

OVERCOMING SUPPLY CHAIN ISSUES

THE TOP CHALLENGES FACING
OEMS AND SUPPLIERS
AND HOW JBC TECHNOLOGIES
DRIVES SUCCESS



Challenge:

Materials are no longer available, derailing production delivery schedules

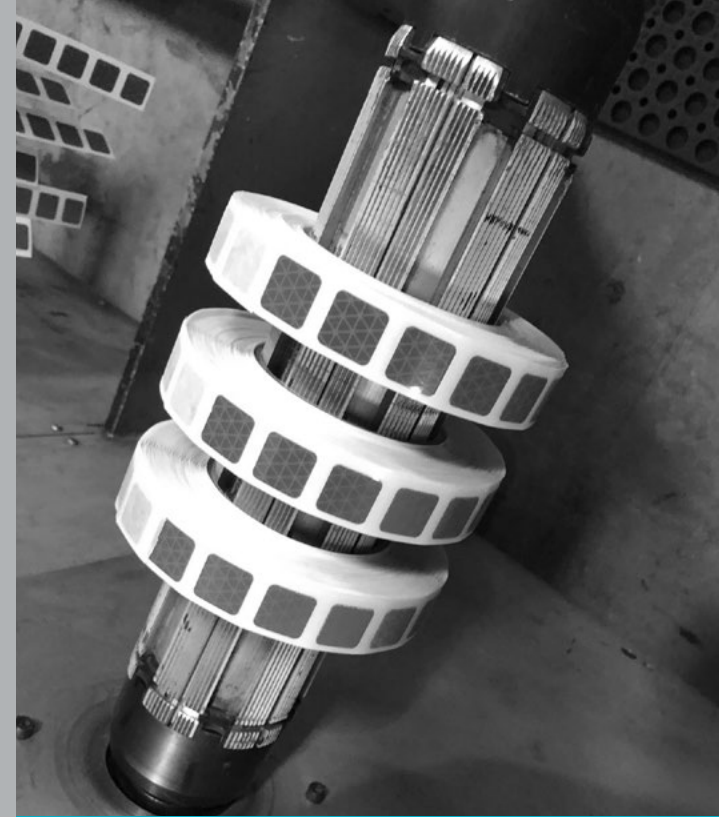
Our customers frequently have specific material callouts on their prints, so when raw materials become unavailable for any reason OEM project timelines can be jeopardized.



Solution:

A supplier that can quickly identify, source, and help qualify alternatives

Over the last 30+ years, JBC Technologies has developed close ties with many of the leading manufacturers of tapes, adhesives, and other performance materials. Working in close collaboration with these respected industry partners, our technical team can identify and source potential alternatives based on project requirements and material compatibility. Not only that, but we also main stock of many materials and can provide rapid prototyping to produce trial parts quickly and efficiently. In doing so, we help to shorten the decision lifecycle for OEMs to accelerate material requalification and ultimately, the Production Part Approval Process (PPAP).



▶ Key Takeaway:

Customers can count on JBC Technologies to provide options that will help keep material-driven supply chain interruptions to a minimum.

Challenge:

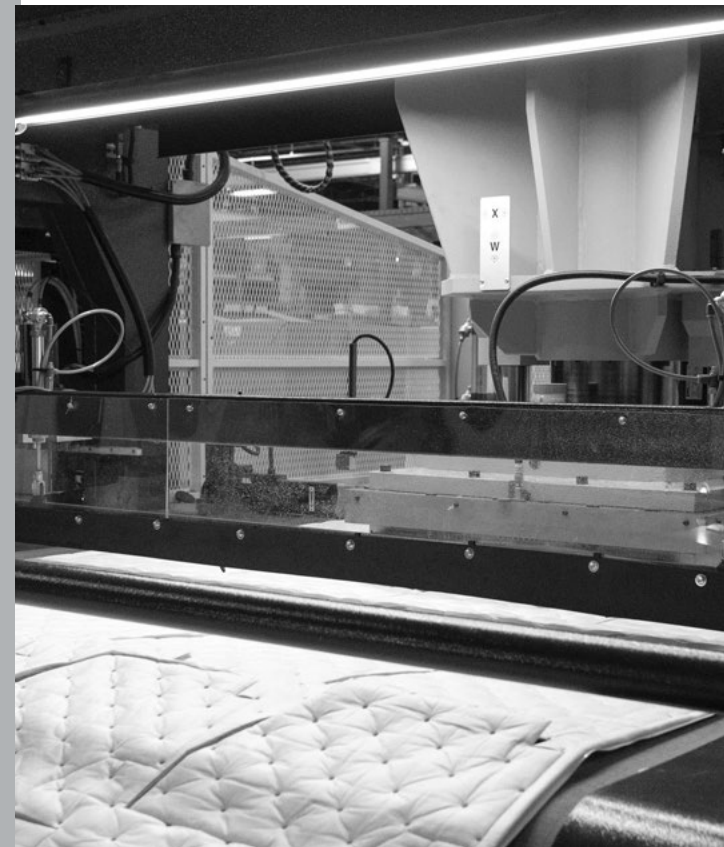
Converters are going out of business.

