

Dearman Joinery Invests In JMS

Dearman Joinery, established in 1988, specialise in bespoke joinery for Windows, Sliding Sash, Screens, Doors, Stairs and Kitchens. Based in Upper Rissington, in the heart of the Cotswolds, owner, Bob Dearman, is familiar with the pressures of growing his own business.

Now employing 3 joiners, Bob Dearman relocated to larger premises 6 months ago, requiring investment in machinery and tooling for his thriving workshop. Bob Dearman has discovered investment in Joinerysoft's Joinery Management Software can have an equally big impact on expanding his business allowing him to spend more time on joinery and less in the office; something every joiner welcomes!



Bob Dearman first saw Joinerysoft's Joinery Management Software (JMS), two years ago. At the time he liked it but was in the middle of expanding his business and put the decision on hold. With

quotes continuing to stack up in the office, Bob had to wait until his wife, Eve, who was working part-time, could type them up on her computer. Reviewing JMS again early this year, Bob Dearman decided he couldn't

wait any longer. During installation and training, Bob was reassured by the fact that the installer was a joiner. He confirms, "I could ask questions in joinery terminology and the installer knew what I was talking about." Bob describes the software as "very joiner friendly, containing more joinery terminology than computer terminology." With access to Joinerysoft's technical support helpline, Bob had everything he needed to get started.

Despite never using computers before, Bob has found JMS straight forward and easy to use. Now he confirms, "Quotes don't sit around anymore and what is more I can design and quote myself, instantly. The customer gets an instant response, in a professional format." Using JMS it is easy to include diagrams, and detailed sizes, fittings and wood. This means the customer always



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knows exactly what they are getting. An additional bonus is that Eve is now also free to take on other work within the business. Continuous improvements to JMS means that quotes and cutting lists can be customised, ensuring a professional presentation for the customer and familiar style for joiners.

One of the biggest benefits to Bob has been the accuracy of quotes. Entering real pricing information into the system, for example, timber, fittings or glass, means that prices are accurate to the nearest penny. Now, when Bob quotes he can be confident that he is making money.

Bob was so pleased with JMS that initially he didn't want to share the information with others; however, seeing a Joinerysoft brochure at A.K. Joinery in Witney, he couldn't

deny how good JMS is. Bob has now shown A.K. Joinery and others how JMS helps his business, resulting in more joiners choosing to purchase JMS for themselves. Bob Dearman confirms, "I was able to demonstrate Joinerysoft's accurate pricing system, to A.K. Joinery with a real quote. Many joiners rely on storing prices in their head, which in the past has proved accurate enough, however in today's climate, with timber prices fluctuating frequently, it is easy to make a mistake. With JMS, these common errors are eliminated, resulting in improved profit margins." This isn't the only error that JMS has eliminated. Bob recalls other errors on screens where he had not allowed enough time for glazing bars. All common mistakes, but costly.

A.K. Joinery, based in Witney, were so impressed by the

demonstration at Dearman Joinery that they have also purchased JMS for themselves. David Day of A.K. Joinery, comments, "I'm highly impressed with JMS. In less than 1 month I've already quoted more than 50 jobs. The diagrams on quotes ensure that customers know what they are getting, and the professional presentation inspires confidence in us as a company."

Alan Turner, Joinerysoft's Managing Director, says, "Pound for Pound, JMS is the best investment you'll make in bespoke joinery. Our philosophy to constantly listen to our customers and welcome feedback means that our software is second to none at providing what joiners need for bespoke joinery."

JMS provides quotes (with diagrams), cutting lists (detailed and summarised), timber and

glass order sheets and invoicing. Available in modules for Casement Windows (flush and storm), Sliding Sash, (modern and traditional), Doors & Doorframes, Screens, and recently CNC, ensures that every aspect of bespoke joinery is covered. With more modules under development, including stairs and gates, JMS provides a comprehensive tool for bespoke joinery.

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