

AS9100 CERTIFICATION ASSISTANCE BY PURDUE MEP LEADS TO ACQUISITION OF NEW CLIENT

ABOUT JECO PLASTIC PRODUCTS, LLC. Jeco Plastic Products specializes in molding medium-density polyethylene in addition to a wide variety of engineering plastics. They have design and molding capabilities that extend to thermoplastic continuous fiber composites with applications in aerospace and military markets utilizing a unique thermoforming capability.

THE CHALLENGE. A key European customer first required Jeco to become ISO 9001 compliant, which they did with the help of Purdue MEP, part of the MEP National Network™. Then, in 2023, this same client required them to become AS9100 compliant, an even more stringent quality management system. Jeco was quick to enlist the help of Purdue MEP again as they strove for this new compliance.

In addition, Jeco was having ongoing issues with a challenging part on both the drawdown of the plastic and the complex trim milling operation required on every part for this same key customer. The specialized equipment meant that not just any technician could come in and solve the problem.

MEP CENTER'S ROLE. Utilizing grant funding, Purdue MEP was able to assist Jeco Plastic Products with AS9100D Internal Auditor Training and advanced technical training specific to their onsite CNC machine. With the help of Purdue MEP, Jeco received their AS9100D certification in August 2023, ensuring compliance within the timeframe required by their client. They also went through Purdue MEP's Internal Auditor training with two staff members so they can be self-reliant when it comes to auditing their own compliance standards in the future. Purdue MEP was also able to subsidize the required CNC machine training through grant funding. One of the most exciting outcomes of the work with Purdue MEP was the acquisition of a new client, bringing an influx of \$5 million in sales to Jeco over the first two years of working with this customer. This would not have come to fruition without both the AS9100D certification as well as the CNC machine training, as Jeco was at risk of losing business without either capability.

"Working with Purdue MEP has had a cumulative effect on our business. We started with ISO 9001 compliance which allowed us to go after more customers and that led to our newest and largest customer then requiring us to become AS 9100 certified, which we did again by working with Purdue MEP.

Purdue MEP and the State of Indiana have always been in our corner, and I tell my customers that. You're not just getting service from Jeco Plastic Products, but the State of Indiana and the MEP are behind us every step of the way."

-Craig Carson, CEO, Jeco Plastic Products

RESULTS



\$2,000,000 in immediate new sales with \$5,000,000 total projected through 2025



\$30,000 in cost savings due to grant funding and competitive pricing



Certified to AS9100D standard



2 trained internal auditors to AS9100D standard

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