Several major converters have either closed or experienced significant reorganization in recent years, creating problems for OEMs and component manufacturers who rely on these companies to source and convert the materials they need.

Solution:

A stable, diverse, converting partner that can react quickly to keep your programs on track.

ISO 9001:2015 and IATF 16949 certified, JBC is a go-to converting partner for OEMs and tier suppliers across a breadth of industries. We have locations in four states, strong relationships with the best material manufacturers in the industry, and offer a wide breadth of vertically integrated converting capabilities – from high-speed servo-driven rotary die cutting and laser cutting for small, precise parts to large hydraulic flatbed presses, waterjet presses and digital cutting options for large parts and thick materials. Customers benefit from solutions driven by our vertically integrated converting capabilities, continuous improvement framework, people, culture, and values.



▶ Key Takeaway:

You can count on JBC Technologies to make the transition of your parts as seamless as possible, from quote to PPAP to full production.



Challenge:

Converters are either **too big** or **too small** to provide adequate service.

There has been significant M&A activity in the converting industry in recent years, leading some organizations to grow so quickly that they fail to provide the same level of support and service as they once did. There are also many smaller converters that may provide great service but lack the breadth of processing capabilities and the necessary leverage with materials manufacturers to reduce costs, shorten lead times, or procure specialty materials.



Solution:

A converter is “right-sized” with the responsiveness and resources to make doing business easy.

At JBC, we have the strength of a carrier, but the nimbleness of a battleship. We pride ourselves as much in our exceptional customer service and ability to address customer needs quickly as we do in our breadth of vertically integrated converting capabilities and strategic relationships with the industry’s top materials suppliers.

When you work with JBC Technologies, you can expect us to

- Leverage our supplier network, multiple facilities, and equipment bandwidth to determine the best, most cost-efficient way to fabricate your parts.
- Offer solutions in part delivery that will positively impact your manufacturing process.
- Work diligently to identify and quickly address the root cause of any issue that may arise.



▶ Key Takeaway:

JBC Technologies is large enough to get the job done, yet small enough to care.

Challenge:

Long lead times from overseas suppliers

Reliance on overseas suppliers led to rampant supply chain disruptions during the height of the COVID-19 pandemic. While those issues have subsided significantly, inherent political risks and macroeconomic factors of relying on overseas production have caused many OEMs and suppliers to try to reshore or nearshore component production wherever possible.



Solution:

Supply chain optimization through US-based manufacturing coupled with creative product segmentation, stocking, and delivery strategies

As a completely U.S.-based operation with multiple facilities, JBC Technologies can convert materials closer to where they will be used in the U.S. This typically translates into shorter lead times for our customers. It can also provide a benefit for electric vehicle (EV) and other manufacturers who may be able to reap significant government rebates or other incentives by producing parts in the U.S.

JBC Technologies also

- Employs best-in-class supply chain optimization strategies to help mitigate the need for long lead times driven by material availability, and
- Maintains more inventory of high-demand materials than our smaller competitors.



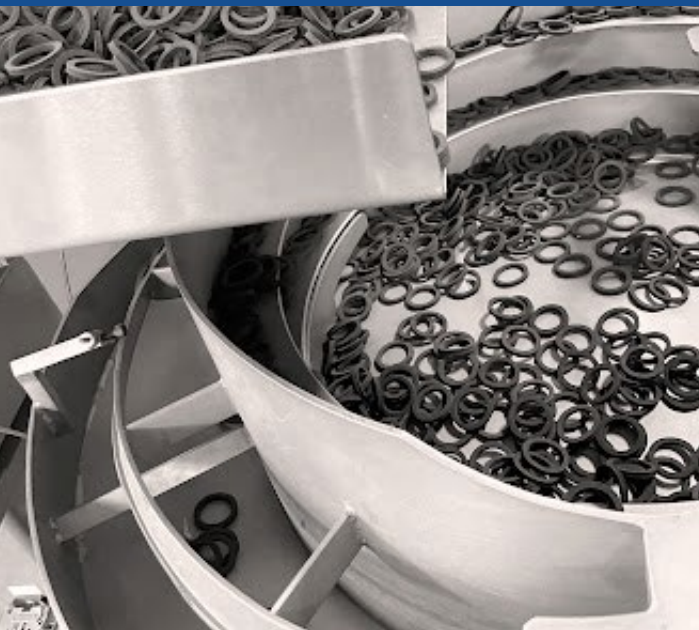
▶ Key Takeaway:

