


VCI 08

Official VCI Supplier  
Test Results

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Official VCI Supplier Exam

E.	HOW DID THEY SCORE?	2008
	<p>Savvy business people understand cost-benefit analysis and that every business decision carries a consequence.</p> <p>Don't fail your customers by cheating your reputation, and theirs. ARMOR Protective Packaging's® proprietary VCI technology carries with it more than 25 years industry experience. From a dedicated lab for R&amp;D and accelerated corrosion testing, to technical personnel for on-site audits, ARMOR has the expertise and focus on corrosion management to be constantly at your service.</p> <p>To contact the professionals that will ace your supplier test, call ARMOR toll-free at 800.365.1117, visit <a href="http://www.armorvci.com">www.armorvci.com</a> or email <a href="mailto:info@armorvci.com">info@armorvci.com</a>.</p>	Notes:
<p>Total Score: <input type="text"/> <i>A sum of anything other than zero could indicate that you are putting your company or your customers at considerable risk.</i></p> <p>Questions: _____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>		<p>Official VCI Supplier Exam Courtesy of</p>  <p><a href="http://armorvci.com">armorvci.com</a></p>

A.	<p>Does your VCI supplier make the grade?</p> <p>Answer these critical questions to find out.</p> <p>It's the best way you and your company can make informed decisions on who to trust with protecting your metal products.</p>
B.	<p><b>DIRECTIONS FOR EXAM:</b></p> <p>Step 1: Set aside 3-5 minutes of uninterrupted time.</p> <p>Step 2: Read the questions carefully and answer them honestly; your reputation depends on it.</p> <p>Step 3: Review your answers to determine whether or not your VCI supplier passes the test.</p>
C.	<div>LASTFIRSTM.I.</div> <p>YOUR NAME (PRINT) _____</p> <p>COMPANY _____</p> <p>DEPARTMENT _____</p>
	<p>Go on to the next page</p>

You will be graded on your answers...  
by your customers every day.

D.	IMPORTANT REMINDERS	
	<p>Review each question carefully as the answer can be the difference between profit and loss for your company.</p> <p>For each answer of NO, count one point. For each YES, count zero.</p> <p>At the end of the test, count your totals. A sum of anything other than zero could indicate that you are putting your company or your customers at considerable risk.</p>	
<b>DOES YOUR VCI SUPPLIER:</b>		Please circle one:
Provide technical service/assistance specific to corrosion management?		YES NO
Research, develop and manufacture its own VCI?		YES NO
Have knowledge of how to safely process it?		YES NO
Have state-of-the-art blending equipment?		YES NO
Have understanding of VCI uniformity issues?		YES NO
Maintain adequate QC standards to verify content/performance?		YES NO
Staff a dedicated lab for R&D and accelerated corrosion testing?		YES NO
Have sufficient experience in the VCI industry?		YES NO
Meet worldwide standards for VCI chemicals, RoHS, and other requirements?		YES NO
Offer a full line of corrosion inhibiting products (paper, film, foam, etc.)?		YES NO
<i>Doesn't limited options mean limited answers for your protection needs?</i>		- -
<i>If your supplier only makes VCI film, what do you think the recommendation will be?</i>		- -
Invest in full product liability insurance in case corrosion does occur?		YES NO
<i>What will <u>you</u> do when a corrosion problem occurs?</i>		- -
<i>What will <u>they</u> do when a corrosion problem occurs?</i>		- -
<i>If they are not experts in corrosion, how will they assist you?</i>		- -
Have worldwide reach to support your global customers?		YES NO
Know exactly what VCI actually is or is it just an additive for them?		YES NO
Provide you VCI performance data and MSDS data?		YES NO
Make field sales calls to solve corrosion issues?		YES NO
Realize that low quality VCI can actually accelerate corrosion?		YES NO
Care that inferior VCI can tarnish your business?		YES NO