

# Full Service Contract Helps Automotive Manufacturer Optimise Processes & Reduce Costs

## CASE STUDY – AUTOMOTIVE

### Customer Profile

- Automotive manufacturing site
- Automotive group's largest plant located outside of France
- 2400 cars are manufactured per day
- Approximately 5000 employees

### The Filtration Situation

The automotive manufacturing site includes stamping, Body in White paint, and assembly lines. Approximately 2400 different models of cars leave the factory per day.

To keep that high manufacturing pace, it is mandatory for the customer to rely on efficient operating processes, including the filter supply for all of the various applications on-site.

The filter purchasing for the different applications was not coordinated, and filters were bought from a huge variety of suppliers. This led to coordination problems that resulted in long delivery times, as well as technical issues that delayed production.

### The AAF Solution

AAF offered a full service contract to provide the variety of filters needed at the site for each of the different application processes: air filters, paint filters, water filters, oil filters, and high pressure filters, with an overall goal to reduce energy costs and increase filter lifetime.

It was crucial for a successful implementation of a full-service approach to take each of the requirements from many departments into account. Maintenance, Painting, Procurement, and Supply Chain Departments each had goals that needed to be addressed individually.

Special attention was paid to the paint lines department, since failures here can have the most negative consequences, namely the contamination of freshly

painted cars for which time-consuming and costly rework would be unavoidable.

Because this manufacturing site would be their first site worldwide to implement a full-service solution, the customer had understandable doubts if AAF would be able to manage such a complex project. Therefore, AAF agreed to follow a step-by-step approach during the implementation phase—with remarkable success!

### The Results

After several months of implementation work, the full-service solution was completely executed and has been running reliably for three years.

The average value of the contract since it began is approximately 700k EUR, with a peak of 850k EUR in the high-selling year.

Since implementation, the customer has made amazing improvements compared to the situation before they started the partnership with AAF.

Their entire automotive group benefits from the success of this project. It was presented to the group and as a result, the approach was shared with their European purchasing department.

Meanwhile, two other plants also implemented the same solution with AAF.

Non-production stock for filtration

➔ **Reduced to zero days**

Key products delivery time

➔ **Less than 3 days**

Delivery time for critical products

➔ **1 day after order**

Total filtration cost savings

➔ **5%**



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