

PURDUE MEP HELPS PLASTICS MANUFACTURER RETAIN \$2 MILLION IN RETAINED SALES IN 12 MONTHS

ABOUT JECO PLASTIC PRODUCTS, LLC. Jeco Plastic Products was founded in 1973. Jeco Plastic Products is a rotational molder and thermoformer of custom and standard products, active in both domestic and foreign markets.

THE CHALLENGE. Both domestic and international customers require a transition from an earlier versions to ISO 9001-2015. This was a major undertaking and Jeco Plastic Products required outside assistance to make the change. The company also became increasingly active in aerospace and Department of Defense (DOD) markets over the years, which requires mandated cybersecurity measures. They needed assistance to put in place appropriate procedures and safeguards, and chose Purdue Manufacturing Extension Partnership (Purdue MEP), part of the MEP National Network™.

MEP CENTER'S ROLE. Jeco implemented ISO 9001-2015 and cybersecurity measures per DFARS Clause 252.204-7012 with Purdue MEP's assistance. Although most of the benefits will not be realized until 2021, in the first 12 months Jeco has seen substantial returns on the projects.

"We could not have entered new markets nor remained in our existing international markets without assistance from MEP. Proactive engagement was critical. We would never even have realized such assistance was available if Purdue MEP's Aaron Ramsey had not contacted us. Affordability was an early topic, and the grant relief allowed us to capitalize on such services despite our small size. Understanding the organizational limitations of a small company resulted in the services being designed within those constraints. Matching the actual service providers with the type individuals in an SME made the services more meaningful and useful. The personal skill levels of the service providers reflected both technical knowledge and personal experience, which made the assistance more useful and practical. Follow up has been ongoing and extremely helpful. I have engaged many consultants in my business career. The engagements with MEP have been the most constructive, helpful and enjoyable."

-Craig Carson, CEO

RESULTS



\$2,000,000 in retained sales



\$400,000 increase in sales



30% increase in workforce



\$800,000 in new investment in working capital, people, and equipment.

CONTACT US



8628 E. 116th Street
Suite 200
Fishers, IN 46038



(800)877-5182



www.mep.purdue.edu

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