

Joinerysoft saves Barr Joinery Ltd 75% of time quoting

BESPOKE joinery manufacturer, Barr Joinery Ltd, describes how Joinerysoft's Joinery Management System (JMS) saves the business at least 75% of its time quoting compared to its previous manual process and makes the business more efficient too.

Barr Joinery Ltd in Thame, Oxfordshire, was started by owner, Stuart Barr, who needed a reliable supply of high quality bespoke joinery for his construction firm. Nine years later the joinery workshop has expanded considerably and supplies joinery not only for the construction company but also for the general public, developers and other building firms. It employs 10 staff including seven bench joiners, of which two are apprentices. Investing in the business is a key focus of Stuart, whether it is saving time or labour or materials.

The company manufactures high end bespoke joinery such as windows, doors, bifold doors and conservation work for listed buildings, in fact anything made with wood. Joinery manager, Josh Hudson, who has been with the company since its start up and has used JMS for the past five years, says: "We don't have CNC machines or window lines as we rely upon the skill and talent of our joinery team to produce some really weird and wonderful windows. JMS supports us in that it is able to design and provide cutting sheets for all types of custom or bespoke joinery."

Purchasing JMS in modules allows joinery firms to customise the software specific to the items they manufacture. Josh agrees: "Earlier this year we added on the module for Sliding Sash as we were starting to produce more and more sliding sash and from our experience with the software we knew that it would save us a considerable amount of time."

Josh says customers appreciate the detailed quotations which include images of each and every item. As well as clearly showing the bottom figure the quotations ensure that customers know exactly what they are getting and are very self explanatory. He adds, "The software contributes to us winning orders, not least due to the improved turnaround or response I can now give to enquiries. Joinerysoft takes the pressure off as I can now quite easily quote windows for an entire house in less than an



hour." He believes that if you take into account both the time it takes to type out a quote and work out timber prices, ironmongery prices and glass specifications, he easily saves 75% of his time.

He adds, "JMS also allows me to print supplier orders and cutting lists without any extra work. The software provides a significant saving on time and makes our ordering process more efficient, particularly when ordering high-tech timber laminate. The accuracy we gain with Joinerysoft saves us money."

Josh values the service he gets from Joinerysoft but knows he could use the support service more by just picking up the phone. He adds, "Subsequent training I've had on the new module Sliding Sash has made me appreciate just how knowledgeable Joinerysoft are. The trainer was a time served joiner and their technical knowledge meant that I could get down to the detail quickly without having to explain myself or explain how our joinery is put together."

Josh has customised the huge variety of cutting lists and production sheets available within JMS which means that he can respond to his joiners' preferences and ensure that they get exactly the style of cutting list that they like. If they prefer different cutting lists for doors than windows it is no problem with all reports once set up, printing instantly. Another efficiency within the workshop is the ability to order glass early; including glass order sheets with the production sheets means that as the job is started the glass gets ordered in advance, sitting in the workshop ready for when it is required.



Software Designed For Bespoke Joinery

Windows
Sliding Sash
Door/Frames
Screens
Stairs
BOM



During the five years of using JMS, Josh has seen many changes and improvements to the software. The recent industry requirement to CE mark external windows and doors has been forced upon them but thankfully says Josh, "Joinerysoft has made it easy for us to come up to this standard. The Factory Production Control System is brilliant and the headache of how to comply with CE marking has been taken away from me."

Josh concludes, "JMS gives me an upper hand in an industry which at times seems to drag behind technological advances. The three key benefits to me are: ease of use, the speed & efficiency of quoting and the general look of the quote as well, which includes the ability for me to personalise it."

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