

**American Ordnance***We do what we say.****Manufacturer Realizes Time and Cost Savings with REIMAGE® and REVLAR® from Relyco**

A subsidiary of Day & Zimmerman, American Ordnance LLC is a premier manufacturer of ammunition for the U.S. military. Through production facilities at the Milan (Tenn.) Army Ammunition Plant and the Iowa Army Ammunition Plant, American Ordnance meets a wide array of development and load, assemble, and pack (LAP) requirements for medium to large caliber ammunition and other explosives. The company also provides renovation, maintenance, and demilitarization services for certain types of ammunition and energetic devices.

American Ordnance ships ammunition to U.S. military installations, and so it is critical to monitor each shipment in transit. As Brad Vance, the shipping manager at American Ordnance, explains, specialized forms accompany each shipment. "We average 50 shipments each week and produce four copies of each shipping form—including the packing slip and bill of landing—one that stays at the plant and three that must be signed as the shipment reaches each installation," Vance says. "Until four years ago, the four copies of each form were created using carbon paper—an average of 240 sheets per week. Creating the forms and then using them during transit was an expensive, cumbersome, and messy process."

In what began as an effort to reduce costs, Vance looked for alternatives to using carbon paper and found Relyco online. "While it isn't a standard of the company, it was important to me to find a cost-effective solution that could be provided by an American distributor. REIMAGE carbonless laser paper from Relyco met those two key criteria," Vance explains. "In the time we've been using REIMAGE, we've seen the benefits of a carbonless solution and we've realized significantly time and savings, but more importantly, we've received excellent customer service. The account team understands our business, and recommends the products that will work for us. Today, when we need any type of business paper, we look to Relyco first."

At A Glance:**Customer**

American Ordnance

Industry

Manufacturing

Relyco ProductsREVLAR Waterproof Paper
REIMAGE Carbonless Paper**Website**www.aolc.biz

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Brad Vance
Shipping Manager – American Ordnance

A case in point is American Ordnance's recent adoption of REVLAR waterproof paper from Relyco. In a conversation with his Relyco account manager, Vance mentioned problems the company was having with the laminated sheets used to mark crates in the American Ordnance warehouse, and she sent some samples of REVLAR for him to try. "The first thing we did was print a placard and leave it outside. We were so impressed with the results that we're now producing all warehouse placards on REVLAR, eliminating our need for lamination," Vance says. "We save about \$0.20 per sheet and get signage that is completely waterproof and stands up the abuse a warehouse environment provides. Plus, we save time. We can print hundreds of placards in minutes; laminating them would have taken hours."



About Relyco: For more than 25 years Relyco has been the premier supplier of unique and innovative paper products specifically designed for laser, digital and inkjet printers. Our products are great for thousands of applications and uses – enabling you to get the most value out of your printer investment. Understanding and meeting our clients' needs is always our first priority. Visit us at www.relyco.com or call (800) 777-7359.