



# JF Joinery Doubles Revenue and Optimises Production Thanks To The Joinery Network

***“Since we adopted the Lignum tooling system for timber windows and doors, we have more than doubled our revenue since 2019 including lower costs, less downtime and higher profit margin!”***

**– John Fanthorpe (JF Joinery)**

JF Joinery is five star rated manufacturer based out of Exmoor and has been producing timber doors, windows and joinery products since 1976. JF joinery is an affiliate of The Joinery Network and since then, has grown the business dramatically thanks to the Leitz Lignum tooling system for timber doors and windows and support from The Joinery Network. Today, JF joinery operates in two markets: joinery and flooring.

Leitz Tooling is a founding member of The Joinery Network and provides tooling and technical support to members and affiliates. The Joinery Network was established in 2018 to help UK manufacturers of timber doors and windows get into the market by reducing startup costs by at least 65%. The network also lowers barriers to entry, as manufacturers using the tooling system inherit both required and coveted certifications, such as energy efficiency ratings, suitability for new and restoration builds or the police secure by design accreditation.

Quite simply, The Joinery Network brings together leading organisations and specialists from the market with the know-how, advice, products and services to help you move your business forward.

## **Leitz Tooling:**

Tel: 01279 454530

Mail: [contact-uk@leitz.org](mailto:contact-uk@leitz.org)

web: <https://shop.leitz.org>



JF joinery, one of the first customers of The Joinery Network to receive the Lignum system back in 2019, achieved remarkable enhancements in production efficiency, product quality, and overall business operations. The integration of the Lignum tooling system from Leitz has streamlined JF joinery's machining processes, resulting in a significant boost in production volumes.

***“Our cycle times are massively decreasing, since we adopted the Lignum system we have more than doubled our revenue since 2019. This is mainly due to faster cycle times, in fact we spend far more time assembling and decorating our products than we do machining them at no cost to quality. If we hadn't invested in Lignum, we wouldn't be in business now.” - John (JF Joinery)***

By streamlining tool setups and reducing downtime, JF joinery has achieved reduced production cycles, enabling them to meet the ever-growing demand for their high-quality timber products.

***“Since we joined the network, our production times have decreased significantly and it has done so in many areas. Firstly, the finish quality of the system has dramatically reduced our need to sand down or re work a project, meaning we can get straight to assembly and decorations like painting and the de-nibbing process has gotten shorter too. Secondly, our set up times have been massively reduced, this means we can replace tools easily and not have to worry about replacements and tool changes impacting production time, the tools last a very long time so since moving to Lignum, we are replacing our tooling far less.”***





Moreover, the Leitz Lignum tooling has empowered JF joinery to expand its market reach and secure new sales opportunities. Manufacturers using Lignum tooling inherit compliance with industry standards, such as PAS:24, Secure by Design and building regulations Q, L, & M. Eliminating the need for costly and time-consuming product certifications, granting JF joinery a competitive edge and opening doors to new customer segments. Not to mention, the massive saving in money and time that would have been required to pass over 7 forms of testing including weather tightness and energy efficiency.

*"Back when we started in joinery, certifications were not really a thing and our traditional designs would not have passed testing. Now, they change so much its hard to keep up to date. Without The Joinery Network, there is no way we would have been able to keep up with changing regulations like PAS:24. As a joiner you cannot afford to not cater to all areas of joinery (New build and conservation), as the Lignum products inherit compliance, the value is immeasurable and it has been vitally important to our success – the Lignum design is streets ahead and we now exclusively manufacture Lignum products."*



Furthermore, Lignum tooling has significantly reduced JF joinery's start-up costs. The comprehensive tooling system, with its meticulously designed tool sets, has eliminated the need for extensive product testing and validation to meet building standards. The network has already bore the brunt of the arduous and expensive testing process, streamlining the development process, allowing JF joinery to bring new product designs to market faster and more efficiently.

*"Since Brexit and Covid, its no secret that margins are getting cut by high material costs and joiners are facing massive increases in running costs, something JF Joinery never really considered until Covid19. It has been much more affordable doing it this way. Initially I thought, hell this is a lot of money, then you do a cost analysis and compare the initial investment to faster production times, reduced downtime, accurate tools, no testing costs and less re work and the cost becomes negligible."*



Leitz & The Joinery Network are constantly testing new designs, tools and materials so that manufacturers of timber doors and windows can stay up to date with the latest designs and trends. As recently as the 2nd of November 2023, The Joinery Network became the first UK company to offer Accoya timber products to PAS24:2022 standards.

In essence, Lignum tooling from Leitz has proven to be a game-changer for JF joinery, enabling the company to achieve remarkable advancements in production efficiency, product quality, and overall business operations. The combination of increased production volumes, expanded sales opportunities, and reduced start-up costs has propelled JF joinery to new heights of success, solidifying its position within the local market.

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