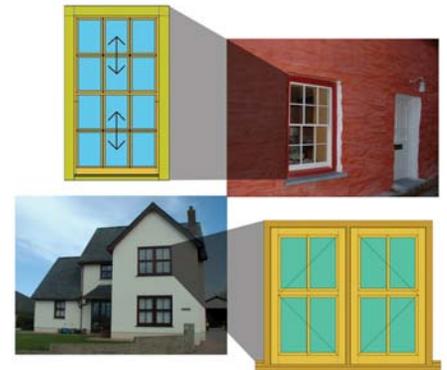
"Joinerysoft Ltd is a company that listens to its customers. New features requested are scheduled into development and we are now enjoying extra benefits with no development cost to ourselves." The JMS Customer Database is a good example of this. Requested by Mark, all customers can now utilise the advantages of this JMS enhancement.

Andrew Gregory, Operations Manager at Joinerysoft, comments, "We're always listening to our customers. Customer feedback is an integral part of our design ethos."

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