



"If we have an acoustics issue, we will reach out to Blachford since they are the experts. It saves us money, because we do not have to keep an acoustic expert on site with an annual salary, with benefits, of \$125K."

-Design Engineer

**-\$125k**

Engineering Savings

**-\$100k**

Simplified Production Line

**Simplified**

Supply Chain



# Truck Manufacturing

Revenue | \$325M

Employees | 950

## BUSINESS ISSUES

- ✓ Achieve satisfactory sound levels in aluminum transportation vehicles
- ✓ Meet customer expectations for driving safety and comfort
- ✓ Maintain acoustics engineer expertise as needed without payroll expense
- ✓ Maintain supply chain materials avoiding expensive production shutdowns
- ✓ Simplify cellular manufacturing, improving throughput and lowering cost
- ✓ Protect property and life with less-flammable materials

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## How This Truck Manufacturer Improved Acoustic Engineering Without Additional Payroll Expense

This American vehicle company is the leading producer of aluminum walk-in vans and truck bodies used for delivery and cargo vehicles. In addition to delivery trucks and mobile workshops, customers include fleets that deliver baked goods, laundry, and newspapers.

### Challenge



Reduce the sound issues inherent in the aluminum structure of their sturdy, but noisy, vehicles - to ensure the safety and comfort of the drivers

Assure a consistent supply chain process by developing a new modern product moving the client from an outdated foam-based product to fiber, improving performance

Eliminate the need for a manufacturing cell lowering TCO

Develop a superior protective material to prevent flammable accidents

### Solution



Provided acoustics expertise through knowledge sharing, onsite testing and access to the Blachford in-house acoustics lab, reducing sound issues inherent in the aluminum structure of their sturdy, but noisy, vehicles. Improved safety and comfort for drivers while eliminating the need for an inhouse acoustics engineer, saving \$125K annually.

Proactively replaced obsolete foam-based acoustics material with a modern material formulation specifically engineered to improve heat performance. Proactive approach ensured zero disruption to the production.

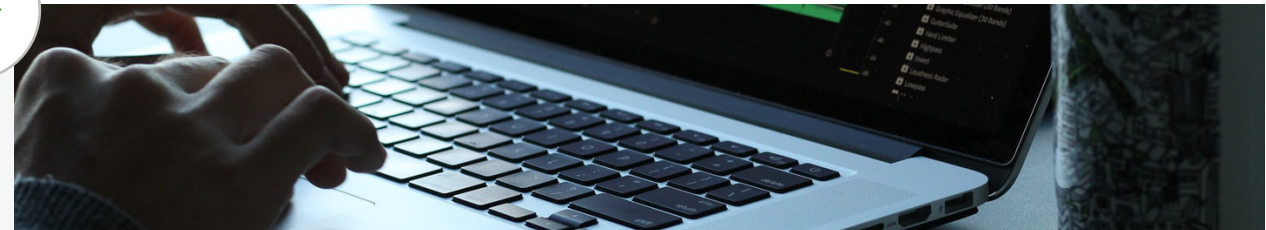
Innovative die cut product design eliminated an entire shop floor manufacturing cell saving \$100K annually.

Avoided significant liability expense and embarrassment through Blachford's ability to create an engine enclosure which would not absorb engine oil. Previous materials absorbed oil resulting in a combustible event.

## Annualized Results



- Eliminated need for an acoustics engineer saving \$125K
- Simplify manufacturing process savings of \$100k
  - Achieved appropriate sound level reductions improved safety and comfort
  - Simplified assembly and reduced mistakes
  - Less-flammable materials provide safety and protection from legal liabilities



“We reported [purchasing department] savings of \$100k annually from moving to the die cut solution using Blachford”

- Design Engineer