

# ARMOR Success Story: Automotive Cost Savings



Art Brdak  
Manufacturing & Planning Specialist

Ford Motor Company is a world leader in the production of automotive vehicles, products and services. The Ford Van Dyke Transmission Plant is a leading producer of transmission components.



## Another ARMOR Success Story

"We had a problem. Our plant was spending more than \$125,000 per year in de-rusting costs on six particular parts alone. We needed help. ARMOR (formerly SKS Industries) stepped in, conducted a thorough analysis of the situation and devised a solution that has saved us more than \$100,000 each year. It was the best thing we could have done and we could not be happier with the results. I am now able to use my time to focus on other pressing matters within this Ford plant."

**Art Brdak** - Manufacturing & Planning Specialist  
Ford Motor Company / Van Dyke Transmission Plant.

At ARMOR Protective Packaging™ (formerly SKS Industries), meeting the corrosion inhibiting packaging needs of the automotive industry is where our true strength lies. With more than 25 years in the business, ARMOR Protective Packaging™ offers a full line of corrosion inhibiting products.



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## PROBLEM

excessive corrosion complaints

In 2002 and 2003, the Ford Van Dyke Transmission Plant received numerous customer complaints of corrosion on converter cover/clutch preforms sent by Ford's Van Dyke Plant. During this time, a competitor's VCI bag was used as a bin-liner to ship parts from the Van Dyke Plant to its customers. The "cost" of these complaints and the de-rusting efforts to resolve them exceeded, on average, \$125,000 per year, not including transportation, re-work, administrative costs or cost incurred by their customers in handling and managing returns. Obviously, this method was not working.

## SOLUTION

assessment and testing done

ARMOR and their distributor, a national industrial packaging corporation, met with key plant personnel to gather information about the problem and identify the supply chain process. They assessed operations within the plant, provided a full written recap of observations, and conducted both a controlled accelerated corrosion humidity test and an actual field test shipment to determine the root cause of corrosion.

## RESULTS

corrosion complaints eliminated

Once the root problem was identified, ARMOR made recommendations on specific process changes within the Ford plant as well as the identification of ARMOR WRAP™ and ARMOR POLY™ products that would solve the problem. Since the implementation of the ARMOR solution, corrosion complaints have virtually been eliminated. Net savings for the Ford Van Dyke Plant have totaled well over \$100,000 per year.

With company headquarters in southeast Michigan, ARMOR is geographically accessible and ready to meet the needs of the automotive industry. For our more global clients, ARMOR has manufacturing sites and offices in the U.S., Canada and Mexico and we continue to develop partnerships with other quality companies to serve your needs throughout the world.

When it comes to automotive part protection, ARMOR Protective Packaging™ is the name to remember. ARMOR Protective Packaging™, it's a name as strong as the products we provide.

Ask for us by name.

ARMOR Protective Packaging™ - to serve and preserve.



INTERNATIONAL HEADQUARTERS

951 Jones St.  
Howell, MI 48843 USA  
PH 800.365.1117  
517.546.1117  
FAX 517.546.6434



ARMOR Protective Packaging™ has been ISO 9001:2000 certified since 1997 and is approved by the U.S. Military.  
[armorvci.com](http://armorvci.com) / [info@armorvci.com](mailto:info@armorvci.com)

ARMOR is approved by all major automotive manufacturers and the preferred choice of top tier ones and twos.

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