



Medical Grade Resin: Supply Chain Procurement

Fred Kinkin

Global Category Leader, Resins



Johnson & Johnson

MedTech Supply Chain Procurement Organization



Precision Plastics - Leslie Berry

Resins
Fred Kinkin



Injection Molding
Karen Piotrowicz



Extrusion
Norman Carlson



Injection Molding Resins

David Wetherell

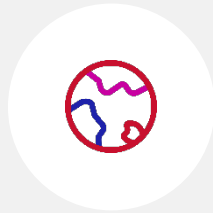




What is a J&J Preferred Resin Supplier?



A Strategic Partner
Active and responsive.



Reliable Supply
Meets J&J business demand. Strong sub-tier management & risk mitigation. Takes quick action when issues arise.



Innovation
Continue to bring us new opportunities that can differentiate us from competition.



Cost Competitiveness
Transparent data-based conversations on pricing. We expect our suppliers to work collaboratively to take out cost.



Contract
Having agreement in place is competitive advantage for new business



Technical Support
Strong compliance and technical capabilities to support relationship.

Medical Grade Resins – A Supply Chain Perspective

Mitigate risks **enhancing**
value to J&J

Medical Grade resins need substantial protection from potential events

Notification

- At least 24 months notification of change
- Opportunity for last time buy
- Formulation lock

Assurance of Supply

- Annual raw material risk reviews
- Proactive measures to reduce high risk materials
 - Proper inventory levels in place
 - Contracts in place with Raw Material suppliers

Thank you

Fred Kinkin

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Johnson & Johnson Medical Device, West Chester, PA

Office: +1 610 719 5322

mob: +1 908 268 0179

mail: fkinkin@its.jnj.com

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