

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%."

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| 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...) |

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| <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> |

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| | 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.

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

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| 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 Full Time Production Management Roles | 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