

A powerful tool to transform your business

For **Mark Tozer**, the owner manager of **Peppertree Furniture**, investing in **Empower** time tracking software has been the best thing he has ever done.

"I put computers on my factory floor and **Empower** time tracking into my business coming up five months ago. My business is commercial furniture and I employ 20 factory staff. In the new year we are moving to a purpose designed 5,000m² new manufacturing facility where we will run two CNC beam saws and three CNC point-to-point boring machines," Mark explained.

"In ten weeks of using Empower, our production has increased 23% whilst, at the same time, our paid hours has actually decreased 16%. This is a 46.25% increase in factory productivity."

In analysing his factory productivity gains from Empower, Mark worked out that they come from three main areas:

- the factory staff are working six times a day. This has generated us 50

additional production hours per week (half an hour per staff saved each day times 20 staff by five days).

- when he first put the system in, in the first week the weekly downtime was 51% of paid hours. Within two and a half months the weekly downtime was reduced to 13% of paid hours.

- staff are more time focused on manufacturing jobs as production has increased 46.25% (see above).

Related benefits from Empower include:

- the efficiencies in the machine shop are up. "For years I have run my second saw for about two hours a day. Now I don't run my second saw at all due to the greater efficiencies gained from my first saw," said Mark.

- work in progress has dropped from \$120,000 to \$30,000 per month which has improved cash flow position. Previously the factory floor looked cluttered and untidy and work flow was hindered. Work flow is now direct and much quicker

- with accurate times for products, the business can refine the accuracy of costings and prices. This will enable Mark to make more consistent margin across products and higher overall profit margin.

- the staff culture is far better. "All factory staff are far more time and job focused and they work more as a team," said Mark.

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"It has been simple to put Empower into our business and achieve the production gains we have in the ten week time frame. I have not even started discussing Empower reports with my factory staff. It is our factory staff that has used Empower as their daily tool to achieve the production gains themselves.

Mark also commented that: "Our 46.25% increase in factory productivity has made a major improvement to our profitability. Empower is a powerful tool that has transformed our business in a short time frame." -S-

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Mark Tozer, the owner manager of Peppertree Furniture.