



Helping subcontract precision engineers streamline their entire production process

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## ADDMORE ACHIEVES FULL SALES VISIBILITY AND TRACEABILITY WITH PSL DATATRACK

Addmore Engineering Limited has significantly enhanced its operational efficiency since adopting PSL Datatrack just over a year ago, transforming fragmented processes into a unified, streamlined system and achieving full sales visibility and traceability benefits.

With over 35 years of experience as a global supplier of precision CNC turned and milled components, Addmore was searching for a solution that could integrate critical aspects of the business and found it in PSL Datatrack, a modular production control software system designed specifically for subcontract precision engineers.



PSL Datatrack streamlines every aspect of the manufacturing process, from initial quotation to final invoice, encompassing scheduling, stock control, traceability and quality management. By integrating these functions into a single system, PSL Datatrack eliminates the need for disconnected spreadsheets and manual processes and has a proven track record in helping subcontractors to gain more time, efficiently manage sales and ultimately maintain a steady cash flow.

Before switching to PSL Datatrack, Addmore had relied on multiple, disconnected systems to manage production. Equipped with over 40 state-of-the-art CNC machines, including Citizen and Star sliding-heads, DMG Mori and SMEC fixed-head mill-turn machines and Kitamura horizontal machining centres, Addmore offers the highest quality components to meet any specification and delivery requirements.

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Addmore currently supplies components and sub-assemblies to a wide range of industries including Aerospace, Defence, Automotive, Hydraulics, Autosport, Fastener, Instrumentation, Oil and Medical. The company also offers assembly and centreless grinding services and has a strong reputation for quality with ISO 9001:2015 accreditation.

While its previous method handled the commercial side of the business adequately, essential functions such as quotations, machine scheduling, material and component stock control and gauge calibration were managed separately. "The attraction of moving to PSL Datatrack was having all of these processes incorporated in one place," comments Ben Vasquez, Managing Director of Addmore.

The previous, disjointed approach was not only draining valuable resources, but also creating inefficiencies across departments. "The previous methods were very people-dependent, taking up vast amounts of key employee time which can now be utilised elsewhere," Ben explains. "The need to consolidate these processes into one cohesive system became a priority."

The decision to invest in PSL Datatrack was driven by its reputation as a user-friendly product designed specifically for the subcontract precision engineering industry. "I have been in the industry for a long time and PSL Datatrack has always had a presence in the subcontract machining sector," says Ben. "We called PSL Datatrack, were given a full demonstration and could immediately see the benefits the system would bring. An order was placed very quickly after our first chat."

The implementation was smooth, training provided in bite-sized chunks and Addmore swiftly went live with PSL Datatrack. The software quickly provided Ben's team with the control and traceability required at every stage – all works orders are now tracked from start to finish, offering transparency that benefits both Addmore and its customers.

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“We are always looking at ways to streamline our processes and PSL Datatrack was a perfect fit into this philosophy. Having full traceability of every works order, in one place, is what we require and our customers expect,” continues Ben.

The switch has enabled key employees to focus on higher-value tasks, such as the monitoring of sales performance, rather than being bogged down by the maintenance of disconnected data. It also quickly became an essential tool across other departments, including production, assembly, despatch, stores and accounts.

“PSL Datatrack has given us greater visibility of sales, progress and stock throughout the business,” Ben confirms. This enhanced visibility has improved overall operational efficiency and enabled Addmore to better manage customer orders, ensuring it can meet tight delivery schedules and maintain its reputation for quality.

Looking ahead, Addmore is planning to expand its use of PSL Datatrack by introducing live status boards throughout the factory. These dynamic boards provide real-time updates on production activities, allowing for instant visibility into the status of ongoing jobs, resource utilisation and overall production progress to enable timely decision-making and proactive problem-solving.

“We plan to use status boards throughout the machine shop to deliver current schedules, work flow information and key performance indicators to all staff. This will generate greater visibility, particularly for our shop floor staff, and ultimately further enhance our efficiency,” concludes Ben.

Addmore’s success with PSL Datatrack therefore highlights the software’s ability to address the unique challenges faced by subcontract precision engineering businesses. By integrating core processes, freeing up valuable resources to focus on sales and improving traceability, PSL Datatrack has positioned Addmore Engineering Limited for continued growth in this competitive industry.

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