



123 Ellis Street, PO Box 5266, Frankton, Hamilton 3242

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Background - Montage Kitchens

Owner and General Manager: Ken Monk (Past president of the NZJMF 2000 - 2005)

Production Manager: Craig Mackie

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123 Ellis Street, Frankton, Hamilton

Kitchen and Joinery Manufacturer

We make one off custom joinery - 90% of our business is kitchens. We also make a range of timber joinery including stairs, timber windows and doors and furniture.

We employ 16 factory staff.

We have been using Empower for over 6 years.

We use "Empower - time tracking jobs and staff". Within the next two months we will be purchasing and using "Empower Job Scheduling".

In using Empower we have found;

- Empower was quick and easy to install and implement.
- Empower was very easy to learn and use for both factory staff and production management. We were running reports from Empower in the first week.
- Empower works well for both 'one off custom products' and 'standard products batched and made in volume'.
- The software is well suited to our industry – manufacturing kitchens and a wide range of timber joinery.
- In short Empower is a very effective man management and job tracking system.
- It allows us identify on every job or kitchen which factory staff are achieving budgeted times and which staff are not. Where staff are not achieving their budgeted times we can present their times and work with them to address any issues to improve times.
- The program reports the status of each and all jobs in the factory – which we use for answering customers phone calls regarding the current status of their kitchen. We also use job status and forward production reports to good effect in our production planning.
- It enables us at the press of one button quick and easy back costing of actual labour times of each jobs and order as soon as they finish.
- Empower tracks and reports in "real time" – that is, with "up to the minute" information directly from the factory floor. And furthermore, all information and reports are right at our fingertips and are easy and quick to print out.



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- Empower has provided us a means of far better management of your largest and most variable cost – our labour cost.
- Through comparing actual to budgeted labour times we also continually adjust our costings and quotations to enable us to achieve greater margin, sales, market share and profitability.
- Empower has enabled us to achieve significant increases in profit margin per order and overall profitability.

Empower's impact on our weekly output and profitability;

- We would estimate that on our weekly output has increased a conservative 15% (i.e. on the same staff numbers and hours worked weekly). We achieved an estimated 8 to 10% the first week we put the system in. We will be dedicating more time to Empower shortly and expect to drive gains in staff output and factory productivity well above 15%.
- Equivalent reduction in factory staff 2. Which is the equivalent wage cost saving of \$72,800 per year (\$1,400 per week).
- Empower has added a significant amount to our bottom line in two areas, namely;
 - Wage cost saving outlined above \$72,800 per year, and
 - Sales margin being maintained across all products and orders. As we monitor all "slippage" of labour times and act immediately. This has had a significant impact on our profitability.
- The Empower program paid for itself fully well within 6 months

Ken Monk
Montage Kitchens
Owner manager

Craig Mackie
Montage Kitchens
Production Manager