

KeelowCraft Boats & Avon Engineering & Mechanical Ltd & Empower Factory Productivity & Scheduling Software Case Study

(Gore, South Island, New Zealand)(03/03/2020)

Empower Manufacturing and Engineering Software Job and Staff Time Tracking & Scheduling - Using Tablets on Your Factory Floor



“I am confident that if we turned off Empower Software today we would go back to jobs taking 30% longer at 30% higher labour cost... In summary, Empower is a great tool that we would not be without”

Core Products Manufactured (or Core Business)

I own two businesses, KeelowCraft Boats and Avon Engineering & Mechanical Ltd. KeelowCraft Boats design and build aluminium jet boats for sports and commercial applications. We manufacture the hulls and deck then carry out the mechanical fit outs to individual client

	specifications including high performance engines and jet units. Avon Engineering & Mechanical Ltd. provides engineering fabrication and mechanical repair services to local clients, we also do a lot of insurance repairs on all makes of jet boats as required.
% Production is custom made - one off designs (each job different to the last)	Our jet boats are standard design based but are all different, as every client wants something different. 100% of our engineering fabrication and repair service is to meet clients needs so always one off custom jobs
Any Key Background Information	I purchased the business 3 years ago. There are a lot of aluminium boat manufacturers and general engineers in New Zealand so there is a lot of competition so we work on very fine margins. It is critically important that we consistently retain competitive labour times and labour costs on all our jobs, to enable us to remain in business and allow us to make planned profit.
# Factory Floor Staff	6
# Total Staff	8
Annual Revenue (approx)	Confidential, however \$1m to \$2m range annually
Factory and Office Size m2	1200 square metres
# of CNCs	We have general engineering equipment and have the purchase of a CNC cutter in our 5 year business plan
Geography Serviced	Southland mainly for general engineering & repairs, we sell Jet Boats both nationally and internationally.
Staff Times on Jobs Recording prior to Empower	Six years ago our work shop staff used to fill in manually their "cheat sheets", their times on their jobs at day end, which were I estimate 20% to 50% inaccurate in times recorded on their jobs. Further, because work shop staff did not know their budgeted time at job start and actual time at job end it did not motivate work shop staff to be time focused and work any quicker
Years in Business	15
Associations and any positions held	New Zealand Marine Industry Association
Staff Groups Tracked on Empower	All work shop staff
Year we started using Empower	The previous business owner purchased Empower Software and started using it 6 years ago. As soon as I saw how Empower work I knew this tool was essential for work shop staff and management to be: time, job and profit focused on all our jobs
# PCs or tablets on the Factory Floor with Empower on	3 tablets for work shop staff to access their job list and log on and off all jobs
# Of our Managers using Empower	3 computers in the office are used by 3 managers to monitor production and times on Empower
Estimated Productivity Gains using Empower	I am confident that if we turned off Empower Software today we would go back to jobs taking 30% longer at 30% higher labour cost

Key Points we have found Empower Factory Productivity and Scheduling Software:

1. Empower tells myself as owner and other management with very high degree of accuracy work shop staff actual times on jobs against budgeted times on all their jobs daily and weekly
2. Empower is an invaluable tool to allow work shop staff to see their own performance on every job, actual to budgeted time, throughout the day every day
3. Empower has history of accurate times on all jobs and parts of all jobs to enable me to refine accuracy of labour times allowed in our quotations. As an example one of our fuel tanks has a budget of 9 hours, it has done so for years and there is no reason why it would take for example 11 hours
4. Empower is great at staff performance and wage review time. Accurate numbers on individual staff performance we provide staff at start of our meetings allows staff to see their own performance for the period and allows us to openly discuss performance and allows us pay all our work shop staff accordingly to their own performance
5. "With the old system of staff completed manual time card system we would have the ambulance at the bottom of the cliff and we would be continually picking up the pieces. Using Empower we have the ambulance on the top of the cliff enabling us to avert all accidents"

6. With new work shop staff their Unaccounted time weekly is too high, where they are not working on either manufacturing jobs or downtime jobs. Without Empower this loss in productive hours would occur and we would not know about it. It typically takes new staff up to 2 months to get their Unaccounted hours weekly down to their 0 budget for Unaccounted time weekly.
7. Workshop staff can see their daily and weekly promptness to: start work, start and finish smokos and start and finish lunch and finish work. Productive work shop staff remain prompt at the 8 times a day to keep their hours worked and wages up at 45 hours. At times unproductive staff who are not prompt in this area see exactly where they are stealing time from themselves. This reporting of work shop staff promptness helps my business achieve planned productive hours and planned chargeable hours weekly, which is critically important in highly competitive industry with tight margins

In summary, Empower is a great tool that we would not be without

Anyone is welcome to phone me to discuss Empower

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PLEASE FORWARD THIS EMAIL

Please forward this email to someone you know who owns or is management in any Joinery, Engineering or other Manufacturing 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.