

Progressive joiners in SA take their business to the next level



Sean O'Sullivan B Com (Hons) Otago University, Director Empower Software, for 17 years to date Sean has been involved in long term advisory capacity assisting 250+ manufacturers

Comace - Interior Fitouts (Adelaide, S.A.)

Business Profile:

Comace has three divisions: commercial joinery, maintenance and construction
 Owned and managed by Paul Williams
 Commenced business in 1980
 Employs 25 staff
 Recognition of quality: ISO-9001, AS-4801 and first company in SA as well as second in Australia to gain accreditation with the ASOFIA Quality Program

"We invested in PCs on the factory floor and **Empower Time Tracking Software** coming up three years ago (Feb 2007). Within approximately three months, our factory productivity increased by 30%," said **Paul Williams**. "All my factory staff use the PCs on the factory floor and Empower as their own time tracking tool to bring their own jobs in on budgeted time, which really drives our factory productivity."

"As a manufacturer, our core business is labour management. Empower is the most important software in our business as it manages and maximises the labour productivity of all our factory staff and our on-site installers. Our labour productivity is the single largest factor that determines profitability on each and all our jobs and ultimately our annual profit.

"Empower has made a huge improvement to our business, productivity and profitability and we would not be without it". Comace's investment in software includes:

Cabinet design cost machine software: \$60,000
 Finance software: \$55,000
 Empower: \$14,000

"The production gains and additional profitability

Empower has generated for our business is far greater than any other software or any CNC machine that we use," said Paul. "Empower is a money making tool that we certainly would not be without.

"We had an Empower business audit carried out on site last month. One of the directors of **Empower Software**, who know our business and industry well, audited our business processes and provided us with a list of initiatives to further improve our productivity and profitability.

"Independent and objective business advice has proved valuable to our management team."

[The full case study from Comace - Interior Fitouts can be seen at <http://www.empowersoftware.biz/PDFs/Comace Case Study.pdf>].

Comace will take business to the next level early 2010 by:

- in early 2010, management and office staff will also log onto their jobs in Empower on their PCs so they, like the factory staff, will become highly time oriented and focused. This will drive office productivity and give an accurate account of the enormity of time taken by management and office staff on client projects and overhead projects such as OH&S and other areas of business management;
- attending Empower Toolbox - Empower User Group Meetings in Adelaide scheduled for early 2010. The opportunity to meet other Empower users, listen to how they use Empower and view them on site in their factories will be invaluable to Comace and all other manufacturers" → 22



Paul Williams, owner and GM of Comace Shop Fitters (Adelaide), with his team.

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- planning installation of Empower Graphical Job Scheduling Software to enable accurate production planning of current and future workload and jobs to be carried out quickly and with ease.

Peppertree Furniture (Adelaide, S.A.)

Business Profile: Owned and managed by Mark Tozer
Commenced business in 2005
Employs 20 staff
Manufactures commercial office furniture
Machinery includes three point-to-point boring machines and two beam saws. Moving early in 2010 to a new purpose designed 5000m2 manufacturing facility

"We invested in Empower Time Tracking Software in July 2009. Within ten weeks of putting Empower in our factory, productivity increased by 46.25% and my profitability has increased substantially as a

consequence," said **Mark Tozer**. "It is our factory staff that have used Empower as their tool and achieved all the gains themselves. Empower time tracking is a powerful tool that has transformed our business in a short time frame.

"This month, we also invested in and implemented **Empower Graphical Job Scheduling Software** to enable accurate production planning and scheduling of jobs for today, this week and this month. Scheduling requires little input and is easy and quick to use."

[The full case study from Peppertree Furniture can be seen at <http://www.empowersoftware.biz/PDFs/PepperTree Case Study.pdf>].

Peppertree will take our business to the next level in 2010 by:

- attending Empower Toolbox User Group Meetings in Adelaide scheduled for March 2010;



Mark Tozer, Peppertree Furniture.

- have Empower Business Audits carried out at least annually. The directors of Empower Software will audit the business processes and the use of Empower so that the company can maximise the potential use and benefit of Empower, which will drive

factory productivity even further.

"I believe that everyone in manufacturing should be looking at time tracking and job scheduling software as they are essential tools for improving factory productivity and taking our businesses to the next level," said Mark. "Otherwise there is no or little staff and management awareness of times and accountability on jobs and maximum output and productivity is never achieved."

** Manufacturers listed will also be invited to attend Empower Tool Box User Group Meetings scheduled for March 2010 and have Empower Business Audits carried out at least annually. Videos on DVD are available on request and free of charge of both Paul Williams from Comace – Interior Fitouts and Mark Tozer from Peppertree Furniture speaking about their businesses and gains in factory productivity. Email your request to seansos@ihug.co.nz -S-

Additional manufacturers** in SA who have invested in PCs on the factory floor and Empower Time Tracking Software

	Empower Software Currently Used	Will look towards Progressing to:
Alby Turner Kitchens (Adelaide)	Time Tracking	
Pfitzner Furniture (Adelaide)	Time Tracking	
CC Kitchens (Mount Gambier)	Time Tracking	
Attard Furniture (Adelaide)	Time Tracking	
ADK Kitchens (Renmark)	Time Tracking	
Maprak (Adelaide)	Time Tracking	
Dicksons Glass and Aluminium (Adelaide)	Time Tracking	
Quality Value Cabinets (Adelaide)	Time Tracking	Job Scheduling
Chapman Fabrications (Adelaide)	Time Tracking	
Morrelli Transport (Riverland)	Time Tracking	Job Scheduling
Upper Murray Case (Riverland)	Time Tracking	Job Scheduling
Tiana Timber Windows and Doors	Time Tracking	