Super Radiator Coils

Transferring heat from one area to another is a critical function for many products and industries. Fortunately, there are companies around like Super Radiator Coils that know how to do it well. Founded in 1928, Super Radiator Coils designs and builds heat transfer coils for a variety of industries from food processing, HVAC and transportation to military, commercial refrigeration, power and energy, and more. Their products, which are distributed domestically and internationally, range from single small coils to complex, high-volume coils, and include condensers, evaporators, air coolers, economizers and a variety of steam, fluid and other coils.

Super Radiator Coils employee hammering together two pieces of coil to make one solid part.

Another Super Radiator Coils employee welding coils together before completing a project.

Headquartered in Minneapolis, Minnesota, Super Radiator Coils also operates two separate production facilities in Richmond, Virginia, and Phoenix, Arizona. Their equipment includes a state-of-the-art wind tunnel test lab at the Richmond facility, which is ISO 9001:2008 certified.

For years, Super Radiator Coils ran the business on a custom-built, in-house software program. When it could no longer keep up with the company's growth, management went shopping for an updated ERP system. After an intensive research process, they chose Global Shop Solutions.

"Global Shop Solutions had all the features and capabilities we wanted in an ERP system," says Marty Kampfer, Design and Engineering Manager for Super Radiator Coils. "Plus it was easy to navigate, and we really liked the ability to drill down and access vast amounts of data from one screen."

Getting A Handle on Scheduling

Super Radiator Coils makes most of its products to customer specifications, which requires tight control over materials, inventory and scheduling in order to finish jobs on time and within estimates. However, under Super Radiator Coils' old system, production tended to be a disjointed process.

Scheduling was driven more by dollars than due dates. Management lacked the ability to accurately track inventory as well as labor and material costs. Every process required an excess of paperwork. All of which contributed to inefficient production processes and unnecessary work throughout the shop floor.

According to Kampfer, Global Shop Solutions ERP software created a 180-degree turnaround in how work gets managed through the shop floor, starting with the Advanced Planning & Scheduling application.

Global Shop
S O L U T I O N S
E R P S O F T W A R E

"In the past, we didn't have the visibility of data to get things organized," he recalls. "Without true dispatch or scheduling, people tended to build out of sequence. With Global Shop Solutions to organize all our jobs in advance, we now have everyone working on what they're supposed to, when they're supposed to."

"In addition, the ability to import BOMs and routers directly from our models into Global Shop Solutions allows us to have very accurate BOM and router specs that we didn't have in the past," Kampfer adds. "Once we got those right, the entire production process began flowing more smoothly."

"Managing our costs, along with our fast lead times, puts us ahead of the pack in our industry. We couldn't do those things without Global Shop Solutions."

Better Job Costing and Inventory

To improve their ability to capture labor costs, Super Radiator Coils installed more than two dozen Shop Floor Data Collection stations throughout their three plants. Production workers use the Shop Floor Data Collection screens to log on and off jobs by scanning their badges against the work orders. This allows for highly accurate capture of labor costs, while also reducing paperwork and the errors that typically accompany manual labor tracking.

"The job and labor costing reports in the Job Costing Accounting application are also very useful," adds Kampfer. "We use them every week to analyze the cost of each job we shipped that week. They allow us to identify where we're making good margins, where we're not, and what we need to do to improve."

On the inventory side, the Inventory application has played a key role in improving inventory accuracy while lowering carrying costs. Convenient features like material requirements planning and auto reorder points ensure timely delivery of needed materials without over-ordering.

"Auto Purchasing is a great tool for making accurate purchasing decisions that help with managing and maintaining appropriate inventory levels," says Lamar Ballinger, Manager of Corporate Systems for Super Radiator Coils. "Our purchasing departments use it daily, along with the Supply & Demand screen and reports like the extended status and MRP. Global Shop Solutions simplified inventory tracking, along with detailed inventory history and usage reports, has given us much tighter control over our inventory."

Easy Customization with GAB

Global Shop Solutions powerful customization tool, the Global Application Builder (GAB), has also played a major role in improving Super Radiator Coils' ability to capture job costs.

Some of the materials Super Radiator Coils uses to make its coils job can fluctuate in price between sales order entry and shipping the product out the door. When a material goes up in price, Super Radiator Coils adds a materials surcharge to cover the additional cost. Using a custom GAB script, Super Radiator Coils can now track the surcharges to determine a more accurate cost for each job.

"The ability to track the surcharges, which we didn't have prior to Global Shop Solutions, allows us to capture all our costs," says Kampfer. "Knowing our costs helps to drive sales because we can give our customers good prices along with our on-time delivery and great service."

Easy to Use and Adapt

As head of corporate systems, one of Ballinger's main responsibilities is to make sure the ERP system is working smoothly in every department. Working closely with managers in all three plants, he uses Global Shop Solutions to check on everything from capacity planning to estimating, routing, accounts payable and more. When issues arise, he steps in to correct the problem.

Global Shop
SOLUTIONS
ERP SOFTWARE

"For a feature rich system, Global Shop Solutions is very intuitive and easy to use," he says. "It took us a while to get the hang of it, but once you understand how the system works, you can do a lot of different things to improve efficiency and productivity."

"It's also a very flexible system," he adds. "The ability to integrate GAB scripts and other programs allows us to adapt the system to the unique needs of our production environment. The ability to build custom Dashboards and import the data directly into Excel lets us organize, format and manipulate the data the way we want to see it."

As head of design and engineering, Kampfer focuses more on the processes that involve work planning and setup, from order entry to work order generation and everything in between. In particular, he uses Global Shop Solutions ERP software to build the BOMs and routers that contribute to Super Radiator Coils' improved workflow efficiencies. He also appreciates the adaptability of the system.

"The processing standards for our coils are often more complex than Global Shop Solutions is designed to handle," he notes. "But the easy customization and integration with other programs allows us to work around that. We can do our super radiator calculations the way we need to and then automatically feed the data into Global Shop Solutions. When I finish a project, I only have to make a few keystrokes and the BOMs and routers are built. It's a huge timesaver!"

Doubling Sales with ERP Software
Since implementing the ERP software, sales have more than doubled at Super Radiator Coils.

Many factors have contributed to the company's recent growth curve. However, Ballinger and Kampfer believe that Super Radiator Coils could not have managed the growth without the ERP software.

Every Super Radiator Coils employee makes sure each product coming out of production has been checked for quality and complete customer satisfaction.

"Our niche in the market is engineering and service," says Kampfer. "We handle the engineering side; Global Shop Solutions helps us on the service side. Managing our costs, along with our fast lead times, puts us ahead of the pack in our industry. We couldn't do those things without Global Shop Solutions."

Ballinger agrees.

"In today's markets, it's all about managing costs and supporting your customers," he adds. "The ability to maintain inventory and simplify manufacturing processes with Global Shop Solutions helps keep our costs down."

"Global Shop Solutions is a great system that can grow with you as your company grows," he concludes. "In fact, there's no way we could handle our current level of business without it. Four of our biggest suppliers also use Global Shop Solutions, and we're all happy with the system because it does what we need it to do."

Global Shop
SOLUTIONS
ERP SOFTWARE