

# East Jordan Iron Works

## Performance Management Customer Profile



**EJIW**

[www.ejiw.com](http://www.ejiw.com)

### Quick Facts

- Industry: Manufacturing
- Operating since 1883
- General Ledger: Infinium for AS/400
- Based in East Jordan, Michigan
- Applications: Budgeting and Reporting

### Background

East Jordan Iron Works (EJIW) is a leading American manufacturer of construction castings, fire hydrants, tree grates, and much more. The company is located in East Jordan, Michigan, where the foundry has been operating since the late 1800's. EJIW has 21 stocking branch locations and 2 distribution centers throughout the USA and Canada. In addition to the foundry in Michigan, the company has four others located in Oklahoma, France, Ireland, and China.

### Challenges

Like many other companies, EJIW used Microsoft Excel for budgeting tasks and began to experience more challenges as the company grew. A major challenge for Joe Spyhalski, the Manager of Costs and Budgets at EJIW, was the consolidation of multiple spreadsheets. Joe describes, "We had 5-10 managers managing their own Excel spreadsheet for their area, so it was a mess trying to aggregate all the data. It was a clerical nightmare and it was really difficult to make any changes."

### Why PROPHIX

EJIW investigated several different software vendors, and PROPHIX seemed to be their ideal solution. "Right from the start, it was the cost of the solution that really intrigued us. PROPHIX was very competitive and met our requirements for automated imports, custom report formatting, e-mail report distribution, and drillthrough to source data in our AS/400 legacy system. PROPHIX offered the most benefits and an all-in-one solution that could expand to further uses in the future," says Joe.

### Key Benefits

Some of the benefits that EJIW has experienced include data integrity, effortless change requests, and timesavings. They are also able to leverage their legacy data because of PROPHIX's integration capabilities. EJIW is a growing company, so the ability to add new sales yards or manufacturing centers by simply dragging and dropping in different branches has been a tremendous benefit. Joe describes, "It is a huge timesavings, especially because rollup structures are automatically updated without having to change any formulas. We are still in a growth mode and it makes it a lot easier for all of us."

PROPHIX was initially implemented for the financial portion of the company, but over time, EJIW has expanded its use to include multiple aspects of the organization. "We now have several models: multi-dimensional sales model, inventory model, labor hours model, and, just recently added, raw materials model," explains Joe. "We get all our latest raw material purchases and we actually calculate a weighted average cost of all the materials for the month. We then take those numbers to feed into our manufacturing system for our standard costs. PROPHIX has been great for us because, in addition to the finance model, we have all these other types of models we're used on a daily basis, which helps us truly understand our business." In the future, EJIW plans to implement PROPHIX at other locations to leverage the strength of the Financial Controller module, providing financial consolidation and reporting capabilities.