

JMS “Its more than just an estimating program!”

“JMS software kills two birds with one stone! It allows us to quote quickly and professionally while also speeding up the shop floor giving the men the accurate information they require.” explains David Dalton.

Firstly, now that diagrams are included on estimates and customers are asked to sign order acknowledgements, disputes are a thing of the past. Poor communication used to result in occasional disputes. Time saved in producing quotes also means that quotes are now dealt with immediately and not left on the pile.

Secondly, with standardised cutting lists, all joiners can now work on all items and glass can



be ordered in advance which produces dramatic time savings. Joiners used to rely on their individual experience and skill alone to produce windows and doors. Each would cut slightly differently often resulting in +/- 2mm on the finished product. In the past glass could only be ordered once the item had been

finished and measured up.

Operating from an old malt kiln North Yorkshire, David Dalton of Dalton Joinery Ltd has been using JMS since its launch at Woodmex 2004. Now nearly 4 years later, he explains how it has changed his business.

In the past it was a complex process to calculate all the costs required. When David saw JMS being launched at Woodmex he immediately recognised that it would be a much quicker process to put the same information into JMS to obtain accurate figures.

Making quoting easy has made all the difference. David knows that, “if you don’t respond quickly to a customer they think you’re not interested. I don’t like that, so it matters to me that we now get a professional response out quickly.”

“Quoting is more attractive to do now as JMS is so easy to use. The true scale diagrams remove any customer confusion and getting the customer to sign an acknowledgement is essential to



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avoid misunderstandings later,” explains David. The next stage in using JMS was to speed up the shop floor. Before purchasing JMS each joiner did things slightly differently and putting items together proved difficult if made by more than one joiner. Now each joiner works from Joinerysoft’s, cutting lists and glass can be ordered in advance. This has had a big impact on managing the turnaround speed of items in the workshop. David comments, “We have had a few problems with glass supply in the past, often being let down at the last minute. It is reassuring to see the glass arrive early, as it gives us the time to replace any damaged panes without affecting the delivery time.”

Getting the joiners to agree to new ways of working could have

been difficult, but David has managed to keep the joiners on board every step of the way. David comments, “The joiners might have been resistant if they weren’t involved from day one. I took the program to them, all together, showed them how it worked, showed them the advantages. At the same time we invested in new tooling for the standard profiles and all the cutting is done to suit these profiles from the cutting list produced by JMS.”

“Making sure the cutting lists were accurate was the key. Getting the machiners to trust them without question is essential if we are ever to expand premises in the future and separate the office from the workshop,” says David.

JMS has now become an integral part of Dalton Joinery. Initially used just by David, they have now purchased a network user licence to allow others in the business to use JMS at the same time. This speeds up the job process allowing their estimator to quote jobs at the same time as the works manager requests cutting lists – all at the touch of a button. The workshop are now able to customise JMS cutting lists to suit the job at hand, whether it is to simply list machine settings for bulk production, or provide a detailed cutting list with drawings of frame and sashes for one-off bespoke joinery.

David confirms, “JMS has come a long way since we first purchased it. We’ve seen improvements introduced as a

result of our feedback, and are still looking forward to future developments, in particular stairs, which comes out later this year. In using JMS we have gained a partnership which gets better and better with age.”

Alan Turner, managing director of Joinerysoft, responds, “JMS is evolving with our customers. All customers receive on site training to ensure they get the most from the software, and we are constantly listening to our customers so that our enhancements ensure we offer the most user friendly software for bespoke joinery.”

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