

# Joinerysoft announces plans for W14 exhibition



**JOINERYSOFT is getting ready to welcome joinery manufacturers to its stand at W14 to view developments in its joinery management software (JMS). The stand design reinforces Joinerysoft's purple branding and will certainly be recognisable to visitors at this year's show. Joinerysoft's managing director, Alan Turner, says: "Joinery companies are at long last reporting increased enquiries. This means there is even more pressure on existing staff. I am confident that visitors to the show will see for them self the**

**value of our JMS software which improves efficiency and profitability for joinery manufacturers without increasing labour costs."**

Additional demonstration stations have been planned with areas dedicated to JMS as well as the new product, JMS Pro, for larger joinery manufacturers. JMS includes design, quoting, timber and fittings ordering, production worksheets as well as delivery notes and invoicing. JMS Pro's advanced features are suitable for larger joinery companies and those who are interested in using

a CNC machine with their software.

The JMS software has been widely enhanced since the last W12 show, and existing customers are also invited to visit Joinerysoft to take advantage of free training workshops and presentations demonstrating how to use new features introduced in the past two years. One of the most important enhancements since W12 is the introduction of a Factory Production Control System to enhance Joinerysoft's u-value calculator and provide a comprehensive solution for CE marking. JMS CE marking is backed by verification from UK notified body — bsi (British Standards Institute).

Following on from W12's successful customer workshops, two years ago, this year Joinerysoft will be expanding the workshops to include presentations suitable for customers and non-customers alike on subjects such as 'CE marking' and 'How can software improve order conversion and productivity for bespoke timber joinery?'. A presentation theatre has been built into an area of Joinerysoft's stand for this purpose. Existing customers can benefit from presentations on 'JMS enhancements', 'Training Tips by John Berry (JMS trainer)' and other subjects. A full list of workshops will be displayed each day on the stand and joiners are invited to visit and reserve a space.

A number of joiners will also be available on the Joinerysoft stand to answer questions about the advantages of software. Joinerysoft

customer, James Gilchrist from Beechhall Joinery, recently reported, "Every joinery shop should have JMS if it wants to make money. The proof is in our results: turnover has gone up from £500,000 a year ago to predicted £2 million this year." One of JMS's first users, Paul Flint, has been using JMS since 2005. Paul says, "Quoting is easy and takes only a few minutes." He adds, "Receiving last minute requests for quotes before going on holiday would previously have to be left until my return. But with JMS, I had a quote ready for the customer in 20 minutes, and won the order before my return from holiday."

As an additional service to existing customers Joinerysoft will be bringing CE marking supplies to W14 enabling customers to conveniently purchase accessories such as printer ribbons or blank labels. Any customer wishing to make use of this service is advised to ring Joinerysoft in advance to reserve supplies, as otherwise printers and accessories will be sold on a first come, first served basis.

Andrew Gregory, Sales and Operations manager, says: "Many of our customers have reported time savings of between 50-80% on quoting alone. Joinerysoft would like to invite joiners to come along and have a look for themselves."

You can visit Joinerysoft at Stand 6E629.

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