



JP GOULD

National

Case Study



“There was great concern that line production might have to shut down after losing U.S. production of our unique substrate. JP Gould National moved quickly, using its representatives and contacts worldwide to secure a new supplier for the stock we needed.”

Head of a major U.S. manufacturer

Global Relationships Help Secure and Deliver Hard-to-Find Substrate

Situation

A major JP Gould National client regularly purchased a rare, customized substrate produced only in a few facilities worldwide.

Challenge

Our longstanding supplier of the substrate ceased production in North America. The JP Gould National team needed to find another supplier before existing inventory ran out for our client.

Solution

Working in conjunction with our parent company, Japan Pulp and Paper, we located a new supplier in Japan. Given the lead time needed to get the new supplier up and running, our team worked with the original supplier to produce an interim solution—a last run of substrate, designed to last the client 12 months. We handled the financing, logistics, warehousing and management of the final U.S. inventory.

Outcome

We used our global distribution expertise to bridge the two programs and ease the migration from existing stock to the new overseas supply. The new product is now fully in place, with regular shipments arriving from Japan on a schedule planned and orchestrated by JP Gould National. The client is pleased with the new supply... and that production has continued nonstop.

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