

Volume 03 | January 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](mailto:Info@NEPIRC.com).

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## Manufacturing News from our Nation, State and Region

### National News

#### Deloitte 2021 Manufacturing Industry Outlook: Manufacturer Preparedness & Adaptability Key to a Very Prosperous 2021

While [Deloitte](#) projected a 5.4% decrease in domestic manufacturing output in 2021 amidst the pandemic (Sept. 2020), the firm's "[2021 Manufacturing Industry Outlook Report](#)" paints a different picture – as 63% of manufacturing executives polled in November and December of 2020 were optimistic about growth and profitability in the year ahead. Based upon industry interviews, surveys and analyses, Deloitte's report identified firm investment in ERP systems, digital design software, automation and Industry 4.0 technologies as keys to a successful 2021 – with 76% of optimistic CEOs already investing in those areas. Fortifying supply chains through reshoring, nearshoring or the creation of multiple supplier relationships and strategically upskilling employees, particularly in leadership and technology areas, were also noted as integral to manufacturer recovery and growth. These recommendations, as well as Deloitte's encouragement of fundamental production cost control practices (aka Continuous Improvement) and production line flexibility, are consistent with the industry insight of *Forbes*, *IndustryWeek*, *Grant Thornton* and others.



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#### Specifics of December (2020) Coronavirus Relief Package Remain Nebulous

At the time of this e-newsletter, the specifics of several



business-focused aspects of the December 2020 Coronavirus Relief Bill remain unclear. That point notwithstanding, NEPIRC has found [RSM's "Business Guide to the December Coronavirus Relief Package"](#) website and report to be a consistently updated. The [National Law Review](#) also offers more detailed summaries. Manufacturers with specific questions, particularly in relation to the "new" round of Paycheck Protection Program (PPP) or Economic Injury Disaster Loan Assistance (EIDL) funds, are encouraged to contact [Drew Mackie](#), CPA, NEPIRC's CFO, at [Drew@NEPIRC.com](mailto:Drew@NEPIRC.com) for individual assistance.

# RSM

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## State Update

### COVID-19 Vaccination Roll-Out: Manufacturing Employees Included in Phase 1B

The PA Department of Health has rolled-out the Commonwealth's [COVID-19 Vaccine Resources](#) page, which includes PA's [Vaccination Plan](#), a helpful [Vaccine Toolkit](#) (which summarizes the Plan), [FAQs](#), posters and other information in downloadable file formats. NEPIRC encourages manufacturing leaders, particularly those in HR roles, to review the information. Please note that manufacturing workers are categorized as **Phase 1B Critical Workers**, which is a relatively high-priority vaccination group.



On **Wednesday, February 10<sup>th</sup>**, from **10:00 a.m. to 11:15 a.m.**, NEPIRC will host a no-cost **"Legal Aspects of COVID-19 Vaccination for Employers"** webinar in collaboration with the national law firm of [Cipriani & Werner](#), which specializes in this niche practice area. See the **NEPIRC News** section below for more information or [CLICK HERE](#) to immediately register.

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## Regional News

### Manufacturers of PPE: Are You Interested in Selling to the U.S. Department of Defense?

Pennsylvania ranks 8<sup>th</sup> in the nation in the provision of goods and services to the U.S. Department of Defense. On **Friday, January 29<sup>th</sup>**, Congressman [Matt Cartwright](#), in collaboration with the [Defense Logistics Agency](#) and [Tobyhanna Army Depot](#), will host a virtual "how to" meeting summarizing how regional manufacturers of Personal Protective Equipment (PPE) can begin selling into the U.S. Department of Defense and enter critical federal supply chains. The webinar, which is **FREE** to manufacturers, will begin at **11:00 a.m.**



Manufacturers can request admission to the online event by emailing [PPE.Event@mail.house.gov](mailto:PPE.Event@mail.house.gov) and providing the name of the company and individual(s) who

would like to attend. Congressman Cartwright's office will respond with additional log-on information. Don't miss this great opportunity to capitalize on DoD spending while benefiting our nation and protecting our great military forces worldwide!

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## Manufacturer of Eco-Friendly Dining Utensils Coming to Northeastern PA

Sivana Converting, LLC, a start-up manufacturer of hemp-based plates, cups, cutlery, dining items and food containers will soon occupy the former CertainTeed plant in Mountain Top, Pennsylvania. The company will be the nation's first to offer these types of 100% biodegradable products – and will use raw hemp produced by more than 50 Pennsylvania farms as well! Sivana will eventually occupy the entire 400,000 square-foot facility and plans to employ nearly 100 people soon after they open their doors. The company's 10-year vision for the plant is to employ as many as 800 workers.



