

Volume 04 | February 2021



Your Source for Monthly Manufacturing News

Questions, comments or feedback? Please don't hesitate to share your thoughts with us by emailing Info@NEPIRC.com.

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Manufacturing News from our Nation, State and Region

National News

Free Online CNC Training Available to Manufacturers

Through the [Institute for Advanced Composites Manufacturing](#) (IACMI), manufacturing employees can receive free “bootcamp” style CNC Machine Training throughout the spring of 2021. Participating employees will gain access to six (6) hours of online, on-demand training in machine processes, detecting tool wear, working with CAM, managing machine vibration and dynamics and similar topics. Graduates will receive a certificate from IACMI and a textbook at no cost. To learn more and register for the program, designed by the [University of Tennessee Machine Tool Research Center](#) and [Oak Ridge National Labs](#), just [click here](#).



New Directives Tighten Made in America Waiver Process; NEPIRC Offers No-Cost Supplier Scouting Services in Response

On January 25, 2021, the White House announced an [Executive Order on Ensuring the Future is Made in All of America by All of America's Workers](#). Among other things, the Order tightens the process through which lead manufacturers fulfilling a federal procurement order can submit and obtain approval for Made in America subcontract or subcomponent requirements.



The reduction of Made In America requirement waivers is intended to increase the engagement of domestic small and mid-sized manufacturers in federal contracts – primarily as suppliers to 1st or 2nd tier federal contract awardees. To support manufacturers in finding domestic suppliers of currently imported products, NEPIRC offers no-cost Supplier Scouting services through which NEPIRC shares domestic supplier opportunities across Pennsylvania and nationwide, vets potential supplier responses and arranges prospective supplier-buyer discussions. For more information on NEPIRC's Supplier Scouting services, or if your company has a product you would like to have scouted, please contact Dale Parmenteri, NEPIRC's Vice President of Consulting Operations, at Dale@NEPIRC.com.

State Update

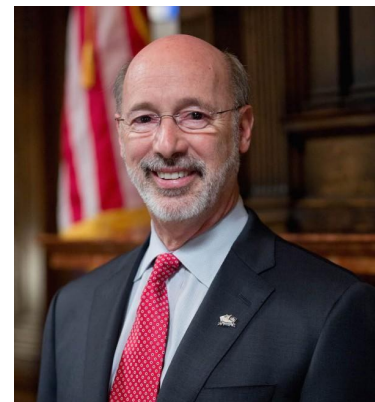
Pennsylvania Moves Up in Department of Defense Contract Spending

According to a January 2021 report released by the [Department of Defense](#) (DoD), Pennsylvania rose to the nation's 7th position in DoD contract spending during 2019, with more than \$15.3 billion in contract revenue during the period. DoD contract spending within Pennsylvania rose from \$12.8 billion in 2018 and \$11.0 billion in 2017. Since 2013, DoD purchases within the state have risen by more than 57%. The report emphasizes the importance of Pennsylvania's DoD manufacturing supply chain. In order to maintain their DoD contracts, however, suppliers must achieve [DoD Cybersecurity Maturity Model Certification](#) (CMMC) compliance. Manufacturers working under DoD Prime Contractor or sub-awards should contact Dale Parmenteri, NEPIRC's Vice President of Consulting Operations, at Dale@NEPIRC.com for more information on achieving CMMC compliance in practical and affordable ways.



Governor's Proposed 2021-2022 Budget Makes Manufacturing and Workforce a Priority

On February 3rd, Governor Wolf presented his proposed Commonwealth of Pennsylvania budget for the 2021-2022 fiscal year. His proposal includes \$15 million of support for [Manufacturing PA](#), which sponsors the efforts of the statewide Industrial Resource Centers, as well as Pennsylvania's Manufacturing Innovation Grant and Training-to-Career programs. The draft also includes continued support for the [Pennsylvania Worldwide Program](#), which facilitates exporting opportunities for Pennsylvania manufacturers. Additionally, it provides \$8 million to [WEDNet PA](#), which reimburses manufacturers for qualified workforce training programs, such as Leadership, Continuous Improvement, Six Sigma, ISO/Quality Systems and I.T./Technology topics. More comprehensive documents and details regarding Governor Wolf's budget can be found by [clicking here](#).



Regional News

Stepping Up: NEPA Manufacturer Provides Comfort to Guardsmen in DC

Scranton-based [North American Manufacturing](#), a privately-owned company that manufactures a variety of fabric and metal products for the U.S. military, Postal Service and other customers, recently stepped up to supply cots and other comforts to the National Guardsmen temporarily stationed within the U.S. Capitol complex. NBC News reported on the company's provision of cots during a recent broadcast and followed with a [Twitter post](#) featuring the accommodations.

THANK YOU to North American Manufacturing for all you do for our country and military personnel!



Resource Guide & Workforce Attraction Videos Available for Manufacturers

The Northeastern PA Manufacturing Sector Partnership, a multi-employer collaborative of manufacturers and community partners, recently published [NEPA Manufacturing Merge](#), a digital resource guide to help manufacturers find technical, financial, workforce, networking and other resources more quickly and effectively. The Partnership also created a series of short videos to promote careers in manufacturing, particularly amongst younger audiences. The four-video series can be viewed by [clicking here](#). NEPIRC participated in the Partnership effort. To get involved, or for assistance in downloading the guide or videos, please contact Chelsey Coslett, NEPIRC's Marketing Specialist, at Chelsey@NEPIRC.com.



