

15 International Production Management Experts, Industry Advisors, Business Consultants Specialising in Manufacturing and Management Accountants Provide Advice to Australian and New Zealand Joiners and Engineers.

This Advice from 15 Industry Experts is on the Technology of using Tablets on the Factory Floor and Factory Productivity and Job Scheduling Software.

Empower - For progressive Joiners, Engineers and Other Manufacturers.

Lean Manufacturing Advisor - David Lawrence & Empower Factory Productivity & Job Scheduling Software - Case Study

(Cowra, NSW, Australia)(18/05/2017)

Empower - For progressive Joiners, Engineers and Other Manufacturers.



"I have been using Empower Software for 14 years to date... Of the 113 joinery, engineering and other manufacturing clients' businesses' that I have consulted to and implemented Empower Factory Productivity & Job Scheduling Software over the last 5 years, the substantial majority of my clients have secured factory productivity increases of between 20% and 40%."

Business	Empower Factory Productivity & Job Scheduling Software - Consultant Implementer and Advisor
Client Base	All of my clients are: joiners, engineers or other manufacturers. All clients build <u>custom designed - one off products</u> (for example kitchens, shopfits, commercial joinery, timber windows and doors, general engineering, fabrication, sheet metal...)

<p>Credentials and CV</p>	<p>My Credentials and CV in brief:</p> <ul style="list-style-type: none"> • Currently Production Manager JFK Interiors, a large progressive commercial joiner based here in Melbourne, VIC, Australia. • Production Manager for Pulse Kitchens, a highly productive kitchen manufacturer in NSW, Australia. I am currently a consultant to joiners, engineers other manufacturers • In the last 5 years I have assessed the businesses of and set up Empower Factory Productivity Software in 113 joinery, engineering other manufacturing businesses. Each client implementation took 20 to 30 hours typically. • I have used factory productivity software daily in production management roles for 25 years to date • I have held senior production management roles in the joinery industry for 30 years to date • I completed my joinery trade qualification and worked as a joiner on the factory floor for 5 years
<p>Clients time recording prior to Empower</p>	<p>I estimate that 50% of my clients previously used manual time cards that factory staff completed daily at day end. Problems of a manual system include:</p> <ul style="list-style-type: none"> • They do not make factory staff accountable to meet their times on jobs, therefore production is not maximised • Factory staff guess and smudge their times on jobs at day end • Information is only available the next day, after the horse has bolted
<p>Future Viability of Joinery, other Manufacturing and Engineering Industries in Australia and NZ</p>	<p>Tablets on the factory floor and very good factory productivity software is the only way to maximise individual staff performance and factory productivity on a job and daily basis. Factory productivity is essential to retain cost and market competitiveness and therefore maintain and maximise manufacturers profit. Factory productivity software makes factory staff and production management accountable for meeting times on jobs and daily productivity and also</p>

	provides professional job scheduling and production planning to drive production to meet all client required completion dates and to drive factory productivity
Clients Groups of Staff Tracked on Empower	Many of my clients track only their factory staff, but increasing numbers of my clients are now tracking their office staff involved in preproduction processes and their delivery and site staff
Clients' Statistics on Factory Productivity using Empower Software	<p>In my last 3 full time production management roles over the last 15 years I have more than doubled each of the 3 businesses' factory productivity using Empower Software. Of the 113 joinery, engineering and other manufacturing clients' businesses' that I have consulted to and implemented Empower Factory Productivity and Job Scheduling Software over the last 5 years, <u>the substantial majority of my clients have secured factory productivity increases of between 20% and 40%.</u></p> <p>I suggest that you and your financial advisor calculate and consider for example that a 20% increase in factory productivity, in a 10 factory staff business, will generate an estimated 85 additional production hours per week which, for example, at \$60 per hour overhead cost is \$5,100 additional production and additional revenue per week (if you would like my financial spreadsheets to detail and quantify these figures you are welcome to them at no charge, please email me)</p>

Key Points I have found using Empower Factory Productivity & Job Scheduling Software:

1. Empower Software is very good factory productivity software because it has been **"developed by manufacturers and engineers for manufacturers and engineers"**
2. Empower HQs has a great policy where all development goes into the "boiling pot" and all development is released to all clients every fortnight. 200 manufacturing clients currently continually contributing to ongoing development ensures Empower Software is rapidly and continuously progressing
3. Empower Software has been developed over 14 years to suit the needs and complexity of manufacturing and engineering

4. The owners of Empower Software understand manufacturing and their clients industries: David Garrett has 15 years manufacturing experience and Sean O'Sullivan has 25 years manufacturing experience
5. Empower has a strong track record of client success in substantially increasing their clients' factory productivity.

Key Point on my consultancy business implementing Empower Factory Productivity & Job Scheduling Software:

As the software implementation contractor I have provided all my 113 joinery, engineering and other manufacturing clients with two guarantees:

1. Empower Software will be up and running and operational in your business within 5 days, and
2. Significant productivity gains will be achieved on your factory floor within the first four weeks

Anyone is welcome to email, phone or skype me to discuss your business, your questions about factory productivity software or my consultancy service.

David Lawrence
 Owner Manager - Lean Manufacturing
 dlleanml@gmail.com
 +61 4 0014 5222

 **TRADE MAGAZINE ARTICLE - CLICK HERE to view a trade magazine article of David Lawrence and Empower Software February 2011**

Years in Joinery Industry?	35
Years in full time Production Management roles in Joinery Industry?	30
Years using Empower Software in full time production manager role in Joinery Industry?	15
Number of Joinery factories using Empower Software in full time Production Management role?	3
Number of Joinery and Engineering businesses which I have consulted to and implemented Empower Software on consultancy basis?	113
Advanced User of Empower Software? <i>(rated by Empower Software HQ - 1 to 5, 5 being highest)</i>	5
Track record of achieving significant factory productivity increases on factory floor in all roles using Empower Software? <i>(rated by Empower Software HQ - 1 to 5, 5 being highest)</i>	5
Joinery, Engineering & Other Manufacturing Product Experience in <u>Full Time Production Management Roles</u>	Kitchens Commercial Furniture Volume Cabinetry Commercial Joinery Shop Fitting

Joinery, Engineering & Other Manufacturing
Product Experience **Consultancy**
Roles Implementing Empower

Joinery

Kitchens
Commercial Furniture
Volume Cabinetry
Commercial Joinery
Shop Fitting
Stone Bench Tops
Laminate Bench Tops
Timber Windows and Doors
Internal Doors
Timber Machining

Engineering

General Engineering
Fabrication
Sheet Metal
Agricultural and Industrial Machinery
Aluminium Boat Manufacture
Trailer Manufacture (car and truck trailers)

Other Manufacturing

Contract Fibreglass
Apparel

Production Management - Jason De Graaf & Empower Factory Productivity & Job Scheduling Software - Case Study

(Auckland, New Zealand)(01/10/2015)

Empower - For progressive Joiners, Engineers and Other Manufacturers.



"I have been using Empower Software for 9 years to date. In my previous three full time production management roles for three large Auckland based cabinet makers, I recommended that they purchase and install PCs on the factory floor and Empower Factory Productivity & Job Scheduling Software. Factory productivity increases we achieved using Empower Software at each of the three previous businesses were in excess of 20%. I expect to also achieve a 20% minimum factory productivity increase at Complete Construction."

Business	Joinery Industry Advisor on CNC machinery, design software and factory productivity software
Client Base	My focus is on progressive Australian and New Zealand joiners who invest in good CNC machinery and software
Credentials and CV	Criterion Manufacturing 1990 to 2000 (300 staff) WR Jacks Machinery (Homag agency) 2000 to 2008 Central Joinery 2008 to 2011 (50 staff)

	Greenmount Manufacturing 2011 to 2013 (65 staff) Shears and Mac 2013 to 2015 (110 staff) Complete Construction 2015 onwards (40 staff) Euro CNC 2011 onward Design & Production Specialists / Pytha 2014 onwards
Clients time recording prior to Empower	Most of my clients have used manual time sheets in the past, which do NOT motivate factory staff to work to meet times on jobs, record inaccurate times and are too hard to collect times. In my last 4 full time roles as production manager of joinery shops I have used Empower Factory Productivity Software. I would not be without it.
Future Viability of Joinery, other Manufacturing and Engineering Industries in Australia and NZ	Joiners who invest in good systems and good software have substantial labour cost advantage over other joiners.
Clients Groups of Staff Tracked on Empower	I recommend to all clients using Empower that they track their 3 teams. Namely their; office staff involved in preproduction processes on each job, their factory staff and their site staff. This is a full and complete job cost.
Year you started using Empower Software	2008
Clients' Statistics on Factory Productivity using Empower Software	I have been using Empower Software for 9 years to date. In my previous three full time production management roles for three large Auckland based cabinet makers, I recommended that they purchase and install PCs on the factory floor and Empower Factory Productivity & Job Scheduling Software. Factory productivity increases we achieved using Empower Software at each of the three previous businesses were in excess of 20%. I expect to also achieve a 20% minimum factory productivity increase at Complete Construction.

