

ReThink. ReEngineer. **RESULTS.**

## DAIMLER BUS: SAY Plastics Delivers (Fast) for Global Customer's **New Product Launch**

**CUSTOMER SPOTLIGHT...** *Daimler's Bus Division is one of the world's leading manufacturers of buses over eight tons. Daimler Bus North America needed to overcome their long list of challenges – and fast. So they reached out to SAY Plastics for help.*

*Daimler Bus, a division of Daimler AG Stuttgart, Germany / Daimler.com*

### THE PLAN

SAY was initially selected by Daimler because of their ability to meet the aggressive turnaround time without compromising quality. SAY experts began designing and developing cost-effective prototype tooling to quickly move the remaining parts from design into development. SAY also developed a partnership with the sheet extruder ensure the critical production schedules were met.

To streamline the process, SAY introduced alternative production tooling, which allowed them to develop the prototypes and deliver part samples within weeks of receiving design approval – instead of the standard 4 to 6 week turnaround. Use of internal tool building capabilities to create molds further streamlined the process.



### THE RESULT

Daimler Bus began production with zero issues on SAY's thermoformed plastic components and met their production schedule, even after switching suppliers at late date. This was due in large part to SAY Plastics' ability to re-think the design-to-prototype process on Daimler's behalf. Daimler rewarded SAY Plastics with a multi-year contract for all bus interior thermoformed parts. ■

***“SAY Plastics proved to be extremely resourceful with their ability to quickly develop new and cost-effective components. Throughout the years, SAY Plastics has helped us re-think components, resulting in improved part-to-part consistency and reduced cost.”*** – Daimler Bus North America

***SAY Plastics, Inc. re-thinks and re-engineers traditional manufacturing processes and the use of materials to help customers improve product quality, boost productivity, and reduce costs.***

For more information on our **Thermoforming Capabilities**, visit [SAYplastics.com](http://SAYplastics.com)

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