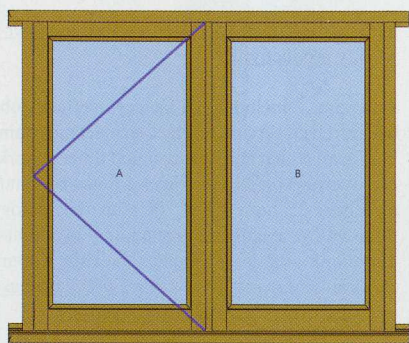
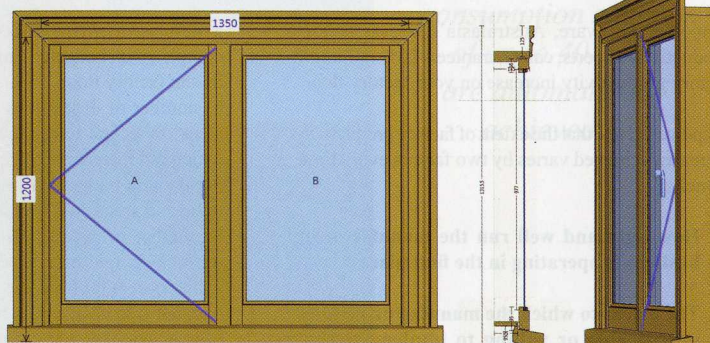


## UK Window



## New Zealand Window



# Joinerysoft strengthens commitment to

Joinerysoft confirmed its commitment to New Zealand with another visit to attend the Master Joiners Conference in Rotorua. With a focus on learning about the NZS4211 and listening to feedback from joiners, Joinerysoft continue to develop software that specifically meets the needs of New Zealand timber joiners.

During the second visit to New Zealand, Managing Director, Alan Turner was able to meet existing customers as well as reassure other joinery companies that our commitment to the New Zealand market means that we are expanding our services and presence within New Zealand. The trip was a huge success with more joinery companies recognising JMS as the best software solution available and choosing to purchase JMS.

Alan conducted a customer workshop in Auckland, providing customers with an update on how development is progressing and enabling customers to give feedback. Companies who couldn't make the workshop were visited personally by Alan later during the trip. Feedback received from customers was welcomed, being both positive and

constructive. Keith Trask, owner of Serene Joinery comments, "JMS is a big improvement and significant advantage for any small joinery company." Customers who had a sneak preview of the progress of JMS Version 4 and JMS Professional clearly saw the benefits of the software, due for release later this year. The good news for existing customers is that all software updates come free with maintenance and support.

Alan then spoke at the Master Joiners Conference in Rotorua, on Friday 24th June 2011, with a presentation entitled 'Software – The New Joinery Machine'. Alan was able to demonstrate to delegates the power that software has within the joinery workshop, as essential as any joinery tool.

Given the difficult economy and natural disasters that have hit New Zealand over the last year, recovery and winning orders is vital. It is even more important given this situation that joinery companies are able to respond to customers in a timely and professional manner. The accolade of making excellent joinery is reduced if orders fail to come in. When times are hard, it becomes a numbers game, where the ability



**World Record for Joinerysoft.** Bruce Syder, Joinerysoft NZ customer support representative joined the Joinerysoft hot air balloon in France at the end of July 2011, to take part in setting a new world record. Piloted by Managing Director, Alan Turner, the Joinerysoft balloon was one of 343 balloons who took off during a simultaneous launch at the Lorraine Mondial Hot Air Balloon Fiesta in Metz, France to set a new world record.

to quote quickly means that you have the ability to quote more and subsequently win more orders. The added benefit of JMS is that having accurate figures for cost of production means that you don't cut prices too far in error, ensuring your profits remain protected.

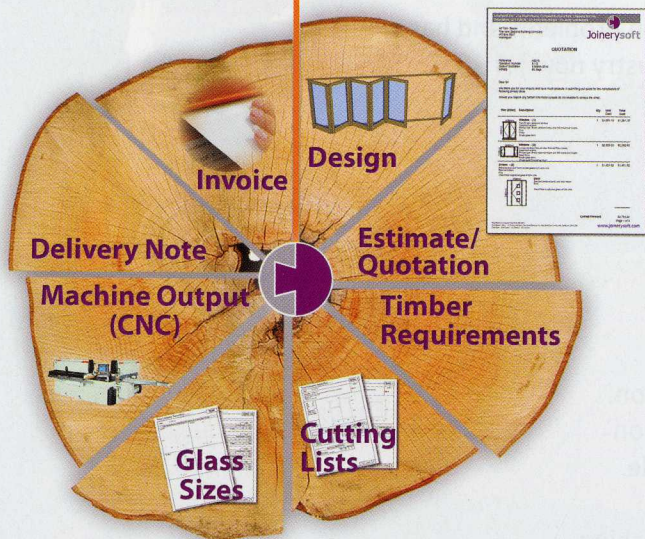
Alan says, "It was good to be part of the Master Joiners Conference. Everyone made me feel very welcome. In the UK we have a