Advice I give on Empower Factory Productivity & Job Scheduling Software:

1. The Empower Software owners have been involved in developing Empower in the joinery industry for 15 years to date. Most their clients are joiners. This joinery industry experience is invaluable
2. Over the years I have seen a lot of development go into the software for Joiners
3. You can expect a companywide: office, factory floor and site culture change and focus on meeting times on each job
4. Your gain in factory productivity will be substantial and practically guaranteed, as long as you commit to it

Any joiner or other manufacturer is welcome to email me with any questions

Jason De Graaf
jason@eurocnc.co.nz

25	Years in Joinery Industry
7	Years in full time Production Management roles in Joinery Industry
7	Years using Empower Software in full time production manager role in Joinery Industry
4	Number of Joinery factories using Empower Software in full time Production Management role
N/A	Number of Joinery or Engineering businesses which I implemented Empower Software on consultancy basis
5	Advanced User of Empower Software <i>(rated by Empower Software HQ - 1 to 5, 5 being highest)</i>
Well Proven	Track record of achieving significant factory productivity increases on factory floor in all roles using Empower Software <i>(rated by Empower Software HQ - 1 to 5, 5 being highest)</i>
Kitchens Commercial Furniture Volume Cabinetry Commercial Joinery Shop Fitting Bars and Resturants Solid Timber Joinery Timber Windows and Doors	Joinery Product Experience in Full time Production Management Roles

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"

<p>Consultancy Business</p>	<p>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</p>
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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"> • 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 • Formal qualifications in Lean Manufacturing • Two Masters Degrees in Management <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>

	<p>company profit.</p> <p>PCs on the factory floor and live job and staff tracking will deliver the lowest possible labour times and labour cost on every job.</p> <p>In the manufacturing and engineering businesses I have worked for as production manager, they generally have had 5 common issues, that is</p> <ol style="list-style-type: none">1. enormous Downtime2. most Jobs taking enormously longer than the time budgeted in their quotations3. most Budgeted labour time in their quotations being highly inaccurate4. culture on factory floor being far from time focused and positive5. management having no system to see and address the four issues above <p>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.</p> <p>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>
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	<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 & 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 lonely 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
John Segalla
Principle
john.segalla@johnsonandcouzins.co.nz
+64 21 157 4431

Production Management & General Management Contracting China – Richard Raynes & Empower Factory Productivity & Job Scheduling Software - Case Study

(Shanghai, Dalian, Hong Kong)(2/2/2017)

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



"I introduced Empower Software when we had 22 factory staff, using Empower Software we only needed 14 factory staff to put through the same amount of work."

Current Business	Production Management and General Management Contracting China
Client Base	Chinese Manufacturers and Engineers
Credentials and CV	<p>2008 to 2017 – I have worked for 6 large Chinese manufacturing and engineering businesses, involved in fibreglass products, boats and engineering, employing between 100 to 1000 staff</p> <p>1988 to 2009 Owned and managed Marine Creations an Auckland based contract fibreglass manufacturer employing up to 34 staff working for leading New Zealand and international firms including; Rayglass Boats, Sensational Yachts, Salthouse Marine Group, Allingy, McDell Marine</p>
Clients time recording I have seen prior to Empower Software	Manual time and job recording by factory staff at the end of each working day. We

	found the times recorded on jobs by factory staff on their time sheets being continuously up to 20% incorrect. Most importantly manual time sheets do not motivate factory staff to work efficiently and quickly on their jobs to bring them in on time
Future viability of Joinery, other Manufacturing and Engineering Industries in Australia and NZ	Chinese manufacturers pay wage rate of on average \$5 per hour and through local supply and volume purchase their materials on average approximately 20% less than New Zealand cost. Chinese manufacturers have been able to sell to international markets with minimal mark-up because the Chinese government provides GST rebate of between 9 and 17% for exported products, which in many cases becomes the manufacturers profit. Australia and New Zealand cannot compete with this cost structure
Year you became aware of Empower Software	2002
What is involved in implementing Empower Factory Productivity & Job Scheduling Software	It took me: 1 week to learn Empower 3 weeks from starting to use Empower in the factory floor to use it comprehensively and get significant factory productivity gains
Do all staff need to be highly accountable and highly productive	Yes of course each staff member has to be highly productive. If one staff member is not highly productive it can take a further two staff to make up for the lost productivity of the one poor performing staff member
Need for Production Management to have a tool to allow them to have individual staff member times on jobs reported live and accurately	Yes of course your production manager needs to have the tools necessary to schedule jobs, monitor production live and drive daily production and productivity. The production manager needs the tools to plan and cost future projects.
Need for Chinese Manufacturers to be highly productive?	Chinese manufacturers invest heavily in the best of German made CNC machinery and best CAD design software to be highly productive. Even though labour rates for factory staff are low Chinese manufacturers are facing wage rate increases and are looking at all means of achieving factory productivity gains including investment in PCs on the factory floor and Factory Productivity Software. I am currently working with the developers at Empower Software to also present Empower's job instructions in Chinese, when this development is complete I will use Empower to manage the jobs and

	productivity of my engineering and service teams here in Hong Kong.
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Empower Factory Productivity & Job Scheduling

As a manufacturer is labour your core business?

Absolutely. This is where revenue and profit comes from. As a manufacturer, you are selling labour. Empower allows you to manage and use labour efficiently.

What I like about this technology?

Information is power. Live accurate times on jobs gives production management and general management the necessary information to drive and maximise factory productivity

How important is this technology to managing your labour and being productive?

PC's on the factory floor and labour management and job scheduling software is critically important to manufacturing and achieving the lowest possible labour times therefore lowest possible labour costs per job and maximum factory productivity. In 1990 when labour management software was not commercially available I knew the need for it so went to substantial time and development cost having an elementary labour management software built for me. In 2002 I moved on to purchase Empower Software as it was less expensive and far more comprehensive software and the on going development was a lot quicker and a lot less expensive.

Is Factory Productivity & Job Scheduling Software a proven low cost high return investment?

Yes the financial return is quick.

What factory productivity increases have I seen Empower deliver?

I introduced Empower Software when we had 22 factory staff, using Empower Software we only needed 14 factory staff to put through the same amount of work.

Anyone is welcome to contact me to discuss this case study, please email me in the first instance

Richard Raynes

Skype: richard.raynes

Email: marinecreations2009@hotmail.com

Address: Kennedy Town, Hong Kong.

