

Express Sheet Metals and Empower Factory Productivity & Scheduling Software - Case Study

(Otahuhu, Auckland, New Zealand)(11/07/2019)

Job and Staff Time Tracking & Job Scheduling - Using tablets on Your Factory Floor.
For progressive Joiners, Engineers and Other Manufacturers.



"We were a small 10 man business manufacturing ducting struggling from job to job at \$1 mill revenue per year. 4 years later we were doing \$6 to \$7 million per year, and now 9 years later we are employing as many as 200 staff and doing as a guide \$15+ mill revenue per year. We could not have managed and controlled our growth without Empower."

Empower Software has transformed our entire business operation. Our factory staff culture has become very positive and committed to meeting and beating the times on all our jobs.

Our jobs are taking on average 25% less time to complete [ie. a 33% increase in factory productivity].

With 25% less labour time and less labour cost we are highly cost competitive in the market place which has lead directly to our increasing sales and increasing production. We love the Empower system and certainly would not be without it."

Core Products Manufactured (or Core Business)	Ducting design, manufacture and installation. We manufacture ducting components in large quantities, our clients can drive in and take what they need from off the shelves. Most components are priced in our pricelist so clients don't need to wait for a quotation. We carry out a significant number of ducting installation for new commercial buildings for the large construction firms. We plan to expand our warehousing to other main cities nationwide
Any Key Background Information	Our business advisors recommended Empower Software to us. He had seen how PCs on the factory floor and Empower Software worked at a local furniture manufacturing business that he consulted to where their factory productivity increased by 30% within a few months. When we first saw the software in operation we quickly saw how it would work for us also. We were a small 10 man business manufacturing ducting struggling from job to job at \$1 mill revenue per year. 4 years later we were doing \$6 to \$7 million per year, and now 9 years later we are employing as many as 200 staff and doing as a guide \$15+ mill revenue per year. We could not have managed and controlled our growth without Empower.
# Factory Floor Staff	Currently 75 factory staff Auckland and Christchurch. 7 Designers. 11 Admin and Management. Large number of staff on sites, which varies a lot based on projects and project sizes
# Total Staff	As many as 200 total staff
Annual Revenue (approx)	Confidential but in excess of \$15 million revenue per year
Factory and Office Size m2	Auckland approximately 7,000 square metres
# of CNCs	2 CNC plasma cutters, a CNC curved slitter and a set of CNC rollers
Geography Serviced	Auckland and Christchurch
Staff Times on Jobs Recording prior to Empower	Our factory staff recorded their times taken on jobs manually. The times were recorded by factory staff manually at day end on their job sheets were woefully inaccurate. Accordingly we were not able to be used for job cost and not able to be used for improving our quotations.
Years in Business	12
Associations and any positions held	
Staff Groups Tracked on Empower	Office, factory and site staff
Years using Empower	9 years
# PCs on the Factory	6 PCs in the Auckland factory. Now Empower is on the cloud our site staff log to day start and

Floor with Empower on	day end and start and finish of each job using Tablets
# Of our Managers using Empower	2, but more managers using Empower needed
Estimated Productivity Gains using Empower	Our jobs are being completed on average in 25% less time [ie a 33% increase in factory productivity]. With 25% less labour time and less labour cost we are highly cost competitive in the market place which has lead directly to our increasing sales and increasing production. We love the Empower system and certainly would not be without it.

Key Points on Empower Factory Productivity & Scheduling Software:

1. Empower Software has transformed our entire business operation. Our factory staff culture has become very positive and committed to meeting and beating the times on all our jobs.
2. With labour cost savings from Empower Software we have been able to afford a range of new machinery from Europe which allows us to manufacture new and higher quality products
3. Empower's complete history of accurate times recorded on all previously completed jobs is the key to highly accurate quotations and winning projects
4. We achieve complete job costing and productivity of our labour time from all our pre production staff in the office, our factory staff and our site staff
5. We achieve complete job status and production planning reporting and production planning of our key processes through our pre production in the office, our factory and on site
6. Empower scheduling is live and updated automatically from the factory floor, the graphs make it highly visible, it is easy and quick to use and very effective
7. We love the Empower system and certainly would not be without it
8. Empower scheduling is invaluable in my production planning role needing to see clearly exact accurate jobs, times and work in progress, to then plan production – the right staff to be working on the right jobs today, this week this fortnight. Our clients get enormous benefit from our production planning with accurate projected start and finish dates. We provide clients with a link that allows them to continually monitor their own jobs progressing through our business, namely; design, factory, dispatch, delivery and install

Anyone is welcome to phone me to discuss the system

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SHORT VIDEO - CLICK HERE to view a short video of Express Sheet Metal and Empower Software



TRADE MAGAZINE ARTICLE 1 - CLICK HERE to view a trade magazine article of Express Sheet Metal and Empower Software January 2013

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Please forward this email to someone you know who owns or is management in any Manufacturing or Engineering business throughout Australia or New Zealand. Particularly to those people and businesses who might be struggling to manage their jobs and their labour or struggling to retain previous or expected profit levels.