

JMS: An essential tool in an uncertain market

With over 300 joiners using JMS and receiving new enquiries daily, joinery software supplier Joinerysoft are in a unique position to understand the difficulties that face the joinery industry. With joiners feeling the pressure to compete and be more efficient, new technology can provide the answers to what historically is a labour intensive industry.

Joinerysoft's Joinery Management Software (JMS) allows joiners to simply and easily quote and produce cutting lists, timber reports and glass orders, as well as invoice and produce delivery notes. Designed for bespoke joinery it utilises easy to use visual point and click technology. The ability to drill down to specific design changes and control sections is also included. There are a variety of reasons why joiners choose JMS, including:

Quoting

Many joiners prefer the hands on approach of the workshop to the paperwork required. One such joiner, John White of Mill Road Joinery, has found JMS has transformed his business. John says, "Now I just put the sizes in, timber species and design type. At the touch of a button the quote is done for me." He confirms, "JMS saves me hours each week in the office. It has paid for itself – that's how I look at it. I don't mind pricing now." Able to amend orders easily is an advantage too, with customers frequently requesting quotes in softwood and hardwood, or changing their minds at the last minute.

Professional Image

With talk of a market slowdown, it is increasingly important for joiners' to offer a competitive advantage. The professional image created by JMS quotes enhances established reputations for quality craftsmanship. September last year Somer



Joinery won a £50,000 order due to JMS. Mark Grantham of Somer Joinery confirms, "Using JMS, the quote took me only 15 to 20 minutes, rather than 6 or 7 hours which I would have allowed previously. The order was won simply due to the professionalism of JMS quotes."

Customers of Cambridge Joinery have noticed the difference that JMS has introduced, commenting on how professional quotes look. Jim Hardingham of Cambridge Joinery, confirms, "We live in a visual society. With JMS, the written quote includes pictures of what each item is going to look like." "It helps the customer understand what they are getting and encourages them and gives them confidence", he adds.

Control of Costs

With timber and fittings costs rising, joiners are finding it increasingly important to not only keep track of costs, but also to make cost efficiencies where possible. Being able to order the exact amount of timber for each job with JMS removes the need for large stock levels. Many joiners rely on storing prices in their head, which in the past has proved accurate enough, however in today's climate, with timber prices fluctuating frequently, it is easy to make a mistake. Utilising current prices, that can be easily adjusted to take into account fluctuations in the timber or glass market, means that prices are accurate and profit margins secure.

Joiner, Richard Porter of East Yorkshire Joinery Ltd, has found that using accurate supplier

prices built into the JMS system has made customers less likely to question the price. He says, "Now when my suppliers inform me of a price change, I am able to amend the price in JMS instantly. I now know prices are always accurate, giving me confidence in my profit margins."

Workshop improvements

Accurate, reliable cutting lists can be customised to suit individual joiner's requirements. D J Murray & Son are another joiner who has come to rely upon JMS software. "The best thing I can say about JMS is the time it saves me. It's phenomenal," says Daniel Murray. "Where jobs used to be running two or three days late, now they are finishing large jobs ahead of schedule," he

says. "We've just had one job for 35 sliding sashes, finished two days ahead of schedule. It means that we can get the money in sooner," he says.

Machine Output

Already talking to SCM's Windor range of CNC machines, Joinerysoft are talking to other manufacturers to ensure compatibility and connectivity to all CNC machines. Russell Pengelly of RJP Joinery uses the JMS Machine Output module for SCM's Windor 20. He says, "When I've finished working on a quote I can send it straight through to the machine. The simplicity of the system means I'm much more efficient, which in this economic climate is the name of the game. The time savings and efficiency of JMS quoting has allowed me to continue growing when I would have been snowed under by paperwork in the past."

Managing Director of Joinerysoft, Alan Turner comments, "In today's market it is imperative to be able to quote quickly, professionally, and know your costs – so if have to drop prices you know what to drop them to without losing your profit. Many joiners are now relying upon JMS to introduce efficiencies and time savings, leaving them to concentrate on the quality craftsmanship for which they've become known."

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