

Steel Sales & Services, Inc.



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-Ryan Vander Plaats
Technology Management
Steel Sales & Services, Inc.

KIP



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McShane's provides multiple solutions for steel fabrication facility

• THE CHALLENGE

When Steel Sales & Services, Inc. in East Chicago decided to look for new office equipment, the company turned to McShane's. Steel Sales recognized the importance of partnering with a local company, and McShane's was the right fit.

Ryan Vander Plaats, Steel Sales & Services Technology Management, says, “There is a personal touch with McShane's that you can't get from a national company. We turn to McShane's because it is an honest company with real world solutions.”

First, Steel Sales wanted a multi-function device for daily office use. Second, the company had started a Fabricating Division using additional office space. This group was looking for a wide format system capable of printing, scanning, and copying.

Sherwin Slutsky, Wide Format Specialist, and Rob Urbaszewski, Major Account Representative, both of McShane's, worked together to come up with a cost-effective solution for a daily-use system, as well as a wide format device in place for Steel Sales.

• THE SOLUTION

To address the issue of a daily use system, McShane's not only recommended a Konica Minolta bizhub for the office, but also proposed to network the system specifically for Steel Sales so every person in the office could scan, fax, and print to the machine. This would permit the office to maximize the capabilities of the system.

While McShane's has been a Konica Minolta dealer for nearly 30 years, it was only more recently that the company sought to become an authorized dealer for KIP wide format products, which allowed McShane's to offer the complete solution for both the bizhub and the wide format to Steel Sales. To meet the need for a wide format device, McShane's recommended a user-friendly, efficient, cost-effective wide format KIP system.

Over a 12 month period, both the bizhub and the KIP were implemented at Steel Sales & Services, Inc.

• THE BENEFIT

The bizhub is used daily for printing, scanning, and faxing. It efficiently keeps up with the company's 10,000 images-per-month volume, and because McShane's networked the

system, it is accessible to everyone in the office.

“Because McShane's took the time to set up our new bizhub, we can take full advantage of it,” Mr. Vander Plaats, says. “Not only are we conserving paper by being able to email faxes rather than printing them, but we are also saving on labor costs because now people don't need to leave their desks to receive or send a fax.”

Additionally, Steel Sales uses the bizhub in conjunction with their accounting package to send out different colored documents. The bizhub allows them to send these controlled documents automatically.

“The bizhub has given us the opportunity to make our processes more efficient,” Mr. Vander Plaats explains. “Also, the service from McShane's was so great with the bizhub, we were confident a year later when we moved forward with the KIP!”

Efficiency is just one of the benefits Steel Sales is realizing from the KIP. With a newer interface and more advanced technology, the KIP allows the company to print, scan, and copy drawings regularly.

Now, instead of printing drawings to send out for approval, which oftentimes is done in tight deadlines, Steel Sales can easily scan the drawings as a PDF and email them to as many people as necessary.

Mr. Vander Plaats says, “The KIP actually helps us gain days back in the process of sending out drawings because instead of trying to print a large quantity that then has to be packaged up and mailed, we can scan and email them within 5 minutes. It's great.”

Another significant benefit of the KIP, according to Mr. Vander Plaats, is that it is about half the cost to operate compared to the old machine because paper is included in the contract with McShane's.

“With McShane's, I am confident that I am going to get the solution I need, and I don't have to spend time looking for it myself,” Mr. Vander Plaats explains. “At McShane's, I always know I will talk to someone who is genuinely concerned with my company.”