Mobile: +852 9191 9561

Factory Productivity Advice - Peter Tresidder & Empower Factory Productivity & Job Scheduling Software - Case Study

(Melbourne, Victoria, Australia)(19/01/2017)

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



"PC's on the factory floor and Empower Software delivered the following results: daily and weekly factory Downtime reduced by on average 50%, times on manufacturing jobs, therefore labour cost of jobs, reduced enormously, more jobs were delivered on time, job profit and annual profit increased enormously, stops all factory staff non sense of not working efficiently and concealing poor performance in their manual time sheets, factory staff manage and increase their own performance... "

Current Business	Factory Productivity Advice to all forms of joiners, engineers and all other manufacturers
Client Base	All forms of manufacturers
Credentials and CV	Diploma Of Competitive Manufacturing (MSA51108) Manufacturing Business Ownership, 28 years Factory Productivity Advice - On Call, 2 years

	Cabinet Makers Association, 15 years (CMA Australia)
Clients time recording I have seen prior to Empower Software	<p>'Lie sheets' and 'cheat sheets' that factory staff fill in at the end of the day. Factory staff can be repeatedly advised to fill in their time sheets as they work through the day however they always default quickly back to filling them in at the end of the day. In one business we ran manual time sheets in parallel with Empower Software for a month however at the end of the first week we found the times on jobs recorded by Empower were highly accurate to the minute and were shocked to find the times recorded on jobs on the manual time sheets most were out by 33% to 100% in most cases. We discussed this with factory staff to find the inaccuracy of manual time sheets resulted from the following reasons; at the end of the day factory staff not being able to remember their start and finish times on many jobs, staff forgetting jobs they worked on therefore forgot to record the job and time, staff forgetting to record jobs and time they assisted other staff on their jobs, staff not recording Downtime jobs and associated time and the time instead being 'swept under the carpet' and instead being added to other manufacturing jobs to make up their 8 hour day and staff advising us that other staff were bringing down times on some manufacturing jobs to that they believe we wanted to see and putting down time to either Downtime or other manufacturing jobs to make up their 8 hour day.</p>
Future viability of Joinery, other Manufacturing and Engineering Industries in Australia and NZ	<p>Australian manufacturers and engineers can not compete, in most cases with Asia wage rates of \$2 an hour, little health, safety and environment compliance costs, and substantial Asian government export subsidises provided to their manufacturers. As a result, like Europe and the US many Australian manufacturing and engineering industries have been decimated over the last 15 years by Chinese manufacturers supported by the Chinese government. The majority of Australian manufacturing and engineering will continue to have a very tough time in the future. Australian manufacturers and engineers need to invest heavily and commit fully to all practical factory productivity initiatives in order to survive and compete. PCs on the factory floor and job and staff tracking</p>

	software is one essential factory productivity initiative for all Australian manufacturers and engineers.
Year you became aware of Empower Software	2007
What is involved in implementing Empower Factory Productivity & Job Scheduling Software	Establishing PCs on the factory floor and job and staff tracking software is quick and simple to put in and get working. I recommend a thorough review and detailed documentation all your manufacturing processes prior to implementation of any factory productivity and job scheduling software
Need to have each and all staff highly accountable and highly productive Need for Production Management to have a tool to allow them to have individual staff member times on jobs reported live and accurately	Maximum accountability and achieving expected daily productivity is required of every individual factory staff member is an absolute necessity for Australian manufacturers and engineers Maximum accountability and achieving expected daily productivity is required of production management is an absolute necessity for Australian manufacturers and engineers
Need for Manufacturers to be manage their labour times and costs tightly?	Labour time per job and labour cost per job is manufacturers and engineers core business. If you sell and manage your labour properly you maximise your profit. If you don't sell and manage your labour properly you minimise your profit.

What I like about Empower Factory Productivity and Job Scheduling Software

PC's on the factory floor and Empower Software delivered the following results:

1. daily and weekly factory Downtime reduced by on average 50%
2. times on manufacturing jobs, therefore labour cost of jobs, reduced enormously
3. more jobs were delivered on time
4. job profit and annual profit increased enormously. For example as a guide, a 10% increase in your factory productivity will increase in your annual profit by 30%+. A 20% increase in your factory productivity will increase in your annual profit by 60%+.
5. stops all factory staff non sense of not working efficiently and concealing poor performance in their manual time sheets
6. factory staff manage and increase their own performance
7. provides production management and owners with the information to reward factory staff who perform consistently, and speak openly, fairly and frankly with factory staff who don't perform consistently
8. accurate live times on jobs that factory staff cannot refute in discussions
9. accurate history of times taken on jobs to ensure future quotes are accurate
10. tracks all teams of staff in the business including factory staff, pre production staff in the office and site staff

Empower Support?

11. Empower's software development policies are firstly, all client requested improvements are developed free of charge and secondly all developments 'go into the boiling pot' and all clients get all developments every fortnight. So every

Empower client benefits on going from all the good ideas from 200 other Empower clients. So in effect all Empower clients are in one factory productivity association all working at improving their production software and business. As a result the software is being further developed at quick rate.

Return on Investment?

12. The price of Empower is a small amount weekly, for example \$130 per week, for tracking 10 factory staff, dropping to \$44 per week in 2 years. The average 10 factory staff manufacturer using PCs on the factory floor and Empower will as a guide generate an additional 70 hours production per week at \$80 per hour charge out is \$5,600 additional income per week. If in the \$5,600 additional income per week the associated materials cost was \$1600 (28%) then additional profit would be \$4,000 per week.

Factory Productivity Increases?

13. Speaking with a wide range of manufacturers and engineers with PCs on the factory floor and Empower factory productivity and job scheduling software over 9 years the factory productivity increases exceeds 25%

My Over Riding Advice?

14. I would not under any circumstance run any manufacturing or engineering business without PCs on the factory floor and good factory productivity and job scheduling software.

Please phone me I welcome discussing the above or any questions you have with you.

Peter Tresidder
 Factory Productivity Advice - On Call
 petert1209@hotmail.com
 +61 4 0855 6314

Accredited Advanced User of Empower Factory Productivity & Job Scheduling Software (8 criteria).	
1. Years in Joinery Industry	40+
2. Years in full time Production Management / General Management in Joinery Industry	30
3. Years marketing and implementing Empower Software	5 Now Retired
4. Number of Joinery clients using Empower Software	7
5. Number of Joinery or Engineering factories implemented Empower Software on consultancy basis	7
6. Advanced User of Empower Software (rated by Empower Software HQ - 1 to 5, 5 being highest)	5
7. Sound track record of achieving significant factory productivity increases on factory floor in all roles using Empower Software (rated by Empower Software HQ)	See case studies for Peppertree Furniture, Comace Furniture, Pfitzner Furniture
8. Joinery Experience by Industry	Commercial Furniture / Solid Timber Furniture / Commercial Joinery

FITEC NZ - Allister Murray & Empower Factory Productivity & Job Scheduling Software - Case Study

(Auckland, New Zealand)(29/05/2008)

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



"In the current extremely competitive environment and with increasing import penetration and rapidly rising input costs, furniture makers are looking to squeeze any unnecessary cost out of the system and many have found Sean's programme [Empower Factory Productivity & Job Scheduling Software] to be an ideal tool for this purpose. I have no hesitation in recommending Sean and his productivity programme."

FITEC is the Industry Training Organisation representing the Forestry, Wood manufacturing and Furniture making sectors in New Zealand. FITEC Furniture operates under the FITEC Umbrella as the training arm for the furniture manufacturing sector.

This letter is to confirm and explain the benefits gained by employers in the Furniture Industry in New Zealand from their association with Sean O'Sullivan and his knowledge and experience in the area of improved productivity, particularly in manufacturing.

Sean has developed a unique time-tracking software package "Empower" which enables the capture of extremely accurate and detailed data on employee time-tracking, which can be linked to product and component costing and budgeting.

Sean has an in depth knowledge of manufacturing having spent 15 years working with manufacturing related companies to develop and fine tune the Empower package. He now has as clients, 150 window makers and 83 manufacturing companies including a range of furniture makers.

Through the Furniture Association of New Zealand (FANZ) and with the support of FITEC Furniture, Sean has given several productivity presentations and workshops to furniture industry employers at conferences and industry workshops around the country.

Topics covered include;

- Productivity
- Overhead costs
- Time tracking using PCs on the factory floor
- Reasons for gains in output

In the current extremely competitive environment and with increasing import penetration and rapidly rising input costs, furniture makers are looking to squeeze any unnecessary cost out of the system and many have found Sean's programme [Empower Factory Productivity & Job Scheduling Software] to be an ideal tool for this purpose. I have no hesitation in recommending Sean and his productivity programme.

