

# MARS Transport Equipment & Empower Software - Case Study

(Riverland, South Australia, Australia)(05/07/2015)

Empower Factory Productivity Software



*"Within six months of using the software we had turned our factory productivity on its ear, increasing it by an absolute minimum 30%.*

*At eight years on using Empower Software we have increased our factory productivity by an estimated 50%. We are now a much more competitive and stable business looking at*

***growing sales, factory staff and annual profit.***

***In hindsight, attempting to manage this business and attempting to manage factory staff for all those years without PCs on the factory floor and Empower time tracking software I was "pissing in the wind".***

***Putting in Empower Software is the best thing I have done in my business since owning the business in 1987."***

Core Products Manufactured (or Core Business)	M.A.R.S. engineers and build heavy road transport equipment in the Riverland, South Australia.
Any Key Background Information	<p>M.A.R.S. has been in business for coming up forty years and currently employs 20 staff.</p> <p>For several years leading up to 2008 our annual profit had been falling from lack of factory productivity and I was considering selling the business, and at the time my accountant and bank were putting pressure on me as well, because there was simply not enough profit in it and consequently I had had enough.</p> <p>In 2008 I attended a local manufacturing association meeting. At the meeting a kitchen manufacturing colleague spoke of how PCs on the factory floor and time tracking software was helping him turn his business around. I went and looked at the system working on the factory floor and in the production office and figured there was no reason why the system would not work for me in my business as engineering and productivity is simply about managing labour and managing time, so I put the software in as well.</p> <p>In the first week of our time tracking software being installed I remember clearly that I was scared shitless of how it worked and what I needed to do to make it work. I dedicated a full weekend to figuring it out and I phoned the time tracking software company a lot and I am glad I stuck at it and made it work as this is the best thing I have done in my business since owning the business in 1987.</p>
# Factory Floor Staff	18
# Total Staff	20
Annual Revenue (approx)	\$4.5 million per year
Factory and Office Size m2	2500 square metres
# of CNCs	
Geography Serviced	Nationwide
Staff Times on Jobs Recording prior to Empower	Lie sheets, cheat sheets and crime sheets that my factory staff used to fill at day end. The two key failures of "lie sheets" that staff fill out are <u>firstly</u> the times are highly inaccurate and <u>secondly</u> , and most importantly, they do NOT make staff accountable to meet the times on all their jobs and therefore do NOT motivate factory staff to work to meet the times on all their jobs
Years in Business	28 years
Associations and any positions held	Motor Trade Association of South Australia
Staff Groups Tracked on Empower	All factory staff
Years using Empower as at 28/3/2015 currently	7
# PCs on the Factory Floor with Empower on	5
# Of our Managers using Empower	2
Estimated Productivity Gains using Empower	About four months into using the software my accountant phoned me out of the blue and said "your numbers are looking a lot better - what is going on?". I

replied "we are now using PCs on the factory floor and Empower Factory Productivity Software".  
Within six months of using the software we had turned our factory productivity on its ear increasing it by an absolute minimum 30%.

At eight years on using Empower Software we have increased our factory productivity by an estimated 50%.

**Key Points on Empower Software:**

- Firstly, all my factory staff are now entirely goal and time oriented on all their jobs – PC screens advise them of budgeted time when they start each job and the actual time when they finish each job.
- Secondly, all forms of our factory Downtime are tracked. We track factory overhead jobs, unproductive jobs, rework, unaccounted time, time stolen from lack of promptness at day start, smokos, lunch and day end. (Production time lost eight times a day at day start, smokos, lunch and day end was costing us 30 minutes per staff member per day, which is 2.5 hours per staff member per week, which for 25 staff was 62.5 lost production hours per week totalling 270 lost production hours per month, which at our overhead cost or about \$70 per hour was costing us in excess of \$18,958 per month. We have stopped all forms of time slippage of all forms of Downtimes.
- Thirdly, myself and my production management staff monitor all times on all jobs with up to the minute accurate production information which enables far more responsive and better production management and planning. The system gives us all the business reporting and business metrics we could possibly need.

The best advice I can give anyone attempting to manage any engineering or manufacturing business, and attempting to manage factory staff in today's environment, is listen to me speak further about Empower on [www.youtube.com](http://www.youtube.com) [click on the icon below] then come and see the system working in my factory and talk to my staff, management and myself or at least phone me, I welcome the opportunity to show or discuss this with you.

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**SHORT VIDEO - CLICK HERE** to view a short video of Mars Transport Equipment and Empower Software



**TRADE MAGAZINE ARTICLE 1 - CLICK HERE** to view a trade magazine article of Mars Transport Equipment and Empower Software July 2009

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