



North Carolina
Manufacturing Extension Partnership

Supplier Matching: a Tool for Business Growth for NC Manufacturers

NCMEP Supplier Matching Team

Topics

- **Who We Are**
- **Why Local Sourcing?**
- **Program Overview**
- **Resources and Takeaways**
- **How You Can Participate**
- **Q&A**



Industry Expansion Solutions Expertise

- › Advanced Manufacturing + Technology Adoption
- › Business Growth, Innovation + Marketing Solutions
- › Cybersecurity Strategies
- › Defense Industry Initiatives
- › Energy + Environmental Solutions
- › Grant Evaluation + Research
- › Instructional Design Services
- › Leadership + Organizational Coaching
- › Process Optimization + Training Within Industry
- › Quality + Management Systems
- › Supply Chain Optimization + Supplier Matching
- › Workplace Health + Safety

ies.ncsu.edu/solutions

www.ncmep.org

We Can Help.

The North Carolina Manufacturing Extension Partnership

IES administers the federal NIST MEP Program in North Carolina. IES partners with public-private organizations to create a resource network to support manufacturing.



Why Local Sourcing?



THE PRICE OF FAST FASHION?

Chile's desert dumping ground for unwanted clothes

Selected commercial shipping routes, as of January 2024



Why Local Sourcing?

- **Covid!**
- **Stabilizing Supply Chains?!**
- **Globalization**
 - Political Unrest
 - Natural Disasters
 - Relationships/Economics
 - DoD
 - Tariffs
- **Perception**
 - Sustainability
 - Reliability
- **Risk Mitigation**
- **Diversification**

Why Local Sourcing?

- **Stronger Supplier Relationships**
- **Reduced Costs**
- **Faster Response**
- **Collaboration/Flexibility**
- **Sustainability**
- **Community Support**
- **Enthusiasm!**

When U.S. manufacturers develop effective domestic supply chains, they can:

 LOWER PRODUCTION COSTS	 DIMINISH RISK	 PROTECT INTELLECTUAL PROPERTY	 IMPROVE QUALITY AND RELIABILITY
 INCREASE EFFICIENCIES	 DECREASE LEAD AND DELIVERY TIMES	 BOOST OUTPUT	 SPARK INNOVATIONS
 ENCOURAGE RE-SHORING	 IMPROVE PROFITS	 REDUCE INVENTORY	 DRIVE EXPORTS

Why Local Sourcing: NC Manufacturing

- **Establishments: 11,300**
- **Employment: 471,500; 3rd highest in state**
- **GDP: 16% state; 3.7% nation;**
 - **8th in nation; 1st in Southeast**
- **Weekly Wages:**
 - **