



## INDUSTRY NEWS

# Seeing a Rapid Return on Investment

## **Following the installation of EMACS Bodyshop Manager, the Reg Vardy Bodycare Centre in Leeds benefits from a 20% increase in turnover**

**1 August 2006 – Dewsbury, United Kingdom** – Reg Vardy Bodycare Centre in Leeds has installed E.M.A. Computer Solutions' PC-based Bodyshop Manager tool to load and manage its new 33,000 sq feet bodyshop. The site has 24 productives and between 60 and 150 jobs on the go at any one time: and is one of the largest bodyshops in the UK.

The installation of EMACS Bodyshop Manager took place in late January, since which time the bodyshop has been benefiting from not only better visibility of resources but also the automation of many administrative processes (which have freed up personnel to do more productive tasks).

The EMACS system has enabled the Reg Vardy Bodycare Centre to increase its throughput of vehicles, and the business has seen a 20% increase in turnover whilst reducing its courtesy cars by 10%. Moreover, this has been achieved without increasing the site's administrative staff.

David Crowder, Bodyshop Manager, says: "We're extremely impressed with Bodyshop Manager and find it incredible just how quickly we've seen a return on our investment."

Previously (at the old site), the business had been managed using a number of in-house spreadsheets and the usual bodyshop paperwork: i.e. 'lick-it-and-stick-it' timesheets and T-cards.

Of the site's 53 employees, four used to run the old system. Crowder explains: "In addition to two full-time administrators, one estimator and a workshop controller were required to help run the old system, which meant they weren't available full time to do the jobs I really wanted them to perform. They've since been released to do more productive work – making the shop extremely efficient."

EMACS Bodyshop Manager has given Crowder good control over the Reg Vardy Bodycare Centre in Leeds: and he now has total control over the entire operation and productive activity, plus full management information at his fingertips.

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Crowder continues: “The savings we’ve made through the better utilisation of our staff and losing a few courtesy cars have paid for EMACS Bodyshop Manager several times over in the past six months.”

Further, by always achieving promise times, Crowder estimates the company is also saving several hours a day through not having to make or field phone calls to/from customers about the progress of the repairs.

“Whichever way you cut it, EMACS Bodyshop Manager is saving us money and making us money,” Crowder concludes, “and has paid for itself within months of installation.”

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**Alan Hargreaves of E.M.A Computer Solutions (left) and David Crowder of Reg Vardy Bodycare Centre in Leeds shake hands following the installation of EMACS Bodyshop Manager.**