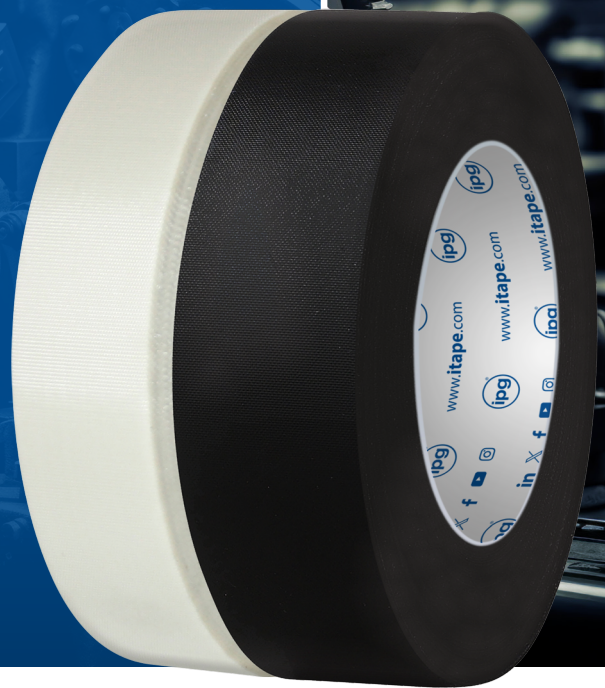




CASE STUDY

LEADER IN MOTOR MANUFACTURING
REDUCES COSTS AND ENHANCES OVERALL
PRODUCTION EFFICIENCY WITH IPG'S
4616 48MM GLASS CLOTH TAPE



Customer Overview

The end user is a prominent U.S. based leader in motor manufacturing, operating a highly automated facility dedicated to assembling a diverse range of motors. Their commitment to excellence ensures the delivery of top-tier solutions for their operations, maintaining high standards of quality and efficiency.



Prices began increasing



Supply issues arose

The Challenge

During the pandemic, supply chain disruptions compelled the end user to seek alternative solutions. IPG stepped in to provide a reliable product that performed exceptionally well. However, achieving full conversion required the alignment of operators, purchasers, and corporate decision-makers.

Proposed Solutions

The IPG team proposed using 4616 48mm glass cloth tape to significantly enhance the end user's operations. Its reliable performance streamlines the motor assembly process, reducing rework and boosting efficiency. With strong adhesion and durability, the 4616 tape minimizes machine downtime by preventing unnecessary stoppages and maintenance. Additionally, its high-quality insulation improves product quality with fewer defects. IPG's commitment to service excellence, especially during supply chain disruptions, ensures the customer has a dependable supply of critical materials.



Results

By switching to IPG's 4616 48mm glass cloth tape, the end user experienced a significant improvement in product quality and operational efficiency. IPG's tape offered a more consistent and reliable solution, significantly reducing the risk of defects and production disruptions. This resulted in fewer reworks, minimized downtime, and a 5% reduction in overall costs directly contributing to improved operational performance. The reduction in quality issues allowed the end user to maintain high production standards.

5%

Reduction in overall costs

10%

Reduction in quality issues

500K

Business transfer from competitor



“We were able to see a 10% reduction on our quality issues and a 5% reduction overall, we are pleased with our transition to IPG's 4616 glass cloth tape.”

Conclusion

IPG's relentless pursuit and commitment to building personal relationships facilitated a successful partnership. IPG achieved a significant business transfer of \$500K, underscoring the strength of our partnership with the end user. Overall, the transition to IPG resulted in both operational and financial benefits, reinforcing the value of our partnership.



IPG's parent company, Clearlake Capital Group, is nationally certified by the Southern California Minority Supplier Development Council, which is part of the National Minority Supplier Development Council.