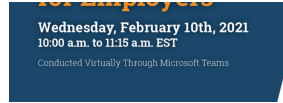
NEPIRC News

Register Now: Join Over 250 Companies for Our "Legal Aspects of COVID-19 Vaccination for Employers" Webinar

Over 300 companies from across Pennsylvania have already registered for a no-cost "**Legal Aspects of COVID-19 Vaccination for Employers**" webinar being hosted by NEPIRC, the statewide IRC Network and the national law firm of [Cipriani & Werner](#). Registrations are still available for the event, which will be held on Wednesday, February 10th from 10:00 AM to 11:15 AM utilizing MS



Teams technology. [Atty. James F. Devine](#), a Cipriani & Werner partner with 25+ years of representing manufacturers in matters of employment law, will address the legality of requiring or not requiring employee vaccination, how to handle employee questions and concerns, how to address employee resistance to vaccination and/or working with non-vaccinated colleagues and so forth. Please [CLICK HERE](#) to ensure your access to this timely event!



Featured Speaker:
James F. Devine, Partner
Cipriani & Werner



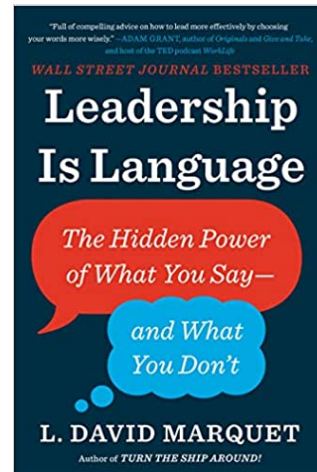
NEPIRC Promotes Manufacturing & Our Region on Community Forum Radio Show

Eric Joseph Esoda, NEPIRC President & CEO, promoted manufacturing, our region and the Commonwealth during a 30-minute discussion with Jim Riley that aired Sunday, January 24th [on 94.3 The Talker](#) and [105 The River](#). During the segment, Mr. Esoda covered the importance of manufacturing to our community, our region's ability to foster manufacturing growth and how Pennsylvania is performing relative to its peer group with respect to manufacturing. If you missed the show, you can listen to it now by [clicking here](#).



What We're Reading

[Brian Matyjevich](#), NEPIRC's Lean Enterprise Consultant, recently read and reviewed [L. David Marquet's](#) best seller, [Leadership is Language](#). The book emphasizes that leadership requires communication and collaboration but also the strength and courage to resist the urge to micromanage, redirect and over-control team efforts. By allowing teams to "do their thing" and raising concerns and suggestions in the right way at the right time, leaders can accelerate the ways in which workteams reduce waste, accomplish goals and improve organizational performance. If you've read the book and would like to discuss it with Brian, feel free to email him at Brian@NEPIRC.com. NEPIRC's next read is [Conscious Capitalism](#), co-authored by Whole Foods founder John E. Mackey.



NEPIRC to Host Lean Specialist Certificate Program this Spring

NEPIRC's Lean Specialist Certificate program is a series of courses covering the concepts and tools professionals need to support Continuous Improvement efforts in today's work environment. The curriculum encompasses the necessary technical and interpersonal skills to implement sustainable improvements in productivity, quality and workplace safety. This program is ideal for individuals of all levels and designed to be appropriate for companies at any stage of their



lean journey.

The Lean Specialist Certificate program will be held every Tuesday from **March 2nd** until **March 30th from 8:00 a.m. to 5:00 p.m.**, with graduation taking place on the last day. This course will be held as a hybrid with in-person sessions at NEPIRC and a virtual option available through Microsoft Teams. Total investment is \$1,895.00 per person. To learn more or to register, [click here!](#)

New Business Opportunities: Companies Looking for Suppliers

NEPIRC is relaying these potential new business opportunities to manufacturers across our region:

- **FOAM BLOCK CUSHIONS (For Home Furniture, Playroom, etc.):** A Pennsylvania manufacturer and distributor is looking for a supplier of various “block” shaped micro-suede, vinyl, or faux leather covered foam for the home furniture, play area, obstacle course, gymnastic practice area fall pit and similar markets. These “blocks” will be made of 1.5 lbs./cubic foot 44ILD foam and range in size from 6” x 12” x 18” to 36” x 30” x 18”. Cover material, zipper location (#6 or #7 zipper) and other specifics will be discussed with potential suppliers. Initial order of approximately 450 units of varied sizes is expected, with quantity to increase to 45,000 by end of year. Company can place first order ASAP.
- **INFLATABLE EXERCISE PLATFORM:** A Montana manufacturer is seeking to source a 78”(L) x 34”(W) x 2.5”(H) inflatable exercise mat domestically. Item would be similar to inflatable paddle boards, camping mats, jet-ski “tubing” floats and other durable inflatable devices of that nature. It will be made of Drop Stitch material glued and heated at edges with a non-slip mat glued to top. Must be durable enough to maintain integrity when used to provide cushioning during user aerobic exercising. Buyer to discuss other specifics with potential suppliers when identified. First year purchase of 250-500 units expected at a desired cost of \$150 - \$200 per unit.
- **RESHORING OPPORTUNITY: BOARD GAME PIECES & BOARDS:** A Minnesota-based manufacturer is seeking to domestically source **1,000s of family board game boards, pieces, dice, cards and other accessories currently purchased from China.** Many products are being searched – from game boards and boxes to form-molded holding trays to plastic game pieces similar to those used in Chess, Risk, various Trivia games and so forth. The company is currently buying 10,000-13,000 games routinely from China and would like to purchase in quantities of 5,000 domestically (to reduce warehousing needs). Companies with potential for manufacturers, assembling and shrink-wrapping complete board games, similar to popular games of today, at a cost of approximately \$5.50 - \$6.00 per unit are encouraged to respond!

Companies interested in these supplier opportunities are encouraged to contact Dale Parmenteri, NEPIRC's Vice President of Consulting Operations, at Dale@NEPIRC.com. Please use “Supplier Opportunity” as the subject line for an immediate response!

Use these quick links to learn more about NEPIRC:

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