

# Stagirus S2 Enterprise Case Study: EMJ



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— Jay Czarnecki, Operations Manager, Northeast Region

## EMJ Increases Asset Uptime, Saving \$4 Million

For nine decades, EMJ (Earle M. Jorgensen Company) has been one of the largest metal distributors in the world. Part of the \$7 billion, Fortune 500 Reliance Steel & Aluminum Company family, EMJ operates 36 plants throughout North America.

EMJ inventories more than 25,000 different bar, tubing, plate, and various other metal products for widespread applications, from aircraft to construction materials. Drawing from a global supplier base, EMJ aims to deliver the highest-quality products at the most competitive costs to clients. With the daily mantra, “Next Day Delivery or for Free,” at EMJ, the speed, reliability and efficiency of production operations matter the most.

### Automating Asset Optimization

Production and distribution processes have changed dramatically in the metals industry since EMJ began in 1921, driven by new technologies. Yet, equipment inspection processes at EMJ had largely remained the same over the years.

With manual, paper-driven processes, inspection and maintenance were time consuming. Moreover, responsible teams lacked real-time information about the status of equipment or replacement parts, requiring multiple calls.

In addition, lag times between inspections, maintenance, and parts replacement contributed to asset downtime. Delays in parts availability kept equipment down for hundreds of unnecessary hours per year – impacting the bottom line.

EMJ implemented Stagirus S2 Enterprise software to automate its end-to-end asset performance and reliability workflow, enhance asset uptime and improve productivity. The sophisticated software collects and communicates equipment data across the company in real time, giving all areas of the plant an accurate, current look at all assets.

*“We chose Stagirus for its ease of use, automation and ability to be configured for our specific processes,”* said Jay Czarnecki, Operations Manager of the Northeast region.

### Customer:

**EMJ, a Division of Reliance Steel.  
\$7.2 B Fortune 500 Company**

### Needs:

- \* Reduce equipment downtime
- \* Automate inspection processes
- \* Improve parts management
- \* Reduce overall costs
- \* Mitigate operational risk

### Results:

- \* Increased asset uptime as much as 50%
- \* Cut inspection time as much as 50%
- \* Saved \$1.5M in parts management
- \* \$4M total cost savings
- \* Reduced safety incidents by 5%
- \* Exceeded OSHA safety standards.

## Gaining Real-Time Insight

Stagirus S2 now automates equipment inspection, preventative maintenance scheduling, and the maintenance and inspection logging processes.

On the floor, all equipment subject to inspection is tagged with RFID barcodes, from fork lifts to saws to fire extinguishers. Operators simply scan assets and complete inspections on handheld devices.

Within seconds, that information is transmitted to the Stagirus centralized database, giving operations managers, health and safety managers and maintenance teams actionable data about all inspected assets right on the desktop. From an easy-to-use interface, they create work orders, request parts, make equipment replacement decisions, and ensure that the plant remains safe and in compliance.



## Cutting Inspection Time

EMJ rolled out Stagirus in seven of its plants, from small facilities with less than 50,000 square feet to the largest plant with more than 600,000 square feet. After brief training, operators began using the handheld devices, quickly preferring the new electronic method.

Asset Name	Issue Name	Reported Date	Severity	Status	Occurr
CRANE1	Proper E...	06/11/20...	High	Open	41
SAW4	Check ge...	06/16/20...	Low	Open	1
SAW3	Check ge...	06/17/20...	Low	Open	1
SL6	Leak/Ch...	08/12/20...	Medium	In Progn...	1
WALLCRANE	Moist, L...	08/12/20...	High	In Progn...	12
YALE FT	Tread Co...	05/20/20...	Low	Open	3
Overhead...	Wire rop...	06/12/20...	Low	Work Ord...	2
Overhead...	Upper S...	06/12/20...	High	In Progn...	14
Order Pl...	Gauges, ...	06/12/20...	High	Work Ord...	4
SOMERSET	Conditio...	06/12/20...	Medium	Open	3

The screenshot shows the 'Issue Management' dashboard. It features a navigation bar with 'CREATE', 'EDIT', 'SAVE', 'DELETE', 'SEARCH', and 'OFFLINE' buttons. Below the navigation bar is a 'Summary' section with a table of issues. The table has columns for Asset Name, Issue Name, Reported Date, Severity, Status, and Occurr. Below the table is a 'Details' section with 'Issue Details' and 'History' tabs. The 'Issue Details' tab is active, showing fields for ECH, Asset Name, Model #, Reported By, Status, Source, Severity, Maintenance Category, and Power Applied.

On the Stagirus dashboard, managers view inspections daily. At all times, they know inspections are complete and exactly what equipment requires maintenance. They now see asset data at regional plants daily, rather than waiting for bi-weekly visit reports. More strategically, they can spot trends in equipment activity and plan replacements accordingly.

*“With Stagirus, everything is real-time and updated on a daily basis, instead of waiting for a report to come in,” Czarnecki said. “It takes minutes – instead of hours of pain, people and paper.”*

Instead of 45 minutes, inspections now take about 20 minutes, on average, per asset. That means operating equipment is back up and running in half the time.

With the centralized, enterprise-wide system, plants can share best practices and corporate decision-makers can view information for process improvements and decision-making.

## Saving \$1.5 Million in Parts Management

EMJ further streamlined parts management, ensuring that parts are available when they're needed in order to keep assets in operation. With Stagirus, plants link parts requests and usage directly to specific equipment and work orders.

By tracking parts accurately, EMJ further reduces asset downtime due to out-of-stock parts. Moreover, with a greater view into parts usage, the company had the data necessary to negotiate volume discounts from suppliers. In total, EMJ saved an estimated \$1.5 million with streamlined parts management.

## Minimizing Risk

While maximizing asset uptime, EMJ also mitigates risk. RFID-tagged assets ensure that inspections actually take place, while work order tracking allows the company to perform essential maintenance quickly.

On their handheld devices, operators see the history of inspections, maintenance and parts for each asset. Plant managers know whether equipment and procedures comply

with OSHA standards. When plants are subject to external audits, and possibly OSHA inspections, they have complete, accurate electronic records of their compliance efforts.

"We had good safety programs in place, but they were time-consuming. Now with a quick review, we know all equipment is safe," Czarnecki. "You can't put a cost on one bad or missed inspection, or an injury."

## Return on Investment

EMJ realized noticeable improvements in multiple areas soon after implementing Stagirus S2 Enterprise:

- \* Time-savings with inspection reporting: 25-50%
- \* Reduced losses from equipment downtime: 25%
- \* Reduced safety incidents: 5%
- \* Reduced repair costs: 5-10%

Across seven branches, EMJ saved \$3 to \$4 million primarily due to increasing asset uptime. Across all 36 plants, the company estimates it will save about \$10 million once implemented. With that track record, EMJ looks to extend Stagirus to additional branches.

By designing reliability into daily plant operations, EMJ created a culture of prevention and improvement, thereby operating more safely, productively and profitably.

***"We've been very happy with Stagirus and would recommend it to anyone - and have," Czarnecki said. "By improving communication, we improve asset uptime and safety."***



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