

# How has Homeplus Southland increased productivity by 80%?

Answer – *“Simply by eliminating slippage of time that used to occur on our factory floor”.*

Owners Ricky Pont and Cheryl Petterson

Ricky and Cheryl advise that they now use PCs on the factory floor and Empower time tracking software to track all jobs and all staff. Here below is one example that highlights manufacturing time that used to slip away from Homeplus Southland's factory floor.

We used to lose a lot of manufacturing time 8 times a day when factory staff were not at their benches or machines when they were supposed to be. Namely, at day start, both sides of morning smoko, both sides of lunch, both sides of afternoon smoko, and day end. On average 4 minutes was lost by each staff member at each of the 8 times a day. We were shocked when we calculated the cost to our business was;

- 32 minutes per staff member day (4 minutes average by 8 per day)
- 4.5 hours per day factory total (9 staff by 32 minutes per day)
- 22.5 hours per week factory total
- \$1,237.50 per week (22.5 hours per week @ \$55 charge out rate)
- \$64,350 per year additional charge out (\$1,237.50 times 52 weeks)

Our time tracking software has enabled us to focus on managing all forms of “slippage of time” that occurs in four areas of our business including;




Ricky Pont and Cheryl Petterson.

1. 8 times a day when staff should be at their benches or machines as outlined above.
2. All forms of downtime including;
  - a. Overhead Jobs (eg clean, repair, maintain, meetings ...)
  - b. Rework
  - c. Unpaid variations
  - d. Training
  - e. Development work
  - f. Factory staff waiting for work or machines
  - g. Customer support
  - h. Time over runs on jobs
3. Unaccounted time (this when factory staff are not logged onto any manufacturing jobs or down time jobs. And are therefore not working).
4. Time on manufacturing jobs.

Since we have put PCs on the factory floor and started using time tracking software all our staff and management are “time conscious” and “time focused”, namely:

- individuals factory staff are conscious of budgeted times when they start each job and their actual times when they finish each job.
- factory staff as a group are conscious that they completed projects within the times budgeted.
- sales staff are conscious of the accuracy of labour times that they cost and quoted.
- production management are conscious that factory staff complete jobs within the labour time jobs that have been quoted.
- As owners and production managers we are conscious of actual times vs budgeted times on each job during the month.

The net effect of all forms of time slippage is that we have reduced staff from 9 to 5 using PCs on the factory floor and time tracking. This has reduced our wage cost by \$140,000 each year – which has gone straight to increase our bottom line profit by \$140,000 each year.



“ YOU

can increase your productivity and factory output by 17 to 80% ”

(i.e. without increasing your wage cost)

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