



progress plus

progressplus helps ETL increase profitability

Electronic Technicians Ltd (ETL) is a total solution Contract Electronic Manufacturer, based in Ferndown, Dorset. Established in 1982, ETL provides a total manufacturing solution across all areas of electronic assembly, including PEC's, cable harnesses and cabinets. The company's market sectors include Defence, Medical, Aerospace, Communications and Energy and Environment.

ETL has approvals for ISO9001, 2000 and the prestigious AS9100, the international standard for aerospace suppliers.

The company has grown to 40 employees but is currently undergoing a period of expansion to meet new order requirements.

"As our business was growing and our requirements were changing we decided to install a new manufacturing system to replace our previous proprietary system," said Phil Scantlebury, Project Manager at ETL. "The existing system was struggling to cope with the increasing demands being placed on it and after reviewing five different systems we selected the ProgressPlus system for a number of reasons.

"One of the key reasons we selected ProgressPlus was that system allowed us to quickly create customised reports that were very easy for managers to understand. This has meant that managers can now extract important costing and labour information with minimal system training."

ETL is using all of the modules within ProgressPlus, from Enquiries, through Shop Floor Data Collection to Invoicing.

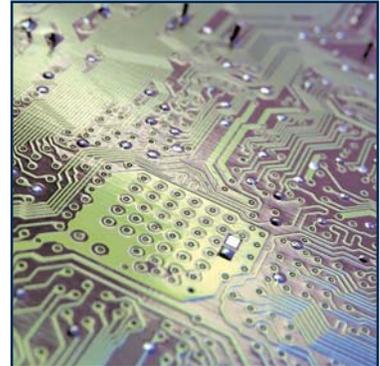
"Operators find the Shopfloor Data Collection System simple and easy to use. We use barcodes extensively so most operations are scanned which eliminates booking errors. For manual operations without barcodes the operators use touch screens."

"ProgressPlus also allows salesmen to look at previous works orders, literally while the customers are on the phone, allowing them to quickly assess the profitability before deciding on pricing of new orders."

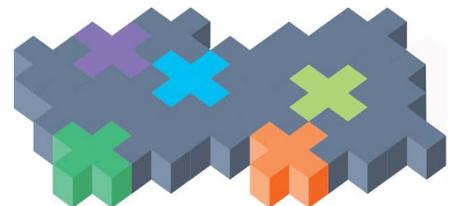
"In summary, ProgressPlus has given us better visibility into our entire business, which has allowed us to improve our on-time delivery, reduce stock levels and assess and improve profitability."

www.etluk.co.uk

electronics



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