



Sean O'Sullivan

Lean manufacturing

A 'Manufacturers Productivity Conference' held in Auckland on 8 May organized by **Empower Time Tracking Software**, attracted 50 attendees from a wide variety of NZ manufacturing industries including: kitchen and cabinet manufacturing, shop fitting, furniture manufacturing, joinery manufacturing, sheet metal and engineering. The conference focus was to invite the speakers, who were production managers, to open their books and show and discuss their productivity software, production figures, and productivity gains.

The first speaker was Andrew Gillanders from Phoenix Aluminium Windows who really set the stage. Andrew confirmed their productivity Gains SOLELY from PCs on the factory floor and time tracking software.

- Within 12 months the factory staff of 24 was reduced to 17.
- Within 36 months the factory staff of 24 was reduced to 11.
- One recent example of how time tracking works on factory staff involved one factory worker who went from 60% productivity one month, to 100% productivity the next month, to 120% productivity in the third month. Within 3 months the same staff member, doing the same job had DOUBLED his output.

PCs on the factory floor and time tracking software work, as individual staff are all fully aware of budgeted time and their time on each job, are fully accountable, and as a result then fully productive.

Attendees were genuinely impressed with Phoenix's professional production management philosophy and systems - and the substantial productivity gains they have achieved. Several attendees from the floor asked whether the budgeted times had also changed since 1998 which would distort productivity gains. Jon Martin confirmed that the budgeted times had NOT changed at all since 1998 and that the productivity gain comparisons were entirely "apples for apples".

Jon Martin the managing director and one of the owners of Phoenix Aluminium stated. "If you continue to manufacture any product in New Zealand without PCs on the factory floor and time tracking software 'you have to have rocks in your head', and anyone wishing to discuss this is welcome to call me".

I believe that Jon certainly has the credibility to make this statement - firstly, he has made substantial productivity gains and proven his labour tracking system and secondly, he runs the one of, if not the largest most progressive window manufacturing business in NZ.

Sean O'Sullivan can be contacted by email at seansos@ihug.co.nz



Phoenix Aluminium

Phoenix Aluminium Background

Phoenix Aluminium was one of the pioneers in the aluminium window industry in putting PCs on the factory floor and using time tracking software into their factory in 1998

Phoenix competes directly with 98 other aluminium window manufacturers within the Auckland region (Warkworth to Pukekohe). So competition is fierce.

Since 1998 Phoenix has grown "five fold" in revenue and has recently built a new window manufacturing facility in Albany at a cost of \$5 million.

Now some 350 window manufacturers throughout NZ use or have access to PCs on the factory floor and time tracking software. The use of PCs on the factory floor and time tracking software is now standard in the aluminium window industry and is a necessity to remain competitive and in business.

Most houselots of windows and doors and commercial projects that they manufacture are custom one off designs and sizes. Only a small percent of windows are standard sizes manufactured in volume.

"WE HAVE INCREASED OUR STAFF AND FACTORY OUTPUT BY 150%"

Andrew Gillanders
Production Manager Phoenix Aluminium

Kitchen Cabinet Hardware



Full Range of

- GIAMO Pull-Out chrome wire kitchen systems
- TANOVA kitchen waste solutions
- Drawer Runners: bottom mounted, ball-bearing sides
- Metal sided drawers
- Aluminium framed glass doors made to order
- LAMA quality range of concealed hinges from Slovenia

. . . And much more, talk to us today **0800-852 258**



SA 1400C