

# JMS – A complete joinery tool

**Peter Love at Oakwrights, uses his Joinery Management Software (JMS) to speed up the entire production process, including quoting, producing cutting lists, ordering glass and timber.**

**The result has seen administration time halved and improved efficiency and accuracy throughout production.**

Setting up a limited company just over 5 years ago, Mr Love established Oakwrights Bath Limited in the Wiltshire town of Corsham, near Bath. With heritage properties abounding in the area, Oakwrights have established themselves in the traditional and conservation markets.

Working mostly for contractors, they concentrate on the high specification end of the market, producing windows, doors, screens, stairs, fittings, shop fronts, even kitchens. Working with hardwood predominantly they are known for high quality bespoke work.

Purchasing JMS in September 2005, Peter explains that what caught his attention at the time was that JMS mirrored his approach to joinery, however the total system approach has increased efficiency, speeded up production, and ironed out any errors encountered.

With training provided as standard, Joinerysoft's installers/trainers left a positive impression. Peter comments, "Training by joiners is good. They are



computer literate, but also understand where we come from."

Oakwrights use JMS for everything. Administration time savings has enabled them to quote more work, and coupled with the more professional presentation Peter believes this has led to increased orders. Further efficiencies in production mean that profitability is improved. Peter comments, "Even large jobs can be quoted so efficiently now that we've reduced quoting times to a quarter of the time it used to take."

Oakwrights reputation for good service, includes what they call 'technical backup' for jobs. JMS provides cutting lists, including pictures and section sizes at the touch of a button, directly from quoted information.

A recent quote for French doors meant providing detailed cross sections and elevation drawings for the architect. It turned out both needed amending once the architect was able to visualise the finished effect. Peter confirms "We did that for him, as part of the service – part of our value added approach. With JMS we were able to send him the PDF's, make amendments and then sign them off – all within a matter of hours.

The pictures in quotes also ensure customers know what they are getting." He adds, "There is no tortuous process and minimum amount of paperwork involved too because

all was sent electronically through email." An obvious environmental plus too. This process ensures that all changes have been made before cutting the timber.

Oakwrights unusually have always ordered glass in advance, however now they can use JMS printouts which includes pictures and diagrams of glazing bars. Used to sketching separately in AutoCad, Peter is impressed with not only the time savings but also the professional image JMS presents. He comments, "The ability to print out drawings makes everything looks professional. JMS backs up our quality product."

The workshop has adapted to JMS well. Unlike some companies Oakwrights hasn't had the cultural shift to get them to accept JMS because they already had established paperwork in place.

They have always had an office based method for design and cutting lists. They obviously had to do some re-education but handled this by seeking workshop opinion on it.

Working with the joiners to perfect cutting list printouts, the joiners have had direct input. Peter explains, "In our business we need appropriate and good quality information. Production information doesn't have to be glossy, but it does need to be functional. It helps that the cutting lists work – the calculations are always accurate; bespoke Joinery down to the last detail."

Designed by joiners for joiners Joinerysoft's commitment to detail ensures an aggressive development plan which includes continuous improvement, and a commitment to incorporate customer feedback. Peter agrees, "JMS is developing, but we've already seen some of our suggestions implemented, to the extent that other customers like some of our ideas!"

To conclude, Peter adds, "JMS is a full system, not just a quoting tool." "It also has the potential to only get better and better as more development time gets invested into it."

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