Allister Murray
Sector Manager

NZ Manufacturing Magazine - Doug Green & Empower Factory Productivity & Job Scheduling Software - Case Study

(Hastings, New Zealand)(02/11/2016)

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



"I believe in today's very challenging manufacturing environment you cannot afford to be without PC's on the factory floor and labour management and job scheduling software, which clearly can transform one's factory productivity. You need it to move forward"

Current Business	Publisher, NZ Manufacturing Magazine. And a range of business and manufacturing websites including: www.australianmanufacturingnews.com www.asiamanufacturingnewstoday.com www.smartmanufacturingtoday.com www.nzfoodmanufacturer.co.nz This involves meeting and discussing with engineering and manufacturing businesses their strengths, weaknesses, opportunities and threats on a daily basis. I work closely with Government manufacturing agencies on a regular basis.
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Client Base	Throughout Australia and New Zealand, 40,000 readership in the Manufacturing and Engineering Industries currently
Credentials and CV	I have had over 20 + years involvement in media working primarily with business and manufacturing companies including; Engineers, Joiners and other manufacturers of all forms
Clients time recording prior to Empower	As my career commenced in the 1980s factory staff times on jobs were recorded manually by staff filling in the day sheets at the end of every day, where, by memory, they recorded approximately when they started and finished each job. This same means of time tracking staff and jobs commenced in engineering and manufacturing in the 1800s and manual time recording of times on jobs by factory staff has not advanced since then
Future viability of Joinery, other Manufacturing and Engineering Industries in Australia and NZ	Imported goods are increasing and competition on price is clearly fierce, with the likes of Asian countries in particular having enormous cost advantage over Australia and New Zealand Australian and New Zealand Engineers and other Manufacturers need to invest in technology. And information is power!
Year you became aware of Empower Software	2002
What is involved in implementing Empower Factory Productivity & Job Scheduling Software	I visited Phoenix Aluminium in 2009 and listened to the owner Jon Martin, with other engineers and manufacturers in attendance, to hear <i>"11 years ago we had 26 factory staff and were struggling with being productive - solely with the use of PC's on the factory floor time tracking software we reduced staff down to 10.5 at the same time increasing output"</i> I believe in today's very challenging manufacturing environment you cannot afford to be without PC's on the factory floor and labour management and job scheduling software, which clearly can transform one's factory productivity. You need it to move forward If you, as an owner or production manager of an engineering and manufacturing business openly and objectively reviewed 50 Empower Software client case studies, 20 short client videos and financial spreadsheets available on www.empowersoftware.biz you will

	conclude that this technology is a necessary tool.
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I have seen the Empower Software business progressively develop over the past 14 years. It is great that Empower Factory Productivity & Job Scheduling Software is Australia - New Zealand developed and owned and all new Engineering & Manufacturing clients receive business assessment and support to get started successfully and receive comprehensive on going support.

If I owned any form of engineering or manufacturing business today, I would not be without PCs on the factory floor and Empower Factory Productivity and Job Scheduling Software. Anyone is welcome to phone me to discuss Empower

Doug Green
words@xtra.co.nz
+64 27 565 7771

BUSINESS ADVISORS - SPECIALISING IN MANUFACTURING

Business Consultancy - Andy Pitcher & Empower Factory Productivity & Job Scheduling Software - Case Study

(Auckland, New Zealand)(01/09/2016)

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



Your trade, current role and employer	Organisational Change; CEO; Greenmount Espies Ltd; Formerly CEO Page & Co
Years worked in the trade	Manufacturing: 20 years
Credentials and CV in brief	A leader with a broad commercial background gained from holding senior roles in a diverse range of New Zealand businesses. A career emphasis of assisting entrepreneurial S.M.E's to manage growth and change, as well as developing high performance cultures.
Year you started using Empower Software	2008

"Labour times on jobs reduced significantly. Empower was instrumental in providing us with a platform to establish KPI benchmarking in our

business. Combined with introducing lean manufacturing initiatives, it allowed us to develop a culture of continuous improvement using Empower's highly visible system of measurement and reporting that we shared with staff to inspire ownership for better productivity and higher quality. This was a crucial requirement to start the journey towards a building a high performance culture...

Undoubtedly. It would be inconceivable to run any manufacturing business without PC's on the factory floor and time management and job scheduling software, and Empower have developed their system to a level of comprehensiveness that it will exceed the needs of most businesses, is easily ROI justified, and importantly remains simple to implement and operate, even for small businesses."

How has the benefits of PC's on the factory floor and Empower Factory Productivity & Job Scheduling Software?

1. Labour times on jobs reduced significantly
2. Empower was instrumental in providing us with a platform to establish KPI benchmarking in our business. Combined with introducing lean manufacturing initiatives, it allowed us to develop a culture of continuous improvement using Empower's highly visible system of measurement and reporting that we shared with staff to inspire ownership for better productivity and higher quality. This was a crucial requirement to start the journey towards a building a high performance culture
3. Staff engagement between management and shop floor increased markedly as Empower provided a constructive framework for discussion about such things as realistic budgeted times and eliminating constraints to improving productivity. That general sense of empowerment manifested itself into improved accountability, delegated responsibility to the shop floor, and improved HSSE outcomes.
4. It gave us the ability to better understand labour capacity planning and scheduling in a highly seasonal business
5. It provided a valuable feedback loop for improving the accuracy of our quoting
6. It was one of the critical factors that enabled us to successfully introduce a 7-days-a-week continuous manufacturing system, which increased our capacity potential by 75%, and allowed the business to grow from 30 to 90 staff in 6 years.

If you owned a joiner, engineering or any other manufacturing business would you have your factory staff using Empower Software?

Undoubtedly. It would be inconceivable to run any manufacturing business without PC's on the factory floor and time management and job scheduling software, and Empower have developed their system to a level of comprehensiveness that it will exceed the needs of most businesses, is easily ROI justified, and importantly remains simple to implement and operate, even for small businesses.

Andy Pitcher Business Consultancy
dlleanml@gmail.com
+64 21 660 611

Glass Half Full - Ian Featherstone & Empower Factory Productivity & Job Scheduling Software - Case Study

(Auckland, New Zealand)(19/10/2016)

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



“Having one data set with dashboards visible throughout the business, keeps everyone informed of the priorities, task status and actions. Just like the arrival and departure boards you see at airports. Our job as leaders, is to be the "air traffic controller". Empower can put you in that seat... As a stand alone factory productivity tool, Empower Software is the best tool I have seen to keep track of the performance across the entire business.”

Your Trade, Current Role and Current Employer	Business Performance Coach at Glass Half Full Limited
Years worked in the trade	33 years' industry experience, from apprentice to manager and 13 years in a corporate at Fletcher Building.
Credentials and CV in brief	<ul style="list-style-type: none"> • NZ Cabinetmaking and Machining, Advanced Trade Apprentice of the year 1988. • 5 years Production Manager Kitchens 12 staff • 3 Years Production Manager, components, interior fit outs 35 staff

	<ul style="list-style-type: none"> • 2 years shopfitting and display manufacturer • 13 years at Fletcher Building <ul style="list-style-type: none"> ○ Technical Projects Marketing Team ○ Key Account Management ○ National Business Development Manager ○ Strategic projects, sales effectiveness, customer profitability analysis, profit improvement projects ○ Business Unit Leadership 150 staff, 9 sites ○ Category and Sales Development in DIY retail sales channels <p>Since 2012 I have worked with 30 companies, in kitchens, joinery, glass, high pressure Hydroblasting, material suppliers, benchtops, flooring, toolmaking and printing I provide business advisory services, including coaching for owners and managers, leadership development for individuals and teams, sales and profit improvement programmes and a range of operational and planning processes. I'm often the person running meetings, keeping notes, reviewing the numbers and holding people (including business owners) to account.</p> <p>My clients benefit from having an independent point of view and by having someone they can trust, whom they can call, whenever they need to</p>
Time recording in factories prior to Empower	Paper time sheets and spreadsheets.
Year you started using Empower Software	2012
Current Factory Productivity Increase witnessed using Empower Software	I have seen evidence of remarkable improvements where companies and their leaders use Empower Software as part of their management system.

How has Empower Factory Productivity & Job Scheduling Software impacted your role and the role of your colleagues on the factory floor:

1. Ensuring that companies capture actual vs budget times for each job and can therefore understand which customers and jobs are making them money.
2. Down time is usually more than halved, in most companies its well over 25% when its first measured and can be held below 10% (including breaks) with Empower and good management procedure.

3. The scheduling functions in Empower now allow companies to prioritise orders, make realistic promises and now actually communicate these plans to customers, directly from Empower.
4. Having one data set with dashboards visible throughout the business, keeps everyone informed of the priorities, task status and actions. Just like the arrival and departure boards you see at airports. Our job as leaders, is to be the "air traffic controller". Empower can put you in that seat.

I am a strong believer that all high performing teams need a score board, coaching, development and a desire to win.

Keeping the final score is important, but more important than this, is making sure you are on track, every step of the way.

As a stand alone factory productivity tool, Empower Software is the best tool I have seen to keep track of the performance across the entire business. With this information leaders have information they can use, to provide feedback and coaching to allow their people to grow & win and provide exceptional service to their customers.

