

CE marking solution invaluable to David Urquhart Joiners

DAVID Urquhart Joiners purchased Joinerysoft's Joinery Management Software (JMS) in 2008, but due to intense change in the business and quick expansion, the software was left idle for four years. Wullie Urquhart was one of the reasons the software was purchased in the first place; as an apprentice in his father's joinery business he needed software to help him with the time consuming process of quoting and help him learn about joinery also.

Wullie explains, "Just after purchasing JMS we had staffing issues and I had to abandon the office and enter the workshop suddenly to keep the business running. I had my hands full learning how to use the CNC machines we had just purchased and did not get back to the office for a while."

When CE marking was introduced in July 2013, Wullie realised it was crazy to have software sitting idle in the office when it included a total solution for CE marking as well as the ability to quote and calculate u-values. He says, "My only regret is that I left it a few years before picking up JMS. When I finally got started with the software I found it straight forward to use and flexible for the bespoke joinery we manufacture."

Located near Portsoy, in the Scottish county of Banff, David Urquhart Joiners manufactures internal doors, fire doors, external



doors, screens and stairs. Casement windows and sliding sash they undertake by special request, but prefer to concentrate on their strengths in door and stair production. The business has two divisions, joinery manufacturing and external site works undertaking office refurbishments, house renovation etc. The joinery manufac-

turing employs 17 staff and continues to grow, currently expanding into a new shed and bulk storage facility.

Wullie acknowledges that the introduction of CE marking legislation made him get back into JMS, and says, "It's the best thing I've ever done. Within only a couple of weeks of using JMS, it was like I'd been using it for years!" The Joinerysoft trainer who taught Wullie, had been a time served joiner himself, which Wullie says, made it easier for him to understand and explain how to use the software.

The benefit to the business isn't just in making David Urquhart Joiners compliant with legislation, Wullie says, "The JMS quotes win me work due to their high quality and the end result is easier for the customer to understand." He adds, "Another key benefit of the software for me is the ease in which I can amend quotes, quickly changing the relevant items without having to start from scratch. This saves me a huge amount of time."

Wullie acknowledges that he benefits from constant development of the software by Joinerysoft, which has moved on significantly since he bought the soft-

ware and included CE marking as a free upgrade. Being signed up to Joinerysoft's support package gives Wullie access to other free upgrades and improvements and also a dedicated support team of joiners and IT experts who are always only a telephone call away. Using LogMeIn software they are able to remotely demonstrate how to do something on users' own computer screens. Wullie says, "I'm not afraid to pick up the phone if I forget how to do something. I can't fault Joinerysoft as a company and all the guys I speak to are really willing to help."

Wullie concludes, "The JMS software is easy to use and gives customers confidence that we understand their requirements." He adds, "I wouldn't be able to calculate u-values or CE mark without it. The alternative of having to manually test windows ourselves would price our joinery out of the market place."

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