

EMJ Metals, Houston, Texas

PREVENTIVE MAINTENANCE CUTS BREAKDOWNS IN HALF WHILE ENHANCING SAFETY AND PRODUCTIVITY

CHALLENGE

Improper repairs lead to frequent breakdowns

Konecranes began working with steel service center EMJ Metals in 2008 when new management began looking for a more satisfactory crane service team. Konecranes assured Manager of Plant Operations Ken Herlacher that a proactive, preventive maintenance plan could save the company money.

A previous provider had been maintaining the equipment using the “lowest possible cost” approach. As a result, most of EMJ’s cranes had improper repairs and incorrect parts. A semi-gantry was a prime example; when Konecranes first inspected it, all four of its wheels were different sizes and the crane could not track properly. Breakdowns on EMJ’s cranes were common.



SOLUTION

Konecranes uses a proactive approach to crane maintenance

Konecranes began performing repairs on EMJ’s 10 overhead, gantry and jib cranes, using correct parts and procedures. While the customer was accustomed to inexpensive, “BAND-AID®-style” repairs, Konecranes began fixing the problems correctly. This situation continued from August 2008 through the end of 2009, when the relationship began to evolve.

Instead of questioning each repair and estimate, good communication between the two companies assured EMJ that the repairs Konecranes recommended were justified. When EMJ needed a new 15-ton crane and a runway extension for a 48,000 square foot expansion, Konecranes won the order, installing 240 feet of runway and an advanced Konecranes CXT crane.

RESULTS

Konecranes MAINMAN® program cuts emergency breakdowns in half Annual Business Review used for long-term capital planning

EMJ now uses Konecranes Annual Business Review to plan its maintenance budget for the upcoming year and Konecranes Job Safety Analysis procedure has become a requirement for EMJ’s other vendors. Two of the older cranes, rated 10-tons and 15-tons, are scheduled for replacement with Konecranes CXT cranes.

From 2008 to 2010, Konecranes responded to approximately 45 emergency service calls at EMJ when the customer had a load suspended or was unable to pick up a load. After a year and a half of inspections and preventive maintenance with Konecranes MAINMAN® program and correct repairs, that number has been cut in half. Now, the customer is able to budget for capital improvements rather than repairs.

“I have 100% confidence in Konecranes. Our cost of repairs has gone down substantially. I am also appreciative that they share the same safety goals that we do.”

Ken Herlacher, Manager of Plant Operations



INDUSTRIAL CRANES: Konecranes is the industry benchmark for safety, reliability, cost saving and productivity-enhancing innovation. Standard and heavy duty cranes include electric overhead cranes up to 1,000+ tons and explosion-proof cranes and components. Workstation lifting systems feature enhanced material flow with ceiling-mounted monorails and free standing cranes systems, jib cranes and manual lifting products and electric chain hoist up to 7500 kg. Konecranes provides any lifting application in any industry.



NUCLEAR CRANES: With nearly a half century of nuclear crane experience Konecranes is the most seasoned supplier in the industry. Our wide range of products are designed specifically for operation in nuclear applications and our quality control program ensures that each nuclear crane and component is designed, manufactured and installed to the demanding standards of the nuclear industry.



PORT AND PORTAL CRANES & SERVICE: Konecranes designs, manufactures, and delivers large cranes for ports, container terminals, intermodal terminals, shipyards and bulk material handling. We also provide expert maintenance and after-sale support as well as complete crane service worldwide for all types and makes of harbor and shipyard cranes.



HEAVY-DUTY LIFT TRUCKS: Konecranes is a world-leading manufacturer of lift trucks with lifting capacities of 10 to 80 tons. For over 50 years Konecranes has designed and customized trucks for the most demanding applications and continues to offer a wide range of trucks for customers in many different industries. Products include fork lifts, reach stackers, container handlers, and Roll-on Roll-off (RoRo) Trucks.



CRANE SERVICE: Konecranes provides an extensive range of services and unique capabilities dedicated to improving safety and helping your business decrease the cost of downtime and increase the productivity of uptime. We can service any brand of crane and hoist. As a leading global manufacturer with a 120-year history and the leading maintenance provider in the Americas and around the globe, Konecranes technicians understand what it takes to keep your equipment working at top performance.



MACHINE TOOL SERVICE: As a global leader in machine tool maintenance service, Konecranes offers world-class service on all makes and models of machine tool equipment. From maintenance programs to rebuild, remanufacture and retrofit, we have the knowledge and expertise required to keep your equipment running effectively and efficiently.



PARTS: Konecranes is the OEM for many of the best known brands of hoists and cranes as well as the largest single source supplier for parts of all makes. We have the most extensive inventory in the industry, as well as dedicated in-house parts manufacturing and extensive reverse engineering services to assist you with obsolete and/or not readily available parts. Our expert technicians are always available to help with field installation and support.



TRAINING: One of the easiest and most cost effective ways to improve safety and productivity while reducing maintenance costs is crane operator training. We can provide on-site training that is tailored to your needs, budget and schedule. In addition you will improve employee morale, generate good will and may reduce liability. We also offer courses at our Training Institutes in Milwaukee and Los Angeles as well as regional seminars in 40 cities per year.