

A Wise Move for Wood & Wisdom

Searching for a better way to keep up with quotes and cutting lists, Adam King from Wood & Wisdom investigated Joinerysoft's Joinery Management Software. Impressed with JMS reporting functions and how accessible information was, Adam bought JMS in June 2009 and has never looked back. His only regret is that he didn't buy the software sooner!

Involved in joinery since he was knee high, Adam grew up on a contractor's yard with blacksmiths and joiners and naturally fell into their footsteps. Now a joiner (and blacksmith) himself he has taken over his father's timber haulage business and changed it into a joinery workshop specialising in the restoration of period buildings. Moving to premises in Balcombe, W. Sussex he has with the help of his brother and a couple of apprentices slowly grown the business to six joiners. With a mix of private and trade customers Wood & Wisdom rely upon their reputation and word of mouth predominately for repeat business.

Solely responsible for generating cutting lists, organising the workshop and also quoting, Adam was working long hours to keep up with the workload. Deciding there had to be a simpler way of doing things, Adam remembered seeing JMS at



the W8, Woodworking Show, but hadn't stopped for a demo. Keen to move forward quickly, he arranged to see an internet demo during his honeymoon in Crete!

Adam says, "My eyes lit up simply at the speed of which I could order fittings and glass. JMS provides a professional look and reports are easy to read." Purchasing the software immediately after the demo, Adam confirms JMS has changed the way they do business. "JMS has reduced our manufacturing times simply by my ability to order materials quicker. The Sash Window module in particular has been a huge help to us. I can now order the lead, glass, cord, fittings, and springs if needed, upfront before the job is even started." He also

believes the professional quotes give the customer confidence to place the job with them. Customers like the new look professional quotes. With true scale diagrams and detailed descriptions, they can clearly see what they are getting from the start. Adam believes it tips the balance in his favour. He adds, "JMS has established us a serious competitor in this part of the country. We now look like a professional company that wants to get on and do some work. It has really made our brand."

JMS training took place on site, by a qualified joiner over two days. Adam comments, "Training was very informative and steady. After two days I was spitting out quotes easily." Finding JMS easy to learn Adam adds, "Although there is a steep learning curve after a while it becomes intuitive. The software is very methodical and well within grasp. It is also useful to remember that Joinerysoft support is only at the end of the phone. They know what they are talking about and quickly guide me through anything I've forgotten." Joinerysoft also offer flexible payment terms meaning that Wood and Wisdom was able to pay in 4 monthly instalments helping cash flow.

JMS saves more than a third of Adam's time allowing him

to take on more work. Adam rarely spends time in the workshop now; the detailed cutting lists provide all the information his joiners need to get on with the job and with JMS able to quote so easily he spends more time visiting customers and ensuring that jobs are coming in. Ordering materials upfront with JMS has improved lead times which mean that jobs get out the door quicker and are invoiced quicker too!

With JMS keeping track of profit margins, Adam is able to know where and when discounts are applicable. With such a close control on costs it means that he is able to go back to suppliers at the start of a job and renegotiate prices for timber if necessary. With such detailed knowledge of his costs it means that discounts don't have to come off his bottom line, but instead highlight where cost savings need to be made.

Intending to grow further, but at a steady rate that won't give him any headaches, Adam is keen to implement processes that ensure no mistakes get made. He says, "To this aim, JMS has been brilliant, really taken a whole weight off my mind." Since the introduction of JMS, Wood and Wisdom have taken on an additional apprentice. Having already trained and retained three apprentices, Adam is confident that this latest one will be with them for a long time too. He concludes, "JMS has changed our business for the better."

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