

# 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."*

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| 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"> <li>• 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.</li> <li>• 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.</li> <li>• 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 &amp; interstate clients with free standing &amp; custom built furniture &amp; contract joinery for their local markets.</li> <li>• We became a member of the SA Furniture Guild of Manufacturers in 1980 &amp; later, the SA branch of the Furniture Industry Association of Australia.</li> <li>• I accepted a voluntary position on the SA Furniture Industry Training Council &amp; was increasingly involved in the development of a High Tech Training Centre at Marleston TAFE.</li> <li>• Sold our business, BTH Industries in 1997</li> <li>• Began developing QuikQuote Software Developer from 1997 to 2016.</li> </ul> |
| Clients time recording prior to Empower | My experience with recording time for costing purposes started in 1965. I was   |

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|  | <p>employed as a Cabinet Making Apprentice, working for a local manufacturer employing 20 staff. The jobs were given job numbers &amp; 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 &amp; 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 &amp; 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"> <li>1. They do not motivate factory staff to work any quicker</li> <li>2. Times recorded by factory staff at the end of the day and they are very much guesswork and highly inaccurate</li> <li>3. Too much administration time and cost to enter all the job cards into a costing program and then to analyse a useful result.</li> <li>4. Job cost information with times on jobs reported 2 days after production finished is pointless</li> </ol> <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>  |

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|   | 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.<br>I suggest you go to the following links to listen on <a href="http://www.youtube.com">www.youtube.com</a> Also sight trade magazine articles at <a href="http://www.empowersoftware.biz">www.empowersoftware.biz</a> , go to Downloads and News and then News / Editorials to sight the following:<br>17 Peppertree Furniture A Powerful tool to transform your business Nov 2009 |

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|  | <p>19 Peppertree Furniture II 86% Increase in Factory Productivity Feb 2010<br/>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 &amp; 2012, I was involved with implementation of:</p> <ul style="list-style-type: none"><li>• Pfitzner Furniture</li><li>• Comace Shopfitting</li><li>• Chapman Fabrications</li><li>• Alby Turner Kitchens</li><li>• Spry Joinery</li><li>• Riverland Cabinet Makers</li><li>• Tiana Timber Windows and Doors</li><li>• MARS Transport</li><li>• Total Kitchen Solutions</li><li>• Dickson Aluminium Windows and Glass</li><li>• Packers Aluminium Windows and Doors</li><li>• Comseat Furniture</li></ul> <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.

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