



STORAGE FOR CORPORATIONS

Ford Motor Credit consolidates collections operations, utilizes rotary files for storing legal documents

In an effort to consolidate functional activities and reduce costs, Ford Motor Credit Company, a wholly-owned subsidiary of Ford Motor Company, opened eight regional service centers and consolidated records from 150 sites. To save space, the company imaged its nonlegal records and incorporated more than 200 Spacesaver rotary files into regional file rooms to store legal title documents.

"We designed a new business model that focused on consolidating the backroom collections and administrative functions from each branch location into eight regional sites," explained John Strang, manager of global operations and technology infrastructure. "This model allowed us to gain efficiency of scale and to enable more cost-effective technology utilization at eight locations rather than 150."

The Spacesaver representative in Michigan worked with the Ford Credit corporate offices to design a master plan to incorporate the files in each regional site. They incorporated 36 Spacesaver rotary systems into a pilot service center to measure their effectiveness and identify any potential problems. The pilot program was very successful and soon became the standard that carries through to service centers across the country.

The representative then worked with the facility managers in each location to coordinate the new construction projects. Spacesaver representatives across the country worked with the Michigan representative to provide local service and support in each location.

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—John Strang, manager of global operations and technology infrastructure



Ford's credit subsidiary uses Rotary Storage Systems in regional offices nationwide.

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"We wanted a product from a company that had a good reputation and mechanical reliability, so we selected Spacesaver," Strang explained.

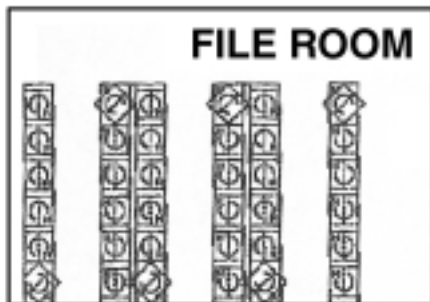
Each site incorporates a locked file room with an average of 36 rotary files storing titles and credit contracts. Strang explained that by using the Spacesaver files Ford Credit was able to build the new regional sites with less square footage and save on construction costs. "We looked for a storage solution that would maximize storage space and minimize square footage investment. Spacesaver rotary systems provided that solution."

The rotary systems were also selected to fit the specific facility needs of the Ford Credit collection centers. Since some storage rooms were being located on the second floor, floor loading was a concern and the rotary systems provided less weight per square foot. Also they accommodate the company's desire for storage flexibility by providing trouble-free relocation and easy expansion using add-on storage units.

After working with another rotary file product and experiencing foot break problems, it was important to Ford to select a very reliable product. "We wanted a product from a company that had a good reputation and mechanical reliability, so we selected Spacesaver," Strang explained.

The Ford Credit service centers also use Spacesaver static shelving to store office supplies and forms. And some offices are working with the Spacesaver sales representative to solve other storage concerns. •

Each regional file room includes 36 Rotary files systems to store legal documents.



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Rotary Systems provided Ford with a lightweight, flexible storage solution.