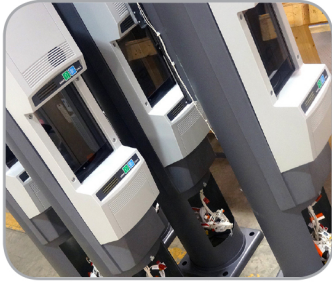


CASE STUDY:

Contract Manufacturing for Vacuum Air Tube Units

Vacuum Air Tube (VAT) Units to Ship to End Users to Meet Hard-Fast Deadlines



A Fortune 1000 company needed finished VAT unit assemblies to meet hard-fast delivery deadlines.

To expedite delivery, the company sought a manufacturing partner that could drop ship the units to end users. This meant the manufacturing partner would be the last to inspect the finished units and would be trusted to deliver the VATs on time and in good working order to meet installation deadlines tied to financial performance.

Further, each VAT would require complex components because each would include microphones, send buttons and two-way interfacing for drive-through financial transactions.

The level of complexity would require a rigorous qualification of suppliers capable of delivering high-quality parts and pieces on time.

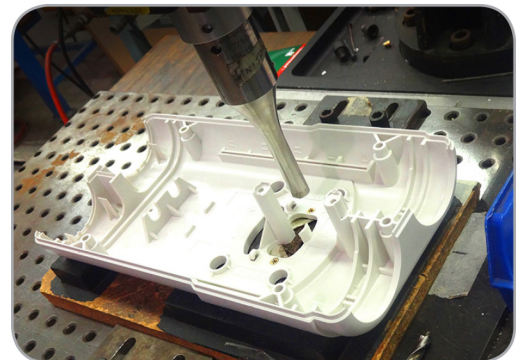
The task would further require the technical and trained workforce skills necessary for a difficult assembly with optimum efficiency. Quality control would include testing and documentation by lots.

Finally, the shipping process would need the same detailed planning as every other step leading to the final assembly.

Packaging would need to be engineered for maximum protection and be just the right fit to mitigate risk of damage. Quality control would include drop tests and vibration tests.

Ferriot Delivers Thousands of VATs; Shows Capacity for High Complexity

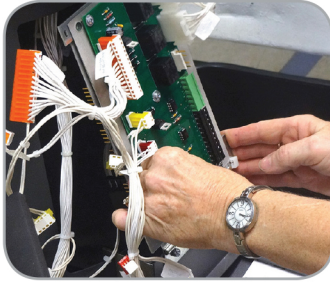
Ferriot worked with the Fortune 1000 company from beginning to end, starting with the engineering and development of designs, drawings and... (continued on next page)



work instructions for each component of the finished assembly that would be made within Ferriot.

Simultaneously, Ferriot's supply-chain developers applied time-tested procedures for qualifying multiple suppliers, both domestic and global, that could meet the high standards for quality control and the on-time delivery of outsourced components.

On the factory floor, workers trained to read prints and follow instructions for sub- and final assemblies. Documented testing and inspection procedures were developed to follow the production work at each step.



Shipping had its own set of requirements, and Ferriot worked with packaging engineers to develop just the right solutions.

Ferriot has satisfied the customer with the on-time delivery of thousands of VATs for more than a year.

This case demonstrates Ferriot's capacity for complex manufacturing as well as its ability to get it there and get it right.

About Contract Manufacturing at Ferriot

Even if you don't know us, you've probably touched our products — in banks, at gas pumps and in offices, industrial facilities and hospitals.

Our expertise: Our expertise includes engineering, product design, injection molding, custom molding, sub- and finished assembly and the on-time delivery of components and finished products for major industry. We streamline the total manufacturing process from start to finish, from supply-line development and management, process qualification, product testing and final assembly, all the way to drop shipping.

With mobile, adaptable manufacturing modules, Ferriot tailors on-time production to vastly different needs, including short runs on assemblies with multiple parts.

With 85 years of institutional experience, a trained workforce averaging nearly 20 years of experience per employee and a 200,000-square-foot facility, Ferriot runs multiple assembly lines around the clock. Our quality control extends to every product we turn out.



Ferriot Call us to learn more.

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