Ian Featherstone
Glass Half Full Business Advisor
ian@glasshalffull.co.nz

**Manufacturing U.S. - Bill Holt &
Empower Factory Productivity & Job Scheduling
Software - Case Study**

(Arizona & California, USA) (21/03/2016)

Empower - For progressive Joiners, Engineers and Other Manufacturers.



*"In order for US manufacturers and engineers to be cost competitive on **labour cost** PCs on the factory floor and factory productivity software is now mandatory... Absolutely, there are no reasonable software solutions on the market for joiners, engineers and other manufacturers to match the capabilities, completeness, and low price point that Empower Software features. Empower is a weekly subscription based payment easily justified with high production and financial returns."*

Current Business	Project based manufacturing and engineering consultant based in Arizona and California, USA, focused on Silicon Valley start-up businesses
Client Base	Wide range of manufacturing and engineering businesses including building components and construction, electronic and industrial devices, consumer electronics, and medical/surgical devices
Credentials	I have been working in manufacturing and engineering for 20 years, since 1997.

	<p>My current client is a large off-site manufacturer of prefabricated building products for residential and commercial construction including: high level-of-completion wall systems incorporating electrical, plumbing, and mechanical subassemblies, wooden roof trusses, wood truss floor systems, kitchens cabinetry, and stone bench tops. Currently the 6th largest general building contractor in the US. The company is in process of adding manufacturing lines for windows and doors. The new factory will add the capability to manufacture cross-laminated timber (CLT) panels for floor and wall systems.</p> <p>This current client is also the 5th largest solid state lighting company world-wide, focused on high-volume, low cost lamps and luminaires.</p> <p>Major experience in the high technology world, focused on reliability, durability, quality, testing, and manufacturability. Products supported include low earth orbit satellites, communication and IT networking equipment, smart phones (the first!) and tablet computers, complex integrated circuits, surgical devices, and a variety of consumer products and components. Significant experience working in heavy industry and building industry</p>
<p>Clients time recording I have seen prior to Empower Software</p>	<p>Most manufacturing and engineering industries in the USA still use manual timesheets where factory staff at the end of the working day record their times on each job. This method of manual time recording of staff times on jobs has numerous and significant failings.</p> <p>If you watch Mega Factories documentaries on TV you will see a lot of very progressive international manufacturers, manufacturing both one off custom products and continuous production line manufacturing, using computers on the factory floor for live tracking and live reporting of all jobs and all staff.</p>
<p>Future viability of Joinery, other Manufacturing and Engineering Industries in the US, Australia and NZ</p>	<p>As world conditions change, including new US President and automation advances, manufacturing is steadily returning to the USA. In order for US manufacturers and engineers to be cost competitive on labour cost PCs on the factory floor and factory productivity software is now mandatory.</p>

Need to have each and all staff highly accountable and highly productive	In order to optimize operational efficiency in the USA, each industry must rely on automation, lean manufacturing and factory productivity software to avoid wasted time and minimise time and cost on every process and every job.
Need for Production Management to have a tool to allow them to have individual staff member times on jobs reported live and accurately	<p>Without PCs on the factory floor and factory productivity software production management can not do their job properly. Without accurate and live production information production management can not plan production and resource professionally in order to bring all jobs in on budgeted time and to maximise daily output.</p> <p>Empower Software being web and cloud based is a real advantage and the way of the future. Empower having an effective job scheduling system is a real advantage</p>
Need for Manufacturers to be manage their labour times and costs tightly?	Empower Software reports accurate times on jobs in real time from the factory floor. So factory staff performance is totally transparent and therefore factory staff are fully accountable. Empower drives factory staff times on jobs down and allows management to keep times on jobs consistently down. Empower also, importantly, provides very accurate quoting information based on precise actual data

As a manufacturer, is labour your core business?

Labour and automation are completely integrated

What I like about PC's on the factory floor and factory productivity and job scheduling software?

1. It drives down labour times and labour costs on jobs
2. It enables companies to have accurate quoting based on accurate labour times
3. It is Cloud based and has an Industrial Database [Microsoft Sequel Server] allowing large manufacturers to use the system

Is Empower Software a well proven, low cost, high return investment?

Absolutely, there are no reasonable software solutions on the market for joiners, engineers and other manufacturers to match the capabilities, completeness, and low price point that Empower Software features. Empower is a weekly subscription based payment easily justified with high production and financial returns. The cost to develop in house software equivalent to Empower would be many years of IT effort, high development risk, loss of a manufacturers business focus and would cost \$M's on going, and likely will be no where as good as Empower. Empower Software is supported by a team of highly experienced manufacturing people to assist each new client's implementation.

Lean Manufacturing?

'Lean Manufacturing' is about manufacturing or engineering businesses developing a lean

process flow document to eliminate all forms wastage including labour waste and maximise production flow.

The most successful Lean Manufacturing Implementations is where manufacturers or engineers in addition to lean process flow document also use PC's on the factory floor to track and report daily wastage and production accurately and live. Without such a tool the 'lean process flow document' is just theory and good intentions. Empower Software is specifically designed for and good at 'reporting daily production and wastage' accurately and live.

I have recommended Empower Software to my existing client for use in tracking production and manufacturing productivity for their wall systems, roof trusses, floor systems, kitchens, windows and doors and CLT panels. Similarly, I have recommended Empower for their solid-state lighting manufacturing. I will recommend Empower for scheduling and managing labour on the company's new construction sites and renovation projects.

Anyone is welcome to phone or email me to discuss this.

Bill Holt
Executive Engineering, Manufacturing, and Quality Consultant
wholtconsulting@gmail.com
+1 408 406 8744

Management Consultant - Peter Allen & Empower Factory Productivity & Job Scheduling Software - Case Study

(Palmerston North, New Zealand)(30/03/2017)

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



"Tracking factory productivity at an overall company level is useful, but tracking productivity at a person by person level, live using factory PC's and labour management software, is vital for understanding what's really going on in the business."

I've been advising manufacturing businesses, engineers, and many other businesses for nearly 30 years, firstly in my management accounting and business advisory practice in South Auckland, and also as a governance-advisor.

My assessment and advice on PCs on the factory floor and labour management software for joiners, engineers and all other manufacturers follows.

My focus has always been helping clients make better business decisions. And as we all know, one of the keys of good decision-making is getting accurate information and the right information on which to make decisions. So many businesses fail to get right and accurate information, and without it good decision-making occurs only by luck.

We must know what's going on in our businesses so we can act accordingly, especially in regards to meeting budgeted times on jobs and factory productivity as they are the very cornerstone of a manufacturer's healthy bottom line. Tracking factory productivity at an overall company level is useful, but tracking productivity at a person by person level, live

using factory PC's and labour management software, is vital for understanding what's really going on in the business. Taking this a step further, if productivity is tracked at a person-level, and it's in real-time, with time tracked accurately then and only then can trends be picked up immediately and productivity innovations acted on, which enables powerful continuous improvement of processes and business.

Not tracking staff times on jobs and productivity is lunacy.

Tracking staff times on jobs using timesheets that factory staff fill out manually at the end of the day is little better than lunacy. This is because manual time sheets are well known to be inaccurate in the time recorded on jobs, they only record time to the total job, not each part of the job, the information is a day late at best and they do not motivate factory staff to work quicker and meet times on each job throughout the day.

To keep up with today's competition, complexity, and advancing technology, I recommend that businesses track their factory staff times on jobs and productivity in real-time using PCs on the factory floor and labour management software, to stay agile, and find ways to increase productivity, while responding quickly to productivity issues. PCs on the factory floor and labour management software works equally well for manufacturers of standard product production as it does for manufacturers of one off custom projects or products. If you are involved in manufacturing one off custom projects or products you have greater need for PCs on the factory floor and labour management software because every job is so different from the last job and you need to know live time consumed on each task and total job and you need to know live job status. You also need accurate times on jobs reported to feed back to your quoting process.

