

In order to compete in today's marketplace investment is the key – a challenge during any business start-up. Investment in CNC and machine tooling is considered essential by many joiners to survive, but Richard Porter, managing director of East Yorkshire Joinery Ltd, has had occasion to review another investment, Joinery Management Software from Joinerysoft, which, in his opinion, has had an equally dramatic impact on the business, providing improved profitability and time savings.

# East Yorkshire Joinery invests in JMS

**EAST YORKSHIRE JOINERY Ltd**, established in 2000, now has 12 employees producing casement windows, sliding sash, doors, screens, and stairs. It is also a market leader in providing doors to the cabin industry, providing BWF fire door sets as well as a wide range of doors, pre-hanging sets, vision panels, and locks.

Viewing JMS at Woodmex a few years ago, Richard Porter had to peer over other joiners' shoulders to catch a glimpse of the popular software. Working 60-70 hours per week, including at least 30-40 hours manually estimating with a calculator, pen, and traditional knowledge, he could see the benefits of JMS instantly.

Six months later, and snowed under with work, Richard could not wait any longer. Within a few weeks, JMS was up and running at East Yorkshire Joinery. Richard Porter has not looked back since.

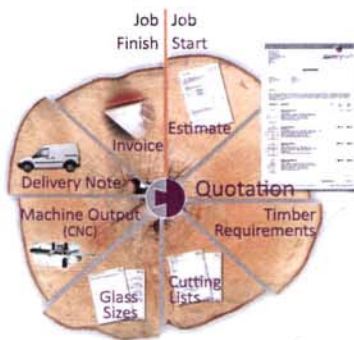
He comments: "JMS is saving me massive amounts of time. I like to be hands-on. Now I can be in the workshop making sure things are running smoothly, instead of spending 30-40 hours quoting. JMS allows me to quote in minutes."

Like many joiners, Richard would not describe himself as a computer whizz,

but Joinerysoft's joiner-friendly approach bridges the gap where standard computer knowledge is lacking. The acceptance rate of quotes leaving the office has quadrupled since the software was installed. The difference JMS has made is immense.

Richard Porter confirms: "I can quote while customers are on the phone." Dealing with the general public often produces unrealistic price expectations, which can often result in requests for alternative wood or glass. With JMS this no longer causes Richard a problem – timber can be changed and glass removed at the touch of a button.

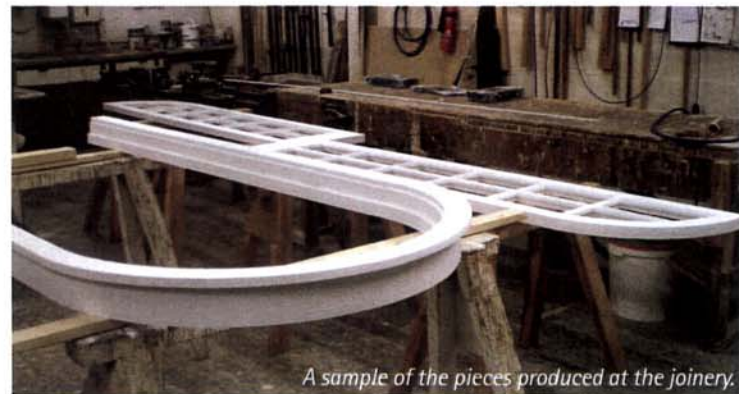
In addition, having accurate supplier prices built in to the system, Richard has found that customers are less likely to



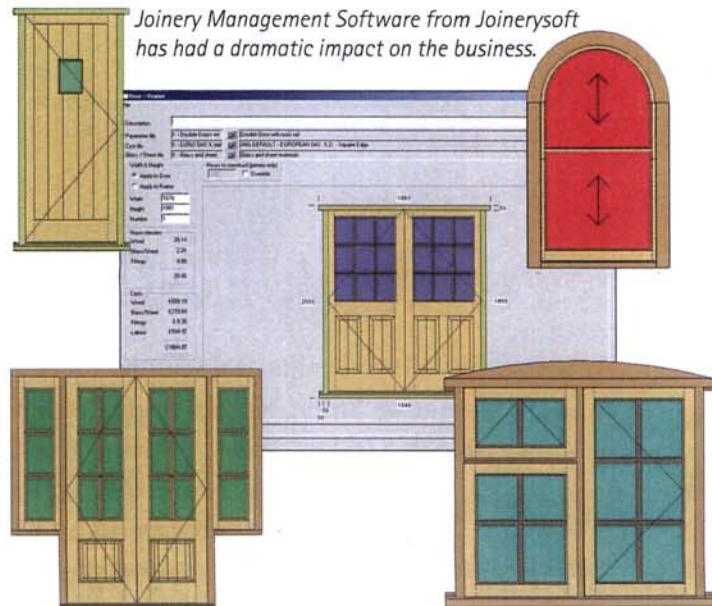
JMS deals with a variety of areas



East Yorkshire Joinery produces casement windows, sliding sash, doors, screens, and stairs.



A sample of the pieces produced at the joinery.



Joinery Management Software from Joinerysoft has had a dramatic impact on the business.

question the price. "Now when my suppliers inform me of a price change I am able to amend the price in JMS instantly. I know prices are always accurate, giving me confidence in my profit margins," he says.

More than just an estimating package, JMS has also improved efficiency in the workshop. With initial sceptics among the workforce, Richard set them a task to prove it wrong – they could not!

East Yorkshire Joinery still prefers to use traditional lead weights in sliding sash, despite the recent price increases. JMS details the weights required, removing all guesswork and reducing errors. Richard Porter is now able to order all parts before the sliding sash has even been started, reducing wastage and speeding up production.

He confirms: "The proof is in the pudding – JMS is right every time."

Richard Porter knows the importance of presenting a good image to his customers. "Our company is reflected in our efficiency," he says. "Customers who get quotations, just hours or even minutes after requesting them, have complete confidence in us. JMS makes it easier for us to make a good impression."

"JMS quotes look professional too, and with true scale diagrams customers can clearly see what they are getting. It helps give our customers confidence that we understand their requirements."

Investing in machinery comes naturally to Richard Porter. Now, after investing in JMS too, East Yorkshire Joinery is enjoying the benefits.

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