

CHEMICAL STRATEGIES PARTNERSHIP

CASE STUDY: FORD TAURUS

Company	Ford Taurus Assembly Plant, Chicago Illinois	<p style="text-align: center;">Summary</p> <p><i>The Ford Motor Company's relationship with PPG/Chemfil dates back to 1993. PPG/Chemfil is responsible for all chemicals in the plant excluding, paints, sealers, and lubricants. Because PPG/Chemfil's fee is fixed per unit of production, they work continually to improve chemical use efficiency. Ford has gained many benefits from this program including: steady or declining chemical costs, improved inventory control, easier compliance reporting, reduced VOC emissions, and improved health and safety protection.</i></p>
Contact	Dan Uhle , Environmental Control Manager; (773) 646-7472	
Industry	Automotive	
Supplier	PPG/Chemfil Ted Camer , Chicago Plant On-Site Manger; (773) 646-7251	
Name of Program	Total Fluids Management, Total Solvents Management	
Program Start Date	1988	
Chemical Footprint	Most chemicals in the plant, with the exception of paints, sealers, and lubricants.	
Contract Structure	<ul style="list-style-type: none">• Fixed fee-per-vehicle ("unit pricing") based on historical chemical usage and production.• Fixed annual fee for selected chemicals that cannot be linked to production volume.	
Performance Expectations	Expected annual reductions in the fee-per-vehicle as well as a "productivity reduction" – a negotiated level of savings to be realized by Ford.	
Supplier Services	<ul style="list-style-type: none">• Chemical acquisition from Tier 2 suppliers• Inventory and distribution management• Container management• Quality assurance and maintenance oversight• Testing and lab analyses• Product and process engineering development• VOC emissions reduction training• EHS studies and training	
Benefits	<ul style="list-style-type: none">• Process and waste problem solving• VOC emissions reduction by 57% in 18 months• Chemical purchase orders reduced to 1/year• Reduced wastewater sludge generation by 27%, saving over \$50,000/year• Steady or declining chemical costs• Improved product finish quality, reduced re-work• Improved inventory control and reduced inventory costs• Improved health and safety protection• Easier compliance reporting (simplified TRI reporting)• Illinois Governor's Pollution Prevention Award application	