

# Rialto Joinery start up with Joinerysoft

David Carey, owner of Rialto Joinery, based in Witney, Oxfordshire has been involved in joinery since leaving school. Having served an apprenticeship with a local joinery firm he then stayed with the company 20 years before starting up his own company, part time in 2004.

Buying in his joinery initially while building up the business, David put together a business plan to invest in machinery and software. He says, "Purchasing software was always part of my start up investment plan because I knew that I needed help managing the paperwork associated with running my own business. Joinerysoft was the obvious choice for me, because I have been on the receiving end of their professional quotations when buying in joinery for customers."

Just two years after launching full time into the business, David now has 7 joiners working for him, with 2 staff in the office and 4 installers on site. David now manufactures a broad range of joinery items in house to individual customer specification, and relies upon Joinerysoft's Joinery Management Software to provide the support he needs to manage all

Client	Job	Window	Quantity
Rialto Joinery	Replacement Windows.	Window 100mm S8 on Frame - 100mm S8 on Sashes - 250mm Part on base - Repeat in head to take archtop pocket - 150x70 CE - 40mm back window board Window Type: Traditional flush casement Tintex Type: Sapele Pkg No: 4104 Clear D2 Units Furniture Type: K&Pattick Stays and Fasteners	W1 x1
		Window 100mm S8 on Frame - 100mm S8 on Sashes - 250mm Part on base - Repeat in head to take archtop pocket - 150x70 CE - 40mm back window board Window Type: Traditional flush casement Tintex Type: Sapele Pkg No: 4104 Clear D2 Units Furniture Type: K&Pattick Stays and Fasteners	W2 x1
		Window 100mm S8 on Frame - 100mm S8 on Sashes - 250mm Part on base - Repeat in head to take archtop pocket - 150x70 CE - 40mm back window board Window Type: Traditional flush casement Tintex Type: Sapele Pkg No: 4104 Clear D2 Units Furniture Type: K&Pattick Stays and Fasteners	W3 x1
		Window 100mm S8 on Frame - 100mm S8 on Sashes - 250mm Part on base - Repeat in head to take archtop pocket - 150x70 CE - 40mm back window board Window Type: Traditional flush casement Tintex Type: Sapele Pkg No: 4104 Clear D2 Units Furniture Type: K&Pattick Stays and Fasteners	W4 x1
		Door Frame Open on 100mm S8 on Frame - 100mm S8 on Sashes - 250mm Part on base - Repeat in head to take archtop pocket - 150x70 CE - 40mm back window board Window Type: Traditional flush casement Tintex Type: Sapele Pkg No: 4104 Clear D2 Units Furniture Type: K&Pattick Stays and Fasteners	D1 x1

his paperwork from professional quotations to invoices.

David hadn't experience of joinery software previously before he started his own business, in fact he wasn't familiar with computers at all, but one thing he did know was that he hated paperwork. Never having seen JMS in action, David had a demonstration before purchasing, which reassured him that it could do everything he wanted. In fact it could do more than he thought possible. He says, "I bought JMS straight away because I could see it would save me time and money. Paying in instalments helped with cash flow, particularly during start up."

Concerned that he would find JMS difficult to use, David was pleasantly surprised to find that the software was easy to use. Borne out by the fact that in the last two years he has hardly rung for support at all! "Having a joiner provide the training on Joinerysoft was good because he could see things from my side of the fence and explain everything in joinery terminology," says David.

Previously when quoting David would calculate the cutting list in order to obtain accurate material lists for pricing. This was time consuming and prone to errors. Now he only enters information once at the design stage, and accurate pricing is automatic, as well as providing

drawings on quotes, order confirmation, cutting lists, delivery notes, and invoicing. Changes can be made simply by recalling the job with point and click technology allowing you to drill down to a specific item or change a profile with a click of the mouse button.

The design element of JMS has proved essential for one of David's top end clients; architects based in London. Quoting for a heritage job they had to design and provide missing windows for a renovation. Using JMS David was able to design and price the windows from historical photographs of the house. The architects were then able to enlarge the drawings on the JMS quotation to full size and paste them into the window openings on the house for the heritage team to approve.

JMS has also received a full vote of approval from David's wife, Carla, who works in the office. Prior to purchasing the software David would hand write all quotations for Carla to type up and send. A time consuming process including a longwinded description to clarify what the customer was getting. JMS accurate pricing and automatic quotations not only include true scale diagrams but also detail

fittings, glass and materials used, removing confusion and reducing disputes later. Not only can David print the quotes himself, as soon as the order is confirmed, he can also print off detailed diagrams and specifications for the workshop so work can start without delay, and without duplication of input. The joiners in the workshop enjoy the level

of detail they receive from the JMS drawings, specifying sizing, materials, fittings, moulds, glazing and finish. With customisable reports, the joiners can choose how much detail they receive. "Clearer communication has speeded up the workshop with less queries and checking of details required," he says.

With all jobs designed and managed through JMS now, David has his paperwork so streamlined that he is able to spend just two hours early each morning in the office and spend the rest of the time in the workshop and continue to make joinery. Despite not having used computers extensively before purchasing JMS David is now utilising the email feature within JMS and even emailing quotes directly from his computer. Customers hounding him for late quotes are a thing of the past!

David is confident that JMS saves him time. Quoting for an £84,000 job recently took him just 1 day, compared to the week it would have taken previously. Having confidence that each job is priced accurately means that David is not only in control of his costs but can also ensure that profit

margins are maintained. He confirms, "Pricing large jobs is easy with JMS, all drawings are consistent and I know that pricing is accurate because all the correct materials have been accounted for. There is less potential for error now."

He concludes, "The best thing about JMS for me is the time I save by only inputting information once. I can provide a consistently professional and timely response to customers without all the hassle associated with paperwork."

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