Peter H Allen BCom ACA MInstD
Director
Business Torque Systems Ltd
PO Box 20014
Summerhill
Palmerston North 4448
New Zealand

peter@businesstorque.co.nz
+64 275 233 179
www.businesstorque.co.nz

Machinery Tooling - Bill Fulton & Empower Factory Productivity & Job Scheduling Software - Case Study

(Melbourne, Victoria, Australia)(22/03/2017)

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



“Empower Software makes substantial factory productivity gains for the joiners using it. Conversely those joiners without Empower Software operate at substantially lower factory productivity and accordingly have substantially higher labour times and at substantially higher labour costs on their jobs... I believe Empower is world class software, that is well proven over 14 years to work effectively. PC's on the factory floor and Empower will change the face of production management of joinery factories over the next decade or two. Your production manager should not be without this technology.”

I am an engineer and tool maker by trade. I hold a British qualification in Production Engineering.

Over the last 42 years I have specialized in representing and selling many of the world's leading brands of high tech; saws, routers, edge banders, point to points, and nestling machines, to the Australian joinery industry. A few leading brands of machinery include Homag / Holzma, Wieke, SCM and Thermowood. I have had a close association with many Australian joiners over the 42 years. I am currently involved in machinery tooling technical support.

I have been aware of Empower Software for 12 years to date, since 2005, and I have followed their software development and progress with keen interest. I have viewed Empower Software myself over many years, I have read the on going joinery client case studies in 'Supplier Magazine', the main Australian Joinery Industry Magazine, over the years and I have viewed Empower operating in Australian joinery factories. I can advise as follows:

I have seen Empower Software pioneer the industry and development of labour management and job scheduling software for Australian joiners since 2005. Factory staffs on going awareness of budgeted times on each job and their completed times on each job throughout the day drives substantial increases in daily production and factory productivity. The option to have factory staff confirm on the factory PCs the reasons for:

1. Exceeding budgeted time on their job
2. Rework
3. Putting jobs on hold

is valuable production and productivity information for production management to see direct from the factory floor in real time. 50 inch big TV monitors in the office and factory reporting live times on jobs allows everyone in the company to see and be aware of current times and productivity. Consider how powerful the electronic Arrivals Screen is at the airport reporting live status of all planes. Empower Software reports your jobs, job status, times and staff live in a very similar way to the Arrivals Screen at the airport. Once you have this form of live reporting you can not do without it.

Empower allows management to back cost every single job the very minute it is finished - at "the press of a button" and the times are highly accurate...

The Australian Furniture industry is one joinery industry that is particularly hard hit by increasing levels of Chinese and Vietnamese imported furniture and kitchens. Australian furniture manufacturers and joiners need to invest in technology including PCs on the factory floor and labour management and job scheduling software to remain cost competitive.

I see a lot of joiners guessing budgeted times in their quotations and not back costing their jobs, in doing so they continue to make the same quoting mistakes time after time. Empower Software gives you reporting of accurate times on jobs and parts of jobs so your quoting can be current and highly accurate.

Empower Software makes substantial factory productivity gains for the joiners using it. Conversely those joiners without Empower Software operate at substantially lower factory productivity and accordingly have substantially higher labour times and at substantially higher labour costs on their jobs.

Empower will generate you far greater profit than any single machine that you could purchase. That is because one machine only improves the productivity of the single process whereas Empower Software improves the productivity of all processes across the factory floor.

For many joiners the price of Empower is between \$130 to \$160 per week for two years, then dropping to \$44 to \$49 per week on going for Upgrades and Support. Empower is a very low cost very high return on investment.

Empower is quick and simple for joiners to put in.

I have seen a lot of different software packages in factories throughout Australia and at many at the annual trade shows in Europe and the US that I have attended.

I believe Empower is world class software, that is well proven over 14 years to work effectively. PC's on the factory floor and Empower will change the face of production management of joinery factories over the next decade or two. Your production manager should not be without this technology.

Feel free to phone me to discuss anything relating to Empower Software
Bill Fulton
Phone +61 4 7348 8493

QuikQuote Software - Brendan Hanna & Empower Factory Productivity & Job Scheduling Software - Case Study

(Adelaide, South Australia)(12/10/2016)

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



"The first client that I installed Empower Software into was Peppertree Furniture here in Adelaide, South Australia in 2008... Factory productivity increases, as I expected, were remarkable. At 3 months, factory productivity had increased by 46%. At 6 months, factory productivity had increased by 86% and at 3 years factory productivity had increased by 100%. At 3 years, Peppertree Furniture advised that Empower Software was making them \$250,000 additional profit per year. If I owned a joinery, furniture manufacturing or engineering business today, I would not be without PC's on the factory floor and Empower Factory Productivity and Job Scheduling Software throughout."

Current Business	Software Designer and Developer for QuikQuote. A Quoting and Purchasing program which we have developed specifically for the furniture, joinery, engineering and other allied manufacturing industries, for the last 19 years since 1997. I manage all my client software
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	implementation and ongoing client support including required software development,
Client Base	Throughout Australia and New Zealand
Credentials and CV	<p>I have had 40 + years involvement in the furniture and joinery industry, including;</p> <ul style="list-style-type: none"> • Ownership of BTH Industries, Adelaide, South Australia, for 19 years from 1978 to 1997. We employed 40 staff, manufacturing Office Furniture and custom built Joinery as well as Metal Fabrication and Powder Coating. One of the largest furniture manufacturers in South Australia at the time. • Visited several overseas trade fairs and kept up with the latest technology, BTH Industries was one of the first South Australian joinery companies to invest in CNC Point to Point machinery. • We supplied a number of big export contracts over the years through our contracting agents to complete various projects, including the Russian State Humanitarian Library in Moscow, the Solomon Islands College of Higher Education in Honiara and to the United Nations Peace Keeping Forces in Cambodia. As well, we supplied numerous local & interstate clients with free standing & custom built furniture & contract joinery for their local markets. • We became a member of the SA Furniture Guild of Manufacturers in 1980 & later, the SA branch of the Furniture Industry Association of Australia. • I accepted a voluntary position on the SA Furniture Industry Training Council & was increasingly involved in the development of a High Tech Training Centre at Marlestone TAFE. • Sold our business, BTH Industries in 1997 • Began developing QuikQuote Software Developer from 1997 to 2016.
Clients time recording prior to Empower	My experience with recording time for costing purposes started in 1965. I was

	<p>employed as a Cabinet Making Apprentice, working for a local manufacturer employing 20 staff. The jobs were given job numbers & the times for each employee were registered manually against that number. Good in theory. In practice, it seldom worked. Numbers were often not with the job when it was allocated to staff or often unidentifiable or lost. Time wasted in searching for correct numbers or sometimes recorded against the wrong number. Lots of guess work. Some factory staff would forget to fill in a day or more & would be often filling in times that were fudged. Often factory staff felt it more important to make every day tally up to 8 hours rather than making the effort to provide the correct information. Most of my manufacturing and engineering clients using QuikQuote have also used manual time sheets & reflect most of my frustrations with an old archaic manual system that is doomed to fail. The major failings are in that:</p> <ol style="list-style-type: none"> 1. They do not motivate factory staff to work any quicker 2. Times recorded by factory staff at the end of the day and they are very much guesswork and highly inaccurate 3. Too much administration time and cost to enter all the job cards into a costing program and then to analyse a useful result. 4. Job cost information with times on jobs reported 2 days after production finished is pointless <p>Australian manufacturers have been using time sheets since the 1800's, where factory staff recorded their times on jobs manually at day end. Some of my QuikQuote clients are manufacturing without any timesheet recording at all, so they are manufacturing absolutely 'blind' and without all their factory staff being in any way time focused or any way time accountable.</p>
<p>Future viability of Joinery, other Manufacturing and Engineering Industries in Australia and NZ</p>	<p>Furniture Makers, Joiners, Engineers and other manufacturers who invest in good systems and good job and staff tracking software have substantially lower labour times on jobs, therefore substantially lower</p>

	labour costs per job. With today's highly competitive manufacturing environment, fierce price competition from imports and large national manufacturers, the opportunities & profitability are slim. You can not afford to manufacture in Australia today without maximum factory productivity and the lowest possible labour cost per job.
Clients Groups of Staff Tracked on Empower	Not only do you need each and all of your factory staff to be highly time accountable on their jobs and highly productive, you need all your office staff and management involved in preproduction to be highly time accountable on their jobs and highly productive
Year you started using Empower Software	2008
What is involved in implementing Empower Factory Productivity & Job Scheduling Software	Preparation includes: viewing training videos, reading the Help system, use of Trial software and phone support from Empower Office. This requires approximately 10 to 15 hours per week of your production manager over 3 weeks on average. You then go "live" on your factory floor and you can then see your own factory staff focus, resulting in significant improvement in job times in the first week. Empower is a quick easy system to implement and production gains can be immediate.
Clients' Statistics on Factory Productivity using Empower Software	The first client that I installed Empower Software into was Peppertree Furniture here in Adelaide, South Australia in 2008. The owner, a younger progressive operator who understands factory productivity and return on investment. I set up Empower Software and trained all the management and factory staff to use it. Factory productivity increases, as I expected, were remarkable. At 3 months, factory productivity had increased by 46%. At 6 months, factory productivity had increased by 86% and at 3 years factory productivity had increased by 100%. At 3 years, Peppertree Furniture advised that Empower Software was making them \$250,000 additional profit per year. I suggest you go to the following links to listen on www.youtube.com Also sight trade magazine articles at www.empowersoftware.biz , go to Downloads and News and then News / Editorials to sight the following: 17 Peppertree Furniture A Powerful tool to transform your business Nov 2009

