

20

21

Metalworking Case Study
Troy's Ornamental Iron Craft
Product Cost and Labor Cost Savings

Metalworking Case Study

2021 DOCUMENTED COST SAVINGS: **\$10,450.00**

PRODUCT CATEGORY: **Product Cost,
Labor Cost Savings**

SUPPLY PARTNER:



CUSTOMER PROFILE

Founded in 2003 and located in Stanton, California, Troy's Ornamental Iron Craft Inc. specializes in custom architectural and ornamental metal projects for commercial, industrial, and residential clients.

THE OPPORTUNITY

Newly hired Stellar Industrial Supply employee Patrick Matthews had worked with Troy's Ornamental Iron Craft in the past as a supplier. In his new position with Stellar, he quickly identified an opportunity to replace the abrasives they were using to not only lower Troy's overall costs but also achieve better operational efficiency. Troy's had been purchasing their abrasiveness directly and were purchasing on price. Working with a representative from Walter Surface Technologies, they identified an economical solution that fit the niche need of Troy's. Together, Patrick and the Walter rep., Jose Zavala, visited the facility and left samples for them to try out.

SOLUTION

Even though the Walter abrasives were more expensive, they had a 2x-3x longer product life span over the previously used abrasive, making them more cost effective. Additionally, there was a labor cost savings as the new discs did not need to be replaced as often. By integrating the Surfox weld cleaning system, Troy's also realized a 50% time savings on cleaning welds.

RESULT

After the initial success, Stellar and Walter Surface Technologies now supply Troy's with 100% of their abrasive needs. As Stellar continues to expand their supply support into other areas of Troy's business, including drilling and shaping, power tools, safety, and MRO, they have also developed built in stocking agreements for Troy's. This ensures there is dedicated inventory available for Troy's when they need it, eliminating potential supply chain issues.

"Delivering Only the Best - Patrick and Jose have helped Troy's Ornamental work better by bringing them new products and processes that improve their productivity, efficiency, and safety."

- JM Maayoufi, Senior Sales Director, Western USA, Walter Surface Technologies

STELLAR



20

21

Metalworking Case Study
Troy's Ornamental Iron Craft
Product Cost and Labor Cost Savings

Tacoma - HQ

711 E 11th Street
Tacoma, WA 98421
(253) 383-2700
(253) 383-0943 Fax

Seattle

4636 E. Marginal Way S,
Suite B-150
Seattle, WA 98134
(206) 768-1800
(206) 768-1008 Fax

Spokane

2501 N. Farr Lane
Spokane Valley, WA 99206
(509) 532-9100
(509) 532-8098 Fax

Everett

2201 Pacific Avenue
Everett, WA 98201
(425) 259-9241
(425) 259-4445 Fax

Portland

12831 NE Whitaker Way
Portland, OR 97230
(503) 253-3100
(503) 253-2121 Fax

Albany

1128 S. Commercial Way SE
Albany, OR 97322
(541) 967-8500
(541) 967-6814 Fax

Sparks

955 S. McCarran Blvd., Suite 102
Sparks, NV 89431-6329
(775) 331-4370
(775) 331-8665

Billings

2504 Overland Avenue
Billings, MT 59102
(406) 896-0066
(406) 896-0077 Fax

San Luis Obispo

755 Fiero Lane, Suite D
San Luis Obispo, CA 93401
(805) 543-5177
(805) 543-0102 Fax

Upland

2022 W 11th Street
Upland, CA 91786
(909) 946-8039
(909) 946-8069 Fax

Phoenix

1819 W 3rd Street
Tempe, AZ 85281
(480) 550-3675
(520) 882-6690 Fax

Tampa

7020 Anderson Road
Tampa, FL 33634
(813) 885-2343
(813) 885-1342 Fax

Pittsburgh

1 Park Drive
Lawrence, PA 15055
(724) 743-2540
(724) 743-2541 Fax



(800) 562-8258

Sustaining win-win partnerships for Stellar value.

STELLARINDUSTRIAL.COM

STELLAR