



Jamaica Bearings Group

est. 1925



Agenda

- **JBG Introduction**
- **OEM Partnerships**
- **Assistance Available**
- **DLA Partnerships**



JBG Introduction

Who Are We?

Jamaica Bearings Group

Value Added

- Production Supply Chain Management
- Performance Based Logistics
- After Market Supply Chain
- Kitting
- Value Added Engineering

Organizations

- Jamaica Bearings
- Jamaica Aerospace
- Jamaica Miniature PPD
- Cambridge Engineering

US Stocking Locations

- New Hyde Park, New York - HQ
- Miramar, Florida
- Camarillo, California

Primary Markets

- Aerospace,
- Defense,
- Rail & Transit,
- Semi-con, Medical , Motion & Flow control



JBG Introduction

Who are we?

- Complete Precision Engineering Laboratory
- NDT Testing
- Alternate Source Development - Sole Source Breakout
- FAA/PMA and Military SARs
- Class 6/ISO 14644 Certified Clean Room and Class 1 Workstations



JBG Introduction

Who are we?

- **Production / New Build Kits**
- **Overhaul & Maintenance Kits**
- **Modification Kits**
- **Tailored Requirements**
- **Auto-replenishment**



JBG Introduction

Who Are We?

- **USG/DLA/DOD AWARDS**
 - *7 Consecutive DLA ABVS (Automated Best Value System) awards*
- **2009 SBA Butland Family Owned Business of the Year Award.**
- **2011 DOD/DLA Vendor Excellence Award**
- **2012 DOD/DLA Vendor Excellence Award**
- **2014 SBA Subcontractor of the Year Award**



JBG Introduction Quality

- **Management:**
 - Six Sigma “Black Belt”
 - Six Sigma “Champion”
- **Certifications:**
 - AS 9120:2002 ISO9001:20008
 - AC0056 Certified
- **Designated Quality Systems:**
 - United Technologies
 - Honeywell
 - Parker



OEM Partnerships

- **Partnering with Large OEM primes/Tier 1 manufacturers.**
 - *Know Your Niche*
 - New product inventory
 - Reduced vendor base
 - Economies of scale MRP planning, lean mfg
 - Specialized customer focus



Assistance Available

- **PTAC – Procurement Technical Assistance Centers**
 - *The PTACs are often an underutilized resource*
 - *<https://www.sba.gov/tools/local-assistance/ptac>*
- **Office of Small Business Programs (DLA)**
 - *DLA Land & Maritime – Training, Knowledge and Opportunities (TKO) training*
- **U.S. Small Business Administration (SBA)**
 - *District Office and SBA Procurement Center Representative*



Assistance Available

- **RPPOB – formerly known as “bailment” is another great resource for new products**
- **Federal regulations:**
 - *CFR, FAR, DFARs, DLAD, PGI - Know the regulations that are pertinent to your “niche”*
 - *Not just about what you “can’t” do, but what you “can” do.*



DLA Partnerships

- **SSAs – Strategic Supplier Alliance**
- **SCAs – Supply Chain Alliance**
- **COIs – Captains of Industry**



DLA Partnerships

On 9 April 2015 Under Secretary Kendall issued the implementation directive for BBP 3.0, *“Achieving Dominant Capabilities through Technical Excellence and Innovation”*

Ten Basic Principles

• **Continuous Improvement**

• Data Should Drive Policy

• Critical Thinking Necessary for Success

• Controlling Lifecycle Costs

• **People Matter Most**

• Incentives Work

• Competition...Most Effective Incentive

• **Defense Acquisition is a Team Sport**

• Technological Superiority is at Risk

• Courage to Challenge Bad Policy



In Closing.....

- **“Don’t be competitor focused, be customer focused” – Jeff Bezos**
- **DLA and Industry partners should have a single focus.....War Fighter Support!**



In Closing...

Questions