	<p>19 Peppertree Furniture II 86% Increase in Factory Productivity Feb 2010 32 Peppertree Mega Factory in SA May/Jun 2011</p> <p>Based on the factory productivity increases we achieved at Peppertree Furniture, 12 of my manufacturing and engineering clients in South Australia installed Empower Software. Between 2009 & 2012, I was involved with implementation of:</p> <ul style="list-style-type: none"> • Pfitzner Furniture • Comace Shopfitting • Chapman Fabrications • Alby Turner Kitchens • Spry Joinery • Riverland Cabinet Makers • Tiana Timber Windows and Doors • MARS Transport • Total Kitchen Solutions • Dickson Aluminium Windows and Glass • Packers Aluminium Windows and Doors • Comseat Furniture <p>All these clients are using Empower Software today</p>
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I have seen the Empower Software program progressively develop over the 8 years from 2008 to 2016.

Empower is a "low cost, high return investment".

If I owned a joinery, furniture manufacturing or engineering business today, I would not be without PC's on the factory floor and Empower Factory Productivity and Job Scheduling Software throughout.

Anyone is welcome to phone me to discuss.

Brendan Hanna
Director QuikQuote Software
brendanhanna@gmail.com
+61 4 1140 3629

Brunton Accounting Software - Sue Brunton & Empower Factory Productivity & Job Scheduling Software - Case Study

Empower - For progressive Joiners, Engineers and Other Manufacturers.



"Each of our ERP Accounting Softwares link to Empower Software to make one world class single seamless solution for manufacturers and engineers."

Brunton's are a New Zealand and an Australian based supplier of Accounting Software where we develop, implement and support a range of ERP products MYOB EXO, MYOB Advanced and Accredo Business Software. Each of our ERP Accounting Software link to Empower Software to make one world class single seamless solution for manufacturers and engineers.

Client Base - Brunton's have a wide range of clients across many industries, having said that we tend to specialise in the manufacturing and engineering industries for medium to large businesses where the ERP requirements are critical with materials and inventory functionality.

Credentials and CV - With a team of 21 and operating for nearly 20 years Brunton's are well established within the accounting software space. Our client base is growing year on year and we support some of the market and business industry leaders with their needs. A few clients include Thode Knife and Saw Ltd, Hayes Metal Refinery, Auckland Bakeries Ltd, Easy Access Ltd, Kaiwaka Clothing, Beatty Driveline Technologies Ltd, ISL Industries Ltd, Clements Contracting Ltd, Russet Engineering Ltd and Plastic Rotational Moulding.

One of our main points of difference is we supply and support a range of ERP systems so we can provide a best fit solution for our customer's specific requirements. We also custom develop functional automation and scripting, integrate to Add On software to make seamless solutions and provide on-going support.

<p>Clients time recording I have seen prior to Empower Software</p>	<p>The large majority of manufacturers and engineers do not track time on jobs at all or have their factory fill in time sheets at day end. Neither are ideal ways of tracking time on jobs or ideal for managing labour and production. We see that manual time sheets that factory staff fill out at the end of each working day are generally 20% to 30% inaccurate in the times recorded on jobs.</p>
<p>Future viability of Joinery, other Manufacturing and Engineering Industries in Australia and NZ</p>	<p>New Zealand and Australian manufacturers and engineers cannot compete with overseas producers on price who manufacture on minimum day wage rates, have significant export subsidy assistance and little or no health, safety and environment compliance costs. Accordingly, New Zealand and Australian manufacturers and engineers need to be highly efficient and highly productive on the factory floor as a necessity. This makes all forms of productivity initiatives including job and staff tracking software a necessity tool, not an option.</p>
<p>Year you became aware of Empower Software</p>	<p>Brunton and Empower Software have provided services for mutual manufacturing and engineering client sites since 2013. We have had MYOB Exo and Empower working seamlessly as one solution on client's site since 2013.</p> <p>We will shortly also have MYOB Advanced and Accredo linking to Empower Software and working as seamless solutions.</p>
<p>Our market is medium and large businesses who require accounting software with materials & inventory functionality</p>	<p>Empower Software have implementation of their new clients well covered with: training videos, Help system and production management contractors to assess new clients business processes and set up Empower right first time</p>
<p>Need to have each and all staff highly accountable and highly productive</p> <p>Need for Production Management to have a tool to allow them to have individual staff member times on jobs reported live and accurately</p>	<p>All manufacturers and engineers require each individual factory staff member in the team to be highly productive and meeting their budgeted times on each task and job and factory staff need to meet their planned delivery dates on all jobs. Companies can no longer have one or more factory staff members not meeting their budgeted times on jobs</p>

	<p>As outlined above manual time sheets that factory staff fill in at the end of working day are in our experience 20 to 30% inaccurate in the times recorded on tasks and jobs. We ask "what is the point in reporting in job costing or other areas of accounting software actual times on jobs from manual time sheets which are so highly inaccurate and therefore so misleading to management?"</p>
<p>Need for Manufacturers to manage their labour times and costs tightly?</p>	<p>Labour cost, at full overhead cost, is a manufacturers and engineers largest cost and most variable cost. Labour cost, at full overhead cost, in New Zealand and Australia is typically between \$70 and \$90 per hour. Accordingly manufacturers and engineers need to focus on keeping their budgeted labour times on quoted jobs down so their quotations or pricing is competitive in the local market place. They also need to keep their actual labour times on jobs, therefore labour cost on jobs consistently down. Continuous job cost review by production management, general management and quoting management is necessary to refine quoting accuracy and to ensure all individual factory staff are keeping their actual times down to meet budgeted times on all jobs.</p> <p>Many time tracking software systems are designed for professional services businesses and their charge up work. In stark contrast Empower has been designed for the necessary complexity, the range of functionality requirements and reports to successfully support manufacturers and engineers of all types and sizes and actually work well on factory floors.</p>

We have our own clients using Empower Factory Productivity and Job Scheduling Software and access to a large library of case study evidence involving the automation of over 190 manufacturing and engineering businesses over last 14 years. The majority of businesses who have automated their job/staff tracking and job scheduling processes have achieved reduction of weekly factory downtime by 50% minimum and reduction of labour times on jobs by 20% minimum. The cost of both computer hardware and software has come down substantially over the last 14 years and is now very affordable for small and larger manufacturers and is now payable weekly so all manufacturers and engineers could benefit from automated labour management tools.

Based on feedback from our manufacturing and engineering clients over the years we know that the Empowers Software team of Sean O'Sullivan, Dave Garrett and David Lawrence, (all with 15 to 30 years of manufacturing experience each), play an invaluable role in successfully implementing and supporting their factory productivity and job scheduling

software. In summary, Empower is world class labour management and job scheduling software which has proven to work exceptionally well for Joiners, Engineers and a wide range of manufacturers, and which is readily implemented and supported by Empower's team of manufacturing experts.

Please feel free to me contact to discuss this case study and the range of integrated accounting, database and business solutions we offer.

Yours sincerely,
Sue Brunton
Managing Director
Brunton NZ Limited
sue.brunton@brunton.co.nz
+ 64 21 837 400

TXM Lean Solutions – Marcus Ward **Lean Manufacturing Senior Consultant**

(Australia)(31 May 2018)

Empower - For Progressive Engineers, Joiners and Other Manufacturers.



