

# STEEL STAIR SYSTEMS

The Sharon Companies Achieves Permanent Product Traceability  
While Eliminating Costly Identification Errors

## CHALLENGE

The Sharon Companies, a manufacturer of specialized architectural metal products for steel stair and rail systems, was looking for a way to reduce marking errors on their products. They also wanted to get away from their old marking methods since they were not providing the traceability they require.

In one facility, they had been manually identifying product by writing with solid paint markers. But the writing was being painted over, requiring the painter to keep track of each part. In another facility, washers were hand stamped and welded to the product prior to painting.

This company was looking for a more reliable means of identifying their product.



Automatic Embossing System



Tags hanging from stair system parts during production

**"We operate the machine at least five hours every day...the machine seems to run flawlessly."**

**— David R. Wrobel  
Director of Plant Engineer & IT**

## SOLUTION

The Sharon Companies purchased an Automatic Embossing System (AES) from Pannier Corporation. The system incorporates a Sitel Model MK3-T1 Programmable Stamping System. They now produce embossed metal tags, which are welded or wire-tied to their product for internal tracking and external installation.

The AES has "virtually eliminated" errors, according to David R. Wrobel, Director of Plant Engineer and Information

Technologies. The system's PC is connected to their LAN. Using Excel and a software interface program written by Pannier, files are loaded manually and the tags run automatically.

Management and Operations based the decision to buy the AES from Pannier on ease of use, automation, reliability, integration capabilities, production cost savings and a 1½ year return on investment.

## RESULTS

The AES has provided this customer with:

- ◆ Elimination of marking errors and inferior marking methods
- ◆ The ability to integrate the Pannier system with their own existing system
- ◆ A permanent, cost-effective method of product identification



**GET RESULTS NOW. Call 412.323.4900 to talk to a Pannier Product Specialist about your application.**