



22 October 2009

## Re: Empower Software Reference



Daan Olthuis & Malcolm McAll



I put computers on my factory floor and Empower time tracking into my business coming up 5 months ago. My business is commercial furniture and I employ 20 factory staff running two CNC beam saws and three CNC point to point boring machines.

In ten weeks of using Empower from 1 July our production has increased 23%, while at the same time our paid hours actually decreased 16%. This is a 46.25% increase in factory productivity.

### Analyzing factory productivity gains from Empower it has come from 3 main areas:

1. Our factory staff are promptly working 6 times a day at the start of the day, smoko, lunch and the end of the day. This area in Empower alone has generated us fifty additional production hours a week (half an hour per staff saved each day times 20 staff by 5 days)
2. When we first put the system in, in the first week of July 2009, our weekly downtime was 51% of paid hours. Within two and a half months my weekly downtime reduced to 13% of paid hours
3. Our staff are more time focused on manufacturing jobs as production has increased 46.25% (see above)

### Related benefits from Empower include:

- The efficiencies in my machine shop is right 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 from my first saw.
- Work in progress has dropped from \$120,000 to \$30,000 which has improved my cash flow position. Previously my factory floor looked cluttered and untidy and work flow and factory productivity was hindered. Our work flow is now direct and a lot quicker.
- Now that we have accurate times for our products we can refine the accuracy of our costings and prices. This will enable us to make more consistent margin across products and higher overall profit margin.
- My staff culture is far better. All factory staff are far more time and job focused and they work more as a team.

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 have used Empower as their daily tool to achieve the production gains themselves.

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. I welcome any phone calls or factory visits regarding this.

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Bill Rawlinson of Westpine Joinery.



The sashes are 58mm thick.



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