



## Tier 1 Automotive Supplier Outsources Highly Fabricated Tube Component

*Our client reduced costs by shutting down tube mill and transferring production to Middletown Tube Works.*

### The Background:

Our client is a world leader of engineered products serving the automotive and transportation markets and is a major supplier of automotive fuel systems. One of the key elements of a fuel system is the fuel filler tube which the client was producing in its own tube mill. This tube is comprised of coated and uncoated welded steel ranging in sizes from 1.067 to 2 inches in Outside Diameter.

### The Business Problem:

The tier one supplier had for many years produced its fuel-filler tube in its company-owned tube mill. While analyzing its internal cost structure, it realized that the “total” cost of producing the tube component was more than it needed to be. In addition, the client affirmed that its core competency was centered in fabrication and assembly—not in making welded steel tubes.

While outsourcing the manufacturing of the welded tube made economic sense, the automotive supplier knew that the welded tube vendor must be able to produce tubes that are capable of extreme fabrication. For example, they needed a 1.75 inch tube that can be drawn down—or reduced in size—to only 1 inch. This type of severe fabrication can cause the weld to fail if the quality and properties of the tube are not closely monitored. It became quickly apparent that this cost reduction initiative hinged on the careful selection of a vendor that produces tubing of this quality.

### The Solution:

The manufacturer started the process of sourcing a welded tube vendor by requesting samples from 5 different tube mills and running the samples through their paces to determine if they can stand up to the severe fabrication required for making fuel filler tubes. Because Middletown Tube Works had in-place systems to assure the properties of the weld closely matched the properties of the tube, the tube stood up to the stresses of the fabrication process and Middletown Tube Works won the business.

*“Middletown Tube Work’s extensive experience in making welded steel tubes that can be severely fabricated helped us make this critical decision.”*