

### POWER SOLUTIONS

# CASE STUDY



## ANDROID INDUSTRIES

### Location

Flint, Michigan

### Market

Automotive Industry

### Unique Obstacle

Provide backup power to a service orientaed supplier that needs to consistantly supply parts without interruption

### Units

800 kW Modular Power System  
2 x 400 kW Gensets in Parallel

### Solution

800 kW MPS, a cost savings average over a large single engine unit

### Contact

Readers who may have similar application challenges and would like to discuss this success are invited to call 1-844-ASK-GNRC (1-844-275-4672)

## Keeping the Auto Parts Pipeline Flowing

Today's automotive industry operates at a high level of efficiency, made possible in part by advanced manufacturing techniques and skilled workers. But much of the credit goes to the "just in time" inventory control process, with manufacturing components arriving at the production line just minutes before they're needed for assembly. This reduces costs by keeping inventories low, but requires perfect execution and a constant attention to details. The parts pipeline must be constantly flowing, and component shipments must be timely and accurate. The entire system relies upon suppliers that are 100% reliable, and flawless in delivering shipments without delay.

Android Industries is a service-oriented supplier that excels in this demanding business. As a Tier 1 supplier to General Motors' truck assembly plant in Flint, Michigan, Android's 120,000 square foot facility is dedicated to keeping that plant operating without interruption. Android specializes in materials management by delivering automotive parts, components and subassemblies for various companies to the GM plant. According to a recent article in Modern Materials Handling magazine, Android Industries is a showcase of materials handling technology, renowned for its 99.975% accuracy in outbound shipments, and its reliability in supplying parts to GM without interruption.

"We receive a new order every 1 to 2 minutes," says Marty Komer, materials

director for Android. "We then have as little as 72 minutes to pick, pack, and ship the parts to the workers building that vehicle."

There is no margin for error. All the components need to be in the exact same sequence as the cars and trucks in production. If an out-of-sequence part is installed or delivery is delayed, the line may have to shut down for hours. "Our metrics are simple," says Komer. "Zero defects and zero down time."

With such a mission critical operation, Android can't afford to stop the flow of components in the event of a power outage. To keep the Flint operation running, Android relies on an 800 kW Modular Power System from Generac to provide the necessary backup power supply. The Generac system incorporates two 400 kW gensets operating in parallel via Generac switchgear to power the facility if utility current is lost.

"There is no question that with all of our critical applications, we need to have a reliable power source that will keep our electricity on all the time," says Brian McDonnell of Android Industries. "The loss of power for even a few hours could mean a loss of thousands of dollars for our business."

DTE Energy Technologies consulted with Android and its electrical contractor regarding their backup power requirements,

“Shorter lead times were important in this project,” says Steve Hurt, Regional Sales Manager for DTE. “There was an immediate need at the new Android facility and the MPS was available sooner and at less cost than some of the other alternatives.”

**CASE STUDY: ANDROID INDUSTRIES**

and recommended the Generac Modular Power System (MPS) as a flexible solution that was less expensive than a large single engine unit, and more readily available.

“Shorter lead times were important in this project,” says Steve Hurt, Regional Sales Manager for DTE. “There was an immediate need at the new Android facility, and the MPS was available sooner and at less cost than some of the other alternatives.”

“This installation was well suited for a Modular Power System,” says Paul Bowers, director of sales at Generac. “We provided a standard quote for a single engine unit of 800 kilowatts, along with the MPS

alternative of two 400 kW gensets in parallel. The cost advantage of the MPS, including installation, was approximately 15%. It was also significantly lower than the quotes provided by Caterpillar and Cummins. The units were shipped eight weeks after receipt of the order, with the installation and startup tests completed in just two days.”

McDonell was impressed with the knowledge and expertise of the sales team at DTE Energy Technologies and their assortment of energy|now distributed generation products. “They know the business extremely well and provide

solutions that include applications engineering, remote monitoring, and comprehensive service,” says McDonell.

Because of its positive experience with DTE’s energy|now products, Android Industries has also purchased a 1000 kW Generac Modular Power System for another project. In addition, Android has signed a five year agreement with DTE Energy Technologies to provide comprehensive service and maintenance work.