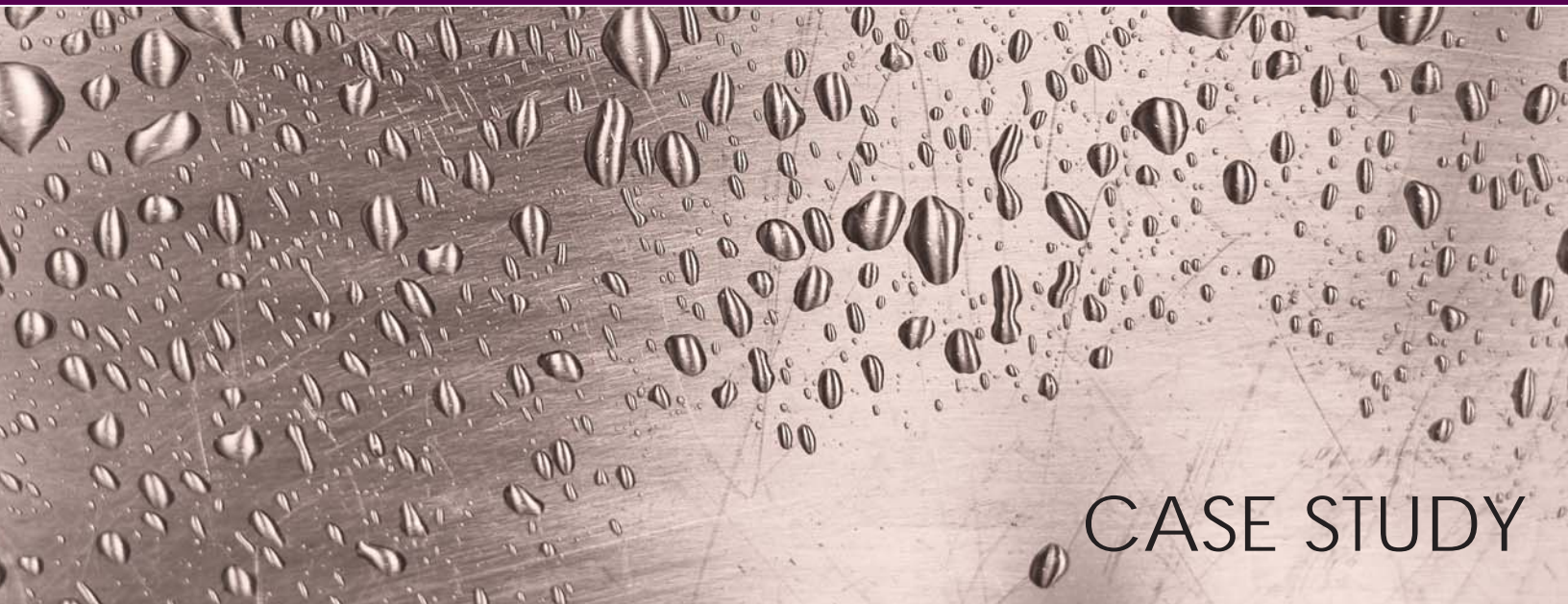


Ryerson Puts the Pedal to the Metal

With a Six Sigma Strategy - Shoplogix™ Increases Productivity by 19% with a 140% ROI



CASE STUDY

RYERSON INC.

Ryerson Inc. is North America's leading distributor and processor of metals with approximately \$6 billion in annual sales. Headquartered in Chicago, Ryerson extends a network of service centers across the United States, Mexico and Canada as well as metal trading capabilities around the globe.

BUSINESS GOAL

Ryerson adopted a Six Sigma approach to drive a measurement-based strategy that focused on process improvement. The primary goal was to incorporate Six Sigma objectives into operations and build the foundation for a successful program. The critical first step was to develop a sound data collection plan to gather reliable and statistically valid data.

