



Productive Plastics, Inc.

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American LaFrance Corporation

Background

Over the past 174 years, American LaFrance has created some of the finest quality emergency and utility vehicles available on the market. And the Condor line of low cab forwards is no exception. American LaFrance began developing and manufacturing Condor Vehicles in 2000 under the Freightliner and Sterling names. But today, the Condor brand is owned and supported by American LaFrance and remains dedicated to creating the safest, most reliable vocational vehicles in the world.

The Problem

How to accomplish a complete redesign of the second generation Condor vocational vehicle, meet the federal governments stringent 2007 emissions requirements and develop pre-production vehicles in time for the industry's largest waste management show within 6 months.

As engine and chassis designs were launched, interior cab designs were delayed due to unforeseen circumstances. Three months into the project, interior designers began 3D modeling of the cab interior. Having established a value based partnership with Productive Plastics on the inaugural Condor product in 2000, American LaFrance again called upon PPI to meet tight budget and delivery requirements required of the new Condor.

American LaFrance needed PPI to deliver 10 complete sets of cab interiors for their new low cab product line in 10 weeks, 25 new tools to be designed and produced in half the normal time for a project of this magnitude. At stake was significant new market share for the Condor line.

The Solution

PPI worked closely with the Condor cab engineering team to stage tooling development based upon size and detail requirements, joined them in 3D design effort to ensure the product met process requirements while bringing tool and material suppliers together in concert to deliver the 10 interior cab sets of parts one week ahead of schedule.

The Results

American LaFrance and its new Condor low cab vehicle was the only manufacturer to deliver a 2007 emissions certified vehicle to the Waste Management show in Atlanta this past April.

American LaFrance is projecting a 50% increase in their shipments in Q4 2007 and doubling that by the end of 2008.