

# **Advanced Manufacturing Advisor - John Segalla & Empower Factory Productivity & Job Scheduling Software - Case Study**

(Auckland, New Zealand)(12/12/2016)

Empower - For progressive Joiners, Engineers and all Other Manufacturers.



*"We have increased our output and factory productivity by 25% to 35%. For our delivery and site staff I would not be surprised if we increase our output and productivity by up to 100%. I also expect within 2 to 3 months we will reduce our current average lead times of 10 weeks to 5 weeks. We had only had Empower in for 6 weeks when the business owner advised that the software has already fully paid for itself.*

*Using Empower in my previous production management role we increased factory productivity by 20% within 1 month"*

Consultancy Business	I am General Manager for a large nationwide aluminium shade systems manufacturer. I will commence Production Planning and Factory Productivity Consultancy service to other manufacturers or engineers. I will offer to quickly assess one's factory floor, work flow, work centres, documentation and planning. At end of a 2 hour session I will present a completed scorecard as to how the business rates, 1
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	<p>to 10, on 10 critically important criteria. My report will include in bullet point form my advice for business improvement. I commence this consultancy service to fully utilise my experience and to network in the industry and because I am passionate about manufacturing and business improvement.</p>
Target Client Base	Manufacturers of custom products or projects, any joinery or any engineering business
Credentials and CV	<p>I have had a 35 year career in business ownership and production management:</p> <ul style="list-style-type: none"> <li>• Ownership of a timber logging and milling operation in South Africa for 10 years with 60 and at times up to 200 staff. Work flow and productivity were vital daily Key Performance Indicators</li> <li>• Formal qualifications in Lean Manufacturing</li> <li>• Two Masters Degrees in Management</li> </ul> <p>In the last 10 years whilst in New Zealand I have held senior production management and general management roles in 6 progressive manufacturing businesses including Viridian Glass nationwide and Johnson and Couzins nationwide</p>
Manufacturers and Engineers means of recording factory staff times on Jobs	<p>You can not be labour cost competitive and total cost competitive in the market place using either manual time sheets that factory staff fill in at the end of the working day or not recording staff times on jobs at all. Coming up 45 years ago when I was a staff member myself I and my work mates used to fill in time sheets at the end of the day the accuracy was poor then and has not improved since. Also time sheets never motivated anyone to be time focused and or work any quicker, which is one of their major failings.</p>
Future Viability of Joinery, other Manufacturing and Engineering businesses and industries in Australia and NZ	<p>I believe there a bleak future in New Zealand manufacturing and engineering unless you adopt some form of PCs on the factory floor and labour tracking and job scheduling software. This is because the adoption of software and systems is essential for monitoring and managing labour to secure the necessary job focus and productivity from each individual factory staff member to maximise and retain</p>

company profit.

PCs on the factory floor and live job and staff tracking will deliver the lowest possible labour times and labour cost on every job.

In the manufacturing and engineering businesses I have worked for as production manager, they generally have had 5 common issues, that is

1. enormous Downtime
2. most Jobs taking enormously longer than the time budgeted in their quotations
3. most Budgeted labour time in their quotations being highly inaccurate
4. culture on factory floor being far from time focused and positive
5. management having no system to see and address the four issues above

I have seen businesses with so much profit margin that they survive in business year after year despite suffering most or all 5 issues above. These businesses don't accept technology mainly because owners or managers are either simply happy with their current lot or they are not comfortable with or not capable of facing or managing change.

My advice to all manufacturers and engineers is, firstly study your last profit and loss statement you will find that if you increase your production and revenue by, for example 10%, by any means whilst maintaining same wage and overhead costs you will increase your annual profit by at least threefold to 30% and accordingly if, for example, you increase your production and revenue by 20% you will increase your annual profit by at least threefold to 60%. So the key point is that all factory productivity increases will increase your annual profit enormously. Secondly, as a manufacturer or engineer your core business is 'labour management', your labour cost, at full overhead cost, is your highest and most variable cost, so you need to invest in PCs on the factory floor and labour management software to manage your core business.

	<p>PCs on the factory floor and labour management and job scheduling software will make everyone in your business highly transparent, highly accountable and highly productive.</p> <p>During my interview for my current General Management role here at Johnson and Couzins I advised the business owners that they needed PCs on the factory floor and Empower Factory Productivity &amp; Job Scheduling Software to allow me to substantially increase their factory and site productivity as they require. The owners of the business are progressive, they followed my advice and have invested in this tool</p>
Clients Groups of Staff Tracked on Empower	Staff and management across the entire business need to be time tracked using PCs and labour and job tracking software, including factory staff, office staff on preproduction tasks and site staff
Year you started using Empower Software	2010
Whats involved in implementation	<p>It takes 10 to 20 days, of 3 to 4 hours per day commitment, to learn, set up and to get significant factory productivity gains out of Empower.</p> <p>I have found that the support from Empower Office is comprehensive and very good, which makes implementation of the software surprisingly quick and easy.</p>
Statistics on Factory Productivity using Empower Software	<p>We have increased our output and factory productivity by 25% to 35%. For our delivery and site staff I would not be surprised if we increase our output and productivity by up to 100%. I also expect within 2 to 3 months we will reduce our current average lead times of 10 weeks to 5 weeks. We had only had Empower in for 6 weeks and the business owner advised that the software has already fully paid for itself.</p> <p>Using Empower in my previous production management role we increased factory productivity by 20% within 1 month.</p>

### **Empower Factory Productivity & Job Scheduling Software**

Empower Software is a vital production management tool needed by every manufacturer and engineer.

The development of Empower Software that I have seen over the last 6 years has been enormous, the software just keeps improving at significant rate.

Anyone is free to phone and discuss or phone to organise time to have a coffee with me to discuss. I will gladly show you our factory productivity and job scheduling software in operation in our business and answer all questions you may have.

Advanced Manufacturing Advisor

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Principle

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BUSINESS IN NEED OF SIGNIFICANTLY IMPROVED FACTORY PRODUCTIVITY &  
PROFITABILITY**