CHALLENGE

The key challenge for Ryerson was to find a solution that could acquire real-time production data in a legacy environment that could be implemented without layers of integration or customization.

SOLUTION

Having evaluated a number of data acquisition products, Jeremy Brown, Six Sigma Black Belt and Senior Project Manager at Ryerson, found that the majority of solutions

"Shoplogix is an elegant solution that simplifies the entire data acquisition process."

available required a capital investment over and above the purchase of software and involved lengthy implementation times of three months or more. This route also necessitated layers of

integration effort and costly customization. Looking at the options, Ryerson considered

"In an eight hour shift we saw a 19% increase in productivity without increasing costs. On our initial Plantnode installation, we achieved a Return on Investment of 140% with a payback of 28 days."

building a home grown solution that would not necessarily be faster, but would be customized to meet the organization's specific needs with a similar amount of effort. Upon further consideration and research an alternative solution was discovered in Shoplogix.

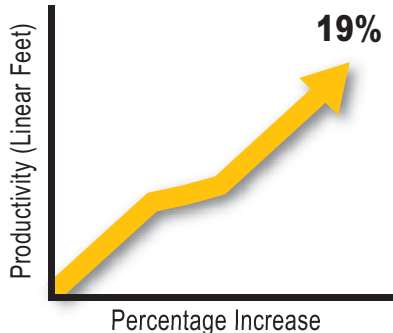
Peeling Off the Layers and Getting to the Heart of the Matter

Jeremy Brown stated, "We chose Shoplogix for a number of reasons. It's an elegant solution that simplifies the entire data acquisition process and it can scale when we're ready to fully utilize its performance management capabilities. Plantnode is proven in legacy environments, delivers results faster than if we were to build it on our own, and it's less complex than competitive products. The low complexity meant that we would have an easier implementation with no major retraining required."

"Other products need a PLC (Programmable Logic Controller) to access data and require layers of integration and customization.

Increase in Productivity

Source: Ryerson Inc. 2006



In an eight hour shift productivity increased without increasing costs.

Shoplogix offers a neat, packaged solution that combines hardware and software so there is no integration required and no compatibility or standards issues to deal with. Plantnode installs in one day, it's easy to use and the results are immediate."

Ryerson installed Shoplogix's Plantnode on one 'cut to length' line in the steel processing division and determined that a 5% increase in production was sufficient to justify the investment. Brown stated, "Plantnode performed far beyond our expectations. In an eight hour shift we saw a 19% increase in productivity without increasing costs."

Return On Investment

Source: Ryerson Inc. 2006



Ryerson achieved a 140% Return On Investment with a payback of 28 days.

"On our initial Plantnode installation, we achieved a Return On Investment of 140% with a payback of 28 days."

The project was a marked success, not only because of the dramatic increase in production, but also because Ryerson's operators fully embraced the solution. Shoplogix proved to be a motivating force within the organization. According to Craig Thompkins, VP Operations, Operators felt their lives were made easier and for the first time, they were able to relate their efforts to the bigger picture. Proactive notifications and alerts combined with Plantnode's visual display boards helped automate our communication process and

increased performance visibility of the production line. The result of real-time feedback and greater visibility into our process was increased efficiency and productivity, faster response to unplanned downtime events, and a more driven labor force.

"Shoplogix has helped us establish a solid foundation to achieve our Six Sigma objectives. We've gained tremendous insight into our current processes and we have established new standards of production efficiency."

THE QUICKEST PATH TO MANUFACTURING EFFICIENCY

Shoplogix is a leading provider of performance management solutions that optimize manufacturing processes to reduce costs and increase profitability. Shoplogix specializes in providing business solutions which improve productivity, efficiency, quality and extend real-time visibility into all aspects of your plant floor operations. An integrated offering supported by a lean methodology keeps Shoplogix at the forefront of the industry to deliver solutions that provide customers with the quickest path to manufacturing efficiency maximizing ROI.



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