## NEPIRC News

### NEPIRC & IRC Network to Partner w/ Nationwide Law Firm for “Legal Aspects of COVID-19 Vaccination for Employers” Webinar

On **Wednesday, February 10<sup>th</sup>**, NEPIRC and the statewide IRC Network will host a no-cost [“Legal Aspects of COVID-19 Vaccination for Employers”](#) webinar in collaboration with the national law firm of [Cipriani & Werner](#), which specializes in this niche practice area. The webinar will be held from **10:00 a.m. to 11:15 a.m.** utilizing MS Teams technology. Our presenter will be [James F. Devine](#), a Cipriani & Werner partner with 25+ years of representing manufacturers in matters of employment law. The webinar 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. There will be ample time for Q&A from the virtual audience as well. Registration is limited to 250 individuals – so please [CLICK HERE](#) to ensure your access to this timely event!

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### NEPIRC to Offer its Lean Specialist Certificate Program and AS9100:2016 Revision D Internal Auditor Training this Spring

This spring, NEPIRC is offering a [full lineup](#) of valuable certificate training opportunities to help ensure success for those businesses we serve. Two of these trainings include a [Lean Specialist Certificate Program](#) and [AS9100:2016 Revision D Internal Auditor Training](#) - both offered in the hybrid format.

- **Lean Specialist Certificate Program:** Being held on **Tuesdays** from **March 2nd** through **March 31st** from **8:00 a.m. to 5:00 p.m.**, this 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. **Investment: \$1,895.00.**

- **AS9100:2016 Revision D Internal Auditor Training:** This training focuses specifically on the aerospace industry and is part of the comprehensive standards produced by the Americas Aerospace Quality Group (AAQG) and the International Aerospace Quality Group (IAQG). This four-day course will provide attendees with a detailed overview of the AS9100 (Rev D.) requirements. It is also designed to prepare individuals to conduct internal audits to the AS9100 Standard. Each session will run from **8:00 a.m. to noon** on the following days: **March 10th, 17th, 24th and 31st. Investment: \$800.00.**

To learn more about either of these opportunities or to see a complete listing of NEPIRC's spring 2021 training and certification offerings, [CLICK HERE](#).

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## NEPIRC Staff Earns “Top 20 Under 40” Recognition

[Randy Yash](#), NEPIRC's Manager of Information Systems and Innovation & Technology Lab Coordinator, was recently recognized by his peers, colleagues and the [NEPA Business Journal](#) as one of the region's “[Top 20 Under 40](#)” professionals. NEPIRC congratulates Mr. Yash on this outstanding achievement and thanks him for his dedication to NEPIRC and our manufacturing community. In addition to maintaining and continuously upgrading NEPIRC's I.T. infrastructure and the resources of our Innovation Space Lab for use by manufacturers, Randy's services as a Certified Ethical Hacker, Cisco Certified Network Associate and Cisco Certified Engineer are available to manufacturers as well. Companies interested in benefiting from Randy's expertise – or with a question about “anything I.T. related”, should contact him at [Randy@NEPIRC.com](mailto:Randy@NEPIRC.com).

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## \$2,500 Grants Available to Assist Manufacturers in Rebound from COVID-19

[By completing a short 10-question survey](#), regional manufacturers qualify for a \$2,500 grant available through NEPIRC and the [Appalachian Regional Commission](#) to reduce the cost of training and consulting services needed to rebound from the impacts of the COVID-19 pandemic. Accelerate the recovery of your business today by taking advantage of this rare grant opportunity. Companies wanting to participate should contact [Dale Parmenteri](#), NEPIRC's Vice President of Consulting Operations, at [Dale@NEPIRC.com](mailto:Dale@NEPIRC.com).

## New Business Opportunities: Companies Looking for Suppliers

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

- **COMMUTATORS FOR ELECTRIC MOTORS:** Manufacturer based in northern New York is seeking a domestic supplier of a variety of copper, steel and mica commutators used on all brush motor armatures in their electric motors. The company currently uses approximately 25 different commutators imported from China – most within the 2-inch outer diameter size range. Annual demand of 250,000 units is anticipated for 2021. Technical drawings available upon request.

- **PLUSH TOY PRODUCT:** Small manufacturer in Montana desires a domestic manufacturer for its plush toys. Each toy is approximately 13 inches high x 8 inches wide. Company has prototypes and patterns for 5 different toys, each to be filled with Polyester Fiberfill. Contracted supplier would be compensated to cut fabrics to pattern, stitch the pattern, fill the toy and then complete the stitching process. First year contract of 3,000 to 5,000 units available. First batches to Montana are desired by end of first quarter of 2021.

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

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