

JECO PLASTIC PRODUCTS

PLAINFIELD, INDIANA

AS9100 Certification Assistance by Purdue MEP Leads to Acquisition of New Client for Jeco

“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 AS9100 certified, which we did again by working with Purdue MEP.”

Craig Carson, CEO
Jeco Plastic Products

The Challenge:

A key European customer first required Jeco Plastic Products to become ISO 9001 compliant, which they did with the help of Purdue MEP. 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.

The Solution:

Utilizing grant funding provided by the Office of Local Defense Community Cooperation (OLDCC), Purdue MEP was able to assist Jeco Plastic Products with AS9100D Internal Auditor Training and advanced technical training specific to their onsite CNC machine.

The Results:

With the help of Purdue MEP industry experts in QMS, Jeco received their AS9100D certification in August 2023, ensuring compliance within the timeframe asked of them. 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.

Impacts:

- **Savings of more than \$30,000** due to grant funding and competitive pricing
- **\$2 million in immediate new sales with \$5 million total** projected through 2025
- Certified to AS9100D standard
- Two trained internal auditors to AS9100D standard

With regards to the CNC machine training, Jeco was able to capitalize on its long-standing relationship with the equipment manufacturer and Purdue MEP so that an immediate response was scheduled and coordinated with the help of Purdue MEP subsidizing the training through the grant funding.

However, 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.

jeco | plastic
products

Read more at: <https://mep.purdue.edu/client-successes/jeco-plastic-products-2024/>

ABOUT MEP

Purdue Manufacturing Extension Partnership (MEP) provides high-value solutions to help Indiana businesses maximize their success. As advocates for Indiana's thousands of manufacturers, our staff identifies areas of improvement, streamlines processes, and ultimately increases competitiveness. Purdue MEP serves hundreds of companies annually by implementing continuous improvement principles in the areas of productivity, growth, and technology.