



## ARMOR SUCCESS STORY

**Customer:** A division of John Deere Company (Distribution Warehouse)

**Type of industry:** Sugarcane Harvesters

**Previous RP Method:** Oil. Employees would wipe on oil, brush on oil or pour oil into a bag and move the parts around the bag to coat metal. Occasionally would use a competitor's VCI but was unclear how it worked and used it incorrectly and ineffectively.

**Problem:** Oil was messy, ineffective (continued to have rust problems) and laborious. Because the plant shipped parts internationally a rusted part shipped to Brazil, for instance, was extremely expensive for them. (scrap part or ship back, admin cost, rework or remake costs, erosion of customer goodwill, reshipment costs, etc)

**Metal-Part(s) Involved:** Various service parts from small to extremely large for tractors and farm implements.

**Solution:** ARMOR recommended an easy solution of ARMOR VCI packaging to eliminate oils and other methods. ARMOR's stock program of ARMOR POLY® bags, films and ARMOR WRAP® papers along with ARMOR SHIELD® Banding Film gave flexibility to the distribution facility to react quickly to changes in demand. ARMOR conducted training for workers and management to educate them on how to properly utilize the ARMOR packaging. Instructional books showing pictures of a part before packaging and after using appropriate methods and ARMOR materials was created.

**Cost Savings:** At least \$45,000/year in labor savings, oil elimination and corrosion reduction

**ARMOR Product(s):** ARMOR POLY® Bags, ARMOR WRAP® Papers, ARMOR SHIELD® Banding Film

**ARMOR Rep:** David Yancho



Oil used prior to ARMOR's Solution



Simply place into ARMOR POLY® Bag

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## ARMOR SUCCESS STORY continued

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Prior method of placing part into bag



Then placing oil into bag



Moving part around oil to fully coat part

This process took 59 seconds per part to oil and package each seal.



Finally, closing and sealing bag



New ARMOR POLY® Bag takes 9 seconds to protect/package. 2/2