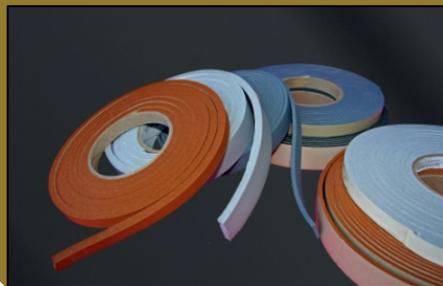


Gasket company fills a potential gap in their supply chain



The Problem/Need

Stockwell Elastomerics, Inc. is a leading supplier of gaskets and custom components made from silicone rubber and related high performance materials. They utilize a full range of in-house production capabilities to support their OEM customer base. Stockwell faced a limited supply of a key processing ingredient that they rely upon for many of their products. Stockwell sought to proactively find drop-in replacement ingredients and supplier alternatives to ensure production continuity.

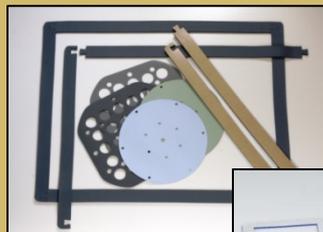


Project Outcomes

- Identified and interviewed key distributors, formulators, and chemical suppliers across the value chain and independently confirmed the nature of the supply chain limitations.
- Researched a wide range of fundamental chemistry options.
- Focused upon and assessed the most promising technology options against key Stockwell criteria.
- Identified and confidentially profiled leading alternative chemical and formulation suppliers.

Key Requirements

- Alternative component chemistry options that will provide the same performance and reliability as the current formulations.
- Must be available commercially and in small batch quantities.
- Only domestic suppliers or foreign suppliers with domestic stocked supply.
- Formulations that do not rely upon the chemistries that are in limited supply.
- Must meet all safety, regulatory, and facilities requirements.



Project Impact

- As a result of the project, Stockwell:
- Validated their supply chain concerns and the need for back-up options.
 - Evaluated alternative chemistry options and selected one solution that could serve as a viable replacement option.
 - Ensured supply chain and sourcing continuity and contingencies thereby protecting their core processing competencies and 35%-40% of their commercial business.

“The loss of a key material to our company would have been crippling. We needed more than one option and this project gave us the options we needed as a back up, which let me sleep better and focus on growing our business.”
– Bill Stockwell, President, Stockwell Elastomerics, Inc.