very different trade association set up and I have enjoyed the family atmosphere in New Zealand."

A prime motivation for attending the conference was the desire to learn more about the latest regulations, in particular NZS4211, and to reassure all JMS customers and potential customers that Joinerysoft are committed to ensuring JMS helps them to comply.

Job  
Finish

Job  
Start



## NZ market

During the NZ trip Alan visited both North and South Island visiting joinery companies in Auckland, Rotorua, Napier, Palmerston North, and Wellington before travelling to South Island visiting Picton, Nelson and Christchurch.

Joinerysoft's Customer Support Agent, Bruce Syder was also present at the conference before returning to his home in Palmerston North. A trained joiner himself he currently provides support throughout New Zealand, both through telephone support and customer visits. Joinerysoft are committed to expanding our services and providing more customer support and are currently talking with an additional joiner based in Christchurch who will extend our customer support services.

Over the last 12 months since Joinerysoft's first trip, a lot of time and money has been invested into the New Zealand market, with a view to getting it right. JMS provides a total solution for joiners, with quoting, timber and glass reports, cutting lists and invoicing. As a direct result of feedback during the trip and to make life even easier for New

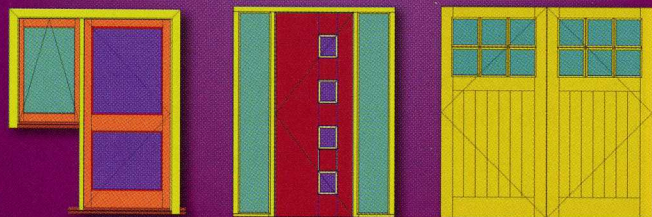
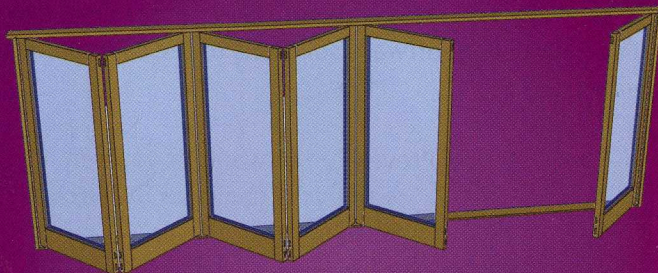
Zealand joiners we are pre-loading JMS with pre moulded items, such as head, jambs, sills, etc from some of the major suppliers. This will reduce installation and set up time.

Hardware and fittings suppliers are also talking to Joinerysoft to include their items directly within the software further reducing set-up time for New Zealand joiners. Alan Turner, Managing Director, adds, "I believe Joinerysoft is still the right company for New Zealand joiners. Joinerysoft recognise that with industry changes and a difficult market the coming year is vitally important. We remain committed to helping New Zealand joiners through this period of change, providing software that will enable joiners to be better placed for the future." Joinerysoft Ltd

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## THE COMPLETE SOFTWARE PACKAGE DESIGNED FOR CUSTOM JOINERY



### JMS MODULES

Windows, Sliding Sash, Doors/Frames, Screens, Bill of Materials, Gates, CNC

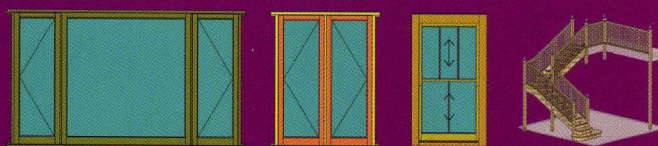
### JMS OUTPUTS

Estimate/Quotation, Order Confirmation, Supplier Orders, Cutting Lists, Delivery Note, Invoice

*"Joinerysoft has a really good relationship with its customers and works with us to tackle any new challenges we throw at them to get the best product available."*

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*"Quotes are now going out looking professional and JMS has made my life so much easier.."*

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