JBC uses U.S.-based manufacturing, Fortune 100-level quality systems and state-of-the-art planning capabilities to reduce lead times and exceed customer expectations.

Challenge:

There are too many players in the supply chain, increasing piece price for complex assemblies.

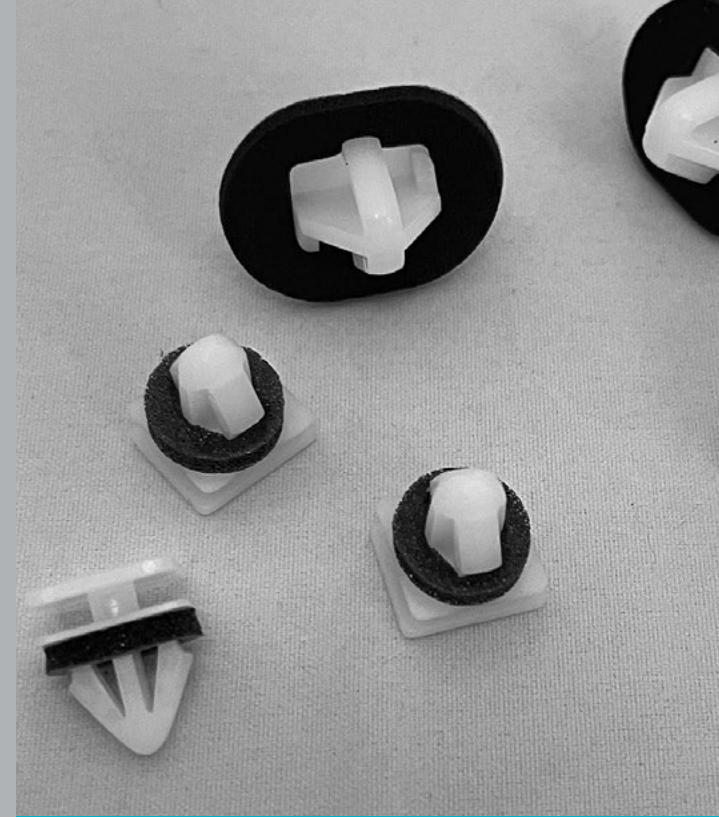
Experienced manufacturing leaders understand that the more vendors involved in a project, the greater the cost. Too many steps in the supply chain can also add unnecessary complexity to the production cycle and increase the likelihood of costly mistakes.



Solution:

JBC offers automated assembly and value analysis/value engineering (VAVE) services to streamline production.

JBC Technologies makes a point to understand how our parts are being used in downstream production processes so we can offer recommendations that will reduce waste at the next step of the value chain. This can be as small as recommending a pull tab or as large as a completely automated assembly solution to integrate a foam or tape onto a plastic injection molded part.



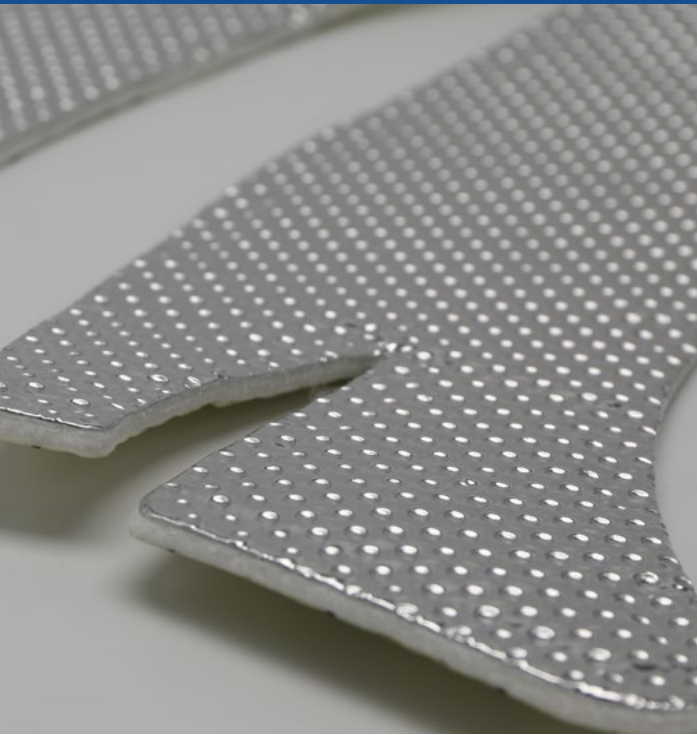
Key Takeaway:

On many occasions, we've used our expansive capabilities and engineering expertise to help customers eliminate steps in their value chain, saving them considerable time and resources.

Challenge:

Parts are difficult to make and no converter wants to take on the project.

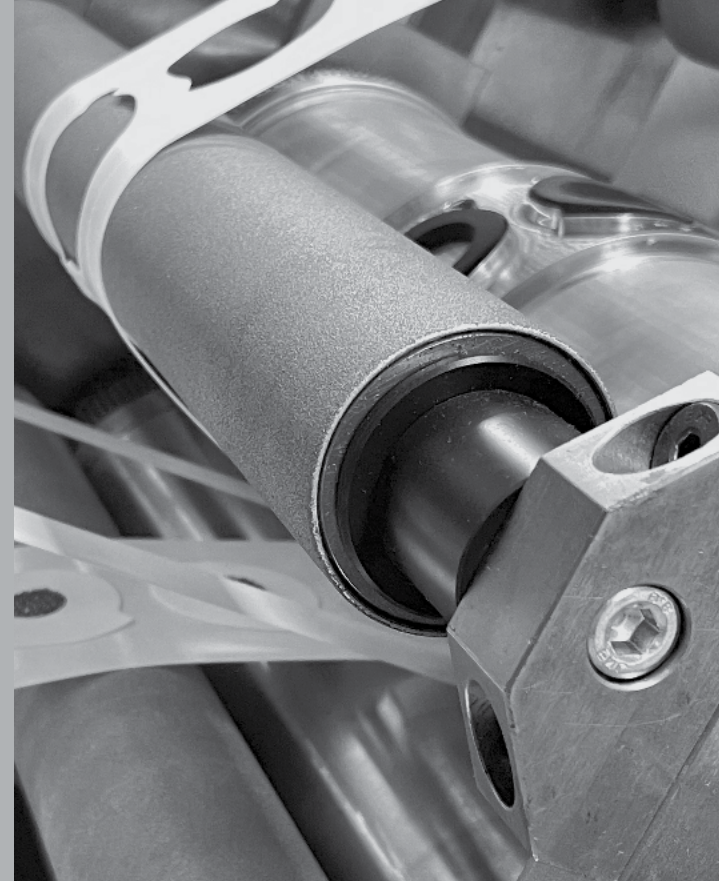
This is a common challenge for enterprising companies looking to advance technologies and develop innovative solutions that push their industry forward. Too often, smaller converters lack the equipment, capabilities, know-how or industry-specific experience to complete complex projects.



Solution:

A converter that views challenges as solutions that are yet to be defined.

From our company's founding in 1988, we have been dedicated to helping manufacturers solve problems that other converters wouldn't touch. We thrive on complexity and with 14 engineers on staff, we have the engineering expertise and experience that other converters simply can't match. While we specialize in automotive, medical, HVAC, aerospace, appliance, and electronics solutions, we work across nearly all industries to deliver custom solutions that advance our customers' strategic goals. Simply put, we have the appetite and expertise to develop automated assembly processes and contract manufacturing solutions for even the most complex projects.



▶ Key Takeaway:

Complex parts are what JBC does best.

EXPERIENCE THE POWER OF JBC TECHNOLOGIES FOR YOUR NEXT PROJECT!

CONTACT US TODAY! WE'LL REVIEW YOUR REQUIREMENTS AND START WORKING TO IDENTIFY THE OPTIMAL SOLUTION TO YOUR BIGGEST CHALLENGES.

Corporate Headquarters | 7887 Bliss Parkway, North Ridgeville, OH 44039
facilities in Ohio, Illinois, Colorado, Wisconsin, USA



www.jbc-tech.com
440.327.4522