



Jason Skene

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## Ideal Mityboy

It's changed everything. It's revolutionised the way I work – the words of Jason Skene, owner/operator of Ideal Kitchens and Wardrobes based in Bromley, Christchurch, talking about his new Mityboy. "I know I sound like I should be on commission for Jacks, but it has just made such a difference to how I work. I knew it would. But talking to a salesman and watching videos are one thing. Actually having it working for me is something else".

Ideal Kitchens and Wardrobes is the type of business that Jacks identified as the prime market for the benefits of a small, affordable CNC package. Previously a builder in Ashburton, with joinery experience in the UK and Australia, Jason set up Ideal last year, making kitchens the traditional way with a panel saw. When he saw the Mityboy he immediately saw the benefits. First he set about learning PRO100 – the software package that links directly to the Mityboy. It wasn't long before he was taking his laptop to customers, measuring, discussing and designing their kitchen right there in front of them.

Before the Mityboy was installed Jason used the cutting, hardware and pricing lists available in PRO100 to quote jobs, before making them on his panel saw. Now he spends a little bit longer tweaking the designs before putting them on a USB stick and machining them on the Mityboy. "I reckon the design process is around 90 minutes for an average kitchen" says Jason, "of which approximately half that is done with the customer. After the initial design I email them a quote complete with designs and pictures, and if the job is confirmed then it doesn't take much to finalise the project and put it on a memory stick." He's super-quick.

"Mityboy has become the central piece of my workshop. It's so efficient that it imposes efficiency around it. Any new business has growing pains and hiccups, and I'm no different, but the Mityboy bought everything together into a really effective way of working" he says. One of the reasons Jason saw the value of Mityboy for his business was that he'd reached the stage where he could do with another member of staff. He crunched the numbers and realised that buying Mityboy worked out at less than half the cost of taking on another joiner. "It's cheap" he says, "and I can put a sheet on and walk away knowing that that the accuracy will be spot on".

Jason is quick to point out that the cost effectiveness of the Mityboy doesn't require it to be running full shifts. "With the design work done in advance – the Mityboy cuts an average kitchen by morning tea. While it's working I have the time to edgeband, or work on another quote. Or clean!"

He's not joking. Having a clean workshop is part of Jason's customer presentation. "An untidy workshop doesn't necessarily mean a messy job" he says "but in my case I like my workshop to present the same smart, professional appearance as my showroom, and my work." Procam's Vortex dust extractor has helped with this: "it wasn't until I lifted the lid to show someone how the extractor worked that I realised just how much dust this thing had collected" he says. "Now I realise just how effective it is."

Ideal Kitchens and Wardrobes is proof that a Mityboy is cost effective even for a one-man operation. But Jason doesn't plan to remain

on his own. "At present, with the Mityboy doing the cutting so fast and accurately, I can choose whether to do the installations myself, or whether to contract them out. I can plan my time to build the cabinets just a couple of days before an installation date. This maximises the space in my workshop and minimises the time the assembled cabinets are around to be knocked into or damaged". Jason believes the Mityboy is perfectly adequate for the foreseeable future. "This machine could be doing five times as much work as I need it for now" he says.

Just recently Jason has taken on an additional member of staff, and it's interesting to see it's not a joiner. Louella is a part-time design student, with work at Ideal including reception, administration and sales work using PRO100. "Louella picked up PRO100 really quickly, so she acts as another salesperson while I'm out installing or quoting" says Jason.

Jason has other plans for the future as well as growing his core business, and a trip to the office upstairs reveals a coin-operated games console complete with over 40 'old-skool' games, including Space Invaders and Pac-Man. He's in the process of designing the cabinets to be cut out on the Mityboy. A true Kiwi entrepreneur – using the latest technology to make retro entertainment for the nation's fish n' chip shops. Mighty indeed.

