

# Relyco® Customer Story: American Ordnance



## American Ordnance

*We do what we say.®*

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**Brad Vance**

Shipping Manager – American Ordnance

### AT A GLANCE

**CUSTOMER:**

American Ordnance

**INDUSTRY:**

Manufacturing

**RELYCO PRODUCTS**

REIMAGE Carbonless  
Laser Paper

REVLAR Waterproof Paper

**WEBSITE**

[www.aollc.biz](http://www.aollc.biz)

## 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.”

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.”

### For More Information

For more than two decades, Relyco has been a leading provider of dedicated print and payment consulting services and dependable, guaranteed business printing solutions to more than 10,000 satisfied customers worldwide. Relyco’s industry-leading expertise in fraud prevention strategies, including ANSI board membership, a focus on innovative forms technologies, and a commitment to superior, highly responsive service ensure customers always benefit from the best solution available, protecting documents while improving business productivity and efficiency.

To learn more about Relyco products and services, call 1-800-777-7359, email [info@relyco.com](mailto:info@relyco.com), or visit us on the web at [www.relyco.com](http://www.relyco.com)

