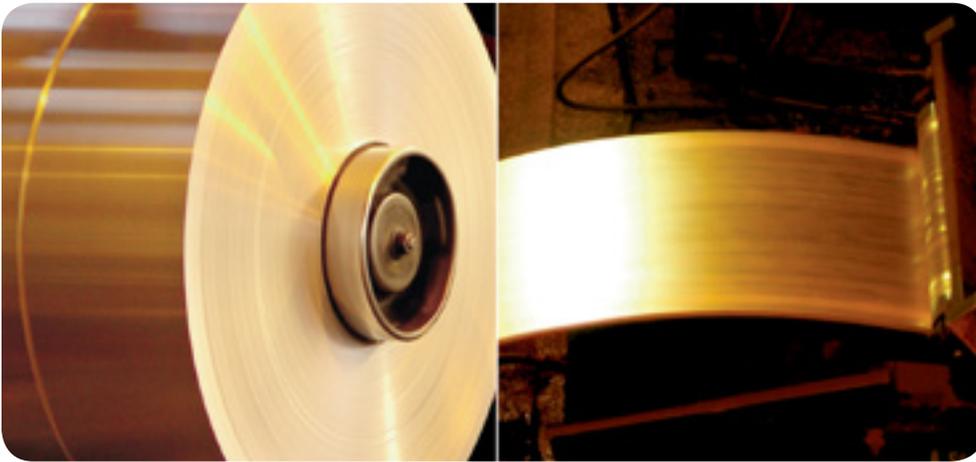


# Jupiter Aluminum Corporation

AXIS™ ERP

## Integrated System Delivers Better Management Information at Jupiter Aluminum



*AXIOM® ERP helps Scrap-based Coil Producer Streamline Data Collection and Information Access for Multi-site Operations*

### Profile

Jupiter Aluminum Corporation is a privately-held producer of high quality mill-finish and painted aluminum coil used to make building products such as gutters and downspouts, drip edge, screen frames, trim, soffits, vents and louvers. The company's products are also used by manufacturers of cookware, irrigation equipment, license plates and road signs. Jupiter Aluminum is 100 percent scrap based and produces essentially 3000-series alloys. Jupiter Aluminum has grown substantially since it was founded in 1992. The mill is located on 25 acres in Hammond, Ind. and has more than 600,000 square feet under one roof. A separate coating facility is located near Indianapolis in Fairland, Ind.

### Challenge

Like many metals companies, Jupiter Aluminum had outgrown its management information systems. The company found itself trying to effectively run a much larger business in a much more competitive market using a combination of aging custom-developed software, various point solutions, and numerous spreadsheets accumulated over the course of years. Most production reporting was keyed in by data entry personnel after the fact and management reports often required hours, even days, of manual data accumulation from multiple systems. In a business where nearly 80 percent of customer orders are changed in some way before they are completed, this made production scheduling and rescheduling a highly people-intensive process and forced management to make decisions without the depth of information they would have preferred.

### ④ JUPITER ALUMINUM

#### ROI at a Glance:

The implementation of AXIOM ERP has helped Hammond, Ind.-based Jupiter Aluminum, a producer of high-quality mill-finish and painted aluminum coil, achieve the following returns on investment:

- AXIOM ERP now in use throughout the mill, coating facility, and corporate offices.
- Production visibility dramatically improved with real-time updates and information access.
- Manpower required for schedule changes and communication greatly reduced.
- System reliability and performance beyond expectations; IT support staff of just two people.

“One of the most important things about AXIOM is that it helps establish proper procedures. It has helped us expose process problems and given us the tools to improve them.”

— *Michael Smith*, IT Manager, Jupiter Aluminum

Furthermore, the core software system was limited and required program modifications for just about any change. The computing hardware was becoming out-dated as well, and the risk of a failure was growing.

Jupiter Aluminum executives decided it was time to move the company to an integrated system using an off-the shelf ERP software product and a modern IT infrastructure.

## Why AXIOM?

When Jupiter Aluminum looked around at ERP software packages, they quickly found that most were not well suited to the metals industry. Several packages could provide the general capabilities they wanted, like multi-site support and bar code data entry, but few were built around the type of process routing definitions and attribute driven material identification they needed. Jupiter ultimately picked AXIOM from Consona Corporation because it was clearly built for the metals industry, and because the Consona people understood the issues and terminology of their business. It was also important to Jupiter management that AXIOM was already in use by a number of other coil producers and processors, so that they would be part of a community of companies with similar needs.

## Results

With AXIOM as the catalyst, Jupiter performed a complete technology and systems upgrade, including all aspects of the underlying infrastructure. AXIOM integrates all of Jupiter's information and business processes across both production sites and corporate offices. Most data collection is now done in real time at the source using RF bar code readers, up-to-date management reports can be produced in seconds, and information can be accessed from anywhere in the world via the Internet. Production schedules can be adjusted as needed each day and actual work status is visible at all times.

“AXIOM is providing better information and helping streamline just about everything we do,” says Paul-Henri Chevalier, Jupiter Aluminum Executive Vice President. “Like a lot of companies, we had resistance at first to the disciplines required by an integrated ERP system like AXIOM. But today we are past that and I don't think anyone would go back to the way it was before.”

“One of the most important things about AXIOM is that it helps establish proper procedures,” adds Michael Smith, Jupiter IT Manager. “It has helped us expose process problems and given us the tools to improve them.”

Some aspects of the system were embraced from the beginning. For instance, people took to the extensive bar code data collection capabilities provided in AXIOM “like fish to water” according to Chevalier. Today, after receipt from the hot mill, coils are tracked with bar code tags all the way through production, packaging, and shipping. Coating materials such as paints and washes are tracked through receiving, inventory, and production using bar codes as well.

“From a technical point of view, AXIOM is very easy to manage on a day to day basis. And using AXIOM's system options and user data, we've been able to respond to many requests that would have required program changes in our old system.”

— *Michael Smith*  
IT Manager  
Jupiter Aluminum

Both sites and over 65 users are supported by an IT staff of just two people. "The reliability and performance of AXIOM have exceeded our expectations," says Smith. "From a technical point of view, AXIOM is very easy to manage on a day to day basis. And using AXIOM's system options and user data, we've been able to respond to many requests that would have required program changes in our old system."

Chevalier summarizes by saying: "No one who has implemented a major new system will ever say it's easy. But the payoff to our hard work is that we now have a system that fits our metals business well, and that has the flexibility to evolve as we grow. AXIOM is becoming an important asset to Jupiter Aluminum."

## About Consona ERP

Consona Corporation is a worldwide leader in providing customer relationship management (CRM) and enterprise resource planning (ERP) software and services for companies of all sizes. Consona serves more than 4,500 customers worldwide and across a variety of industries.

### Consona Corporation

450 East 96th Street, Suite 300  
Indianapolis, IN 46240

P: (888) 826-6766 or (317) 249-1700  
F: (317) 249-1999

info@axiscomp.com  
consona.com  
axis.consona.com