"I have seen and used a number of factory floor data collection software tools over the years both here in Australia and the UK, none as good as Empower Software. I have recently recommended Empower Software to twelve of my manufacturing and engineering clients"

Current Business	Lean Manufacturing Consultancy. I am the senior lean Consultant at TXM Lean Solutions Pty Ltd.
Client Base	SME and larger Manufacturers and Engineers
Credentials and CV	My Lean Manufacturing career has spanned 26 years to date Toyota - production roles 5 years then production management roles 8 years, 13

	<p>years total, 1992 to 2005. Toyota has their own management training school in house. Over 8 years I sat and passed 33 of Toyota's formal lean manufacturing and related management courses with 98% or greater pass rate, this grade placed me top of class or second to top of class consistently over 8 years. Over 13 years at Toyota I learnt, "lived and breathed" the "Toyota Way" of Lean Manufacturing, Kaizan and Just In Time Manufacturing (JIT)</p> <p>SME lean consultant in Australasia for 13 years, 2005 to 2018 current; I have consulted to and work closely with a long list of progressive SME and larger Australian manufacturers and engineers, from west to east coast, applying "The Toyota Way"</p>
<p>What is Lean Manufacturing</p>	<p>Lean Manufacturing is a documented plan to: eliminate all forms of daily wastage from the manufacturing process; and to maximise daily workflow and production</p>
<p>What is Factory Shop Floor Data Collection Software</p>	<p>Factory shop floor data collection software is the tool that tracks on the factory floor and reports live accurate times continuously though the day on all; manufacturing tasks, downtime jobs and wasted time.</p> <p>I advise all my manufacturing and engineering clients it is imperative to use tablets on the factory floor and factory shop floor data collection software when adopting lean manufacturing.</p> <p>It is pointless to have a lean manufacturing plan without having a tool that records and reports live and accurate times throughout the day on all: manufacturing tasks, downtime jobs and downtime or wasted time.</p> <p>Where manufacturers and engineers currently using a manual paper based system where factory staff complete their job sheets at the end of the day outlining their start, finish and total time on each job, this is an inaccurate poor system of recording time and a poor system for progressing lean manufacturing.</p>

	<p>Where manufacturers and engineers currently do not in any way record their times on each job this will compromise any lean manufacturing initiative.</p> <p>It is imperative in the year 2018 for all Australian manufacturers and engineers to use tablets on the factory shop floor and factory floor data collection software. Manufacturers and engineers operating without tablets on the factory floor and factory shop floor data collection software operate at unnecessary substantially higher labour times and labour costs on all jobs.</p>
<p>What is Industry 4.0?</p>	<p>For manufacturing and engineering 'Industry 4.0' is about using Information and Technology to drive production and factory productivity</p>
<p>Factory Shop Floor Data Collection and Job Scheduling Software and Industry 4.0?</p>	<p>For manufacturers and engineers to adopt 'Industry 4.0' you need tablets on your factory shop floor data collection and job scheduling. If you are operating with either:</p> <ol style="list-style-type: none"> 1. manual time cards (ie "cheat sheets") where your factory staff at the end of the day fill in their start time, finish time and time taken on each job, or 2. not tracking your staff times on jobs at all <p>Either way, you are operating "blind" or practically "blind" as you are operating as manufacturers and engineers did over 100 years ago.</p>
<p>History - Recording times taken on jobs early 1900s</p>	<p>In the early 1900's most UK and Australasian manufacturing and engineering businesses did not track their factory staff times on jobs. In early 1900 a small percent did record their labour times on jobs by having their factory staff fill in their time sheets (ie "cheat sheets") at the end of the day.</p> <p>Manual time sheets have many substantial failings, the three main failings include:</p> <ol style="list-style-type: none"> 1. The times recorded by factory staff at the end of the day are highly inaccurate, mostly between 20% and 50% inaccurate

	<ol style="list-style-type: none"> 2. They do not motivate factory staff to work efficiently and quickly, so many staff work slowly and at the end of the day staff simply record how slowly they worked. So labour times and labour costs on jobs are substantially higher than what they should be 3. The reports are available a day or two after production occurred so the use of the reports are very limited and in many cases pointless
Recording times on jobs since year 2000	<p>Since early 2000 Add On factory shop floor data collection software and leading ERP software with labour management modules have been available to SME and larger manufacturers and engineers. Such software use tablets or bar code readers on the factory floor to track all: jobs, factory staff, job status and all job times.</p> <p>Factory shop floor data collection Add On software suits all forms of manufacturing and engineering industries and businesses including custom one off manufacturing as well as more batch or production run manufacturing.</p>
Production Increases Witnessed	<p>I have four manufacturing and engineering clients who have used Empower factory shop floor data collection and job scheduling software for four years to date. My clients with both lean manufacturing and use of Empower Software have reduced their times on jobs therefore reduced their labour cost on jobs substantially, by up to 68% efficiency, this is with strong lean coaching and supported by the Empower software.</p> <p>I have seen and used a number of factory floor data collection software tools over the years both here in Australia and the UK, none as good as Empower Software</p> <p>I have recently recommended Empower Software to twelve of my manufacturing and engineering clients</p> <p>Empower factory shop floor data collection and job scheduling software can interface seamlessly with leading Australian ERP accounting software options including; MYOB Advanced, MYOB Exo, MYOB Greentree, Accredo and Netsuite.</p>

What is involved in implementing Empower Factory floor data collection Software	Empower Software is simple to implement and simple to use
What are the main drivers to maximising Profitability in manufacturing and engineering?	<p>The 3 Main Key Performance Indicators (KPIs) and drivers that maximise the profitability of all manufacturers and engineers:</p> <ol style="list-style-type: none"> 1. Factory staff meeting and not exceeding budgeted daily and weekly Downtime hours 2. 3. Factory staff meeting and not exceeding their budgeted labour times on Manufacturing tasks 4. Accuracy of Budgeted labour times and labour cost on jobs, in quotations and any pricelists <p>Without tablets on the factory floor and factory shop floor data collection software, none of these 3 KPIs can be reported with any accuracy and none can be reported live, therefore none can be managed well.</p> <p>To achieve and maintain a high performance high productivity culture in manufacturing and engineering factory shop data collection software, and effective use of it, is a necessity.</p>

How I use Factory Shop Floor Data Collection & Scheduling Software in my role as Lean Manufacturing Consultant?

For my Lean Manufacturing consultancy work with clients I simply run the Empower Software reports I require. These outline with accuracy all times involved in: Downtime jobs, Manufacturing tasks and Wasted time. Myself and company management table and discuss the data in the reports to make informed management and planning decisions. Empower Software is cloud and web based, this allows me to monitor client performance from any where any time

What I like about Empower Factory Productivity & Job Scheduling Software

1. factory staff are fully engaged in using Empower and see their expected times and achieved times on jobs on their tablets on the factory floor, this reduces time wastage and drives and maximises daily productivity and production. This allows factory staff to continuously perform at their very best
2. production management have a proper tool to schedule all their jobs and to report accurate and live times and job status. Production management can see and address issues instantly. This allows Production management to perform continuously at their very best
3. Empower Software has 200 standard screens and reports on all possible aspects of production and Lean Manufacturing performance

4. Job scheduling is included
5. Internal DIFOT and external DIFOT reporting (ie Delivered In Full On Time) is included
6. Software development progresses at a rapid rate
7. Empower has a team of manufacturing experts available to every client. This guarantees new clients successful implementation of their software and in short time frame and guarantees high level on going support
8. Empower has set client training program for 2018 and beyond so all manufacturing clients have option of regular and on going training from manufacturing experts in their State and city close by. This guarantees manufacturers maximum training, therefore maximum use of the software and therefore maximum gains from tool
9. Factory staff performance reviews are factual, as discussions are based on their individual staff member's Empower reports
10. Quoting management see accurate actual times on jobs reported. This is necessary to refine labour times and labour costs on jobs in all future quotes
11. Daily and weekly Downtime and time Wastage is reduced substantially. All Manufacturing times and manufacturing costs on jobs throughout the day reduce substantially

Please feel free to email any questions you may have. If you prefer to phone to discuss any points please email me and we will schedule a time and I welcome our phone discussion

Yours Faithfully

Marcus Ward 04 0701 3365
Director
TXM Lean Solutions – Marcus Ward Lean Manufacturing Consultant
Perth, Australia
marcus.ward@txm.com