

Joinerysoft saves as much time as my four-sided moulder!

Fed up with long hours and customers chasing for quotes Rob Evans of R.J Evans Carpentry and Joinery decided to purchase Joinerysoft's Joinery Management Software (JMS). Five months later he wishes he had made the decision years ago and wouldn't be without the software now. Rob says, "It saves me time and earns me more money."

Based in Hereford, Rob Evans formed his joinery business 6 years ago; going it alone after working for the same company since his apprenticeship at aged 16 years. Undertaking bespoke work including windows, doors, stairs, curved work and mouldings he is essentially a one man band and would rather be in the workshop earning money than struggling to keep up with paperwork and pricing.

Not particularly computer literate, Rob was surprised by how simple the joinery software looked during the demonstration at his premises. "Despite the complexity of the job that it does JMS remains very easy to use," he says. Calculating everything from glass sizes to timber measurements, every size, every shoulder length, all furniture and screws JMS provides consistent and accurate pricing. Previously Rob calculated everything by hand, estimating glass prices using rough sizes and often forgetting to include sundries. The lengthy quoting process previously meant that if he was busy it could take a month to get back to customers. Rob says, "I'm more competitive now and know I'm making money."

The deciding factor for Rob was the ability to calculate U-values, and the professional image of



printed quotes and order confirmation. Purchasing the software immediately after the demonstration Rob made use of Joinerysoft's flexible payments over 12 months to aid cash flow. He adds, "In the long run it doesn't cost me a penny because the cost per month is more than covered by the increase in earnings I have made since having Joinerysoft. It effectively pays for itself."

JMS calculates U-values automatically for windows and doors providing compliance certificates for end customers. Designed for bespoke joinery it helps at the design stage so that joiners can check that the design and materials will meet the required specifications. Rob believes this function alone has allowed him to quote for more jobs. He says, "This function gets me work because other than sitting down and working out calculations for myself (which would take days) there is no other way of doing it."

JMS has contributed to winning orders, especially where technical drawings are required. Other joinery

companies failed to produce the drawings because of the hassle involved in drawing up each window. He says, "I won the work because I was the only one to get back to the customer. The technical drawings took no more than 2 minutes to print within JMS. If they want to change anything this is easy with JMS; I can reprint the order confirmation easily and once signed it removes disputes later, though thankfully this has never happened to me."

JMS has enabled Rob to spend more time at home after 5pm. He says, "If I want to price in the evening it will just take ½ hour to quote or 1 hour for a big job. I can duplicate similar windows easily within JMS to avoid duplication of effort and don't need to worry whether I am under or over pricing or missing out items because everything is displayed in black and white. My girlfriend is a lot happier because I'm at home with her. I'm a lot happier because I don't have to think about work constantly, and can sit down in the evening."

JMS has definitely provided more time and increased efficiency in the workshop too. Rob adds, "If setting

windows out I don't have to calculate sashes with a calculator and can print out Joinerysoft measurements and can mark it out straight away. "Joinerysoft saves him at least 20mins a day in the workshop, which "all adds up," he says. JMS has removed the need to measure up glass so Rob can order in advance before making up the window. The glass then arrives as the window is being finished. Everything can go out together leaving Rob with the free space to start the next job without a delay or hanging around. All measurements are provided so he can mark out the frames and casements at the same time. This has changed the workshop scheduling because Rob doesn't need to go back and redo them later.

Rob concludes, "JMS helps me to grow my business and become more professional. Joinerysoft saves as much time as my four sided moulder. It makes my life so much easier I wish I'd bought it years ago. Even though I can't physically see the tangible benefit of the software sitting in the workshop it's the best investment I've made and I would not be without it now. I would highly recommend it to anyone. It is an absolutely brilliant program and especially benefits a smaller company like mine, because I haven't got time to do paperwork."

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