

# A million reasons to buy Joinerysoft

**SINCE purchasing Joinerysoft's Joinery Management Software (JMS) two years ago, Jonny Mainwaring has reason to be thankful for the additional opportunities it has opened up.**

Streamlining the quoting process has enabled Jonny to recently quote and win a £1,000,000 order which he confesses would have been a nightmare without JMS. Frequent changes to the architect's drawings have been easily managed within JMS, allowing Jonny to revisit the order and tweak sizes and styles which would have been almost impossible without the software.

Based in Northumberland, Jonny Mainwaring and brother Jules set up a building company in 2003 initially concentrating on conservation work and barn conversions, before purchasing a small joinery workshop five years ago trading as Tyne Valley Joinery. Since then they have expanded the workshop to now cover 9,500 sq ft providing bespoke products including windows, doors, staircases and furniture. The building and joinery company together had a combined turnover of £1.5 million last year and has 16 employees in total; 10 of these in the joinery side of the business.

Jonny's background is unusual for a joiner, having first trained as a paramedic before taking a law degree. His brother, Jules, has a background in building and concentrates on this side of the business, leaving Jonny to manage the expanding joinery side. With experienced joiners in the team and an excellent foreman, Jonny has concentrated on pricing and keep-



ing the business running smoothly.

Investigating software because of the amount of time he was taking to price; working out cubic meterage of timber and all the related processes, Jonny saw several articles about Joinerysoft in the trade press. "It is repetitive quoting, and being presented with software that could do all that for me with my own pricing information included has saved a huge amount of my time. After all time is money and quality of life," says Jonny. Taking nine months to review the choices and take the plunge, he says, "I wish I'd done it sooner."

Jonny says, "Drawings in the quotes mean there is now less opportunity for confusion or error. The quotes look so much more professional." He admits the hard-

est thing is having to get your head around spending the money, but says, "I have no regrets and noticed the benefits of the software straight away." Paying in installments also helped his cash flow.

Jonny was worried at the start because he is not technology minded but was reassured fairly quickly that once set up JMS is straight forward to use.

It helped that the trainer had a joinery background. Jonny says, "He knew what he was talking about and talked the same language as my staff so he could understand my queries and concerns." This made it fairly straight forward to get it all up and running. He adds, "JMS was easier to learn than I thought it would be."

During the process of setting up the JMS software, Jonny has found Joinerysoft as a company very helpful and approachable. He says it has certainly been worth having the extended support and maintenance after the initial 12 months free support.

First impressions are important and JMS reinforces the company image and branding. Jonny confirms, "It provides a professional package and conveys the right sort of image that I want to get across — that we are a reputable firm and are going to do a good job."

"The workshop has noticed time savings too and a reduction in errors," says Jonny, who would previously pass on the order details to the foreman, who would write it down himself, before passing it on to the machinist and bench joiners, each making their

own notes. There were lots of different bits of paper floating around with everyone's individual interpretation on it. He adds, "Now JMS drawings and machining information are automatically produced and printed within JMS, ensuring everyone has the same sheet of paper with the same information on."

The overall result of JMS is that Jonny has more control of waste management and can quote with consistent pricing, further protecting profits. Using JMS for quoting also means that Jonny can take on bigger jobs confident that any subsequent changes are a simple matter without having to start from scratch again. The £1,000,000 order won recently has caused the company to grow more rapidly than anticipated, providing investment in new machinery.

Jonny concludes, "I like the fact that: one, JMS saves me an awful lot of time that frees me up to improve the company in other ways; two, JMS creates the right image — professional and efficient; and three, JMS has made life in the workshop easier and better and less prone to error. All these things mean that I have more time for work and family life, which has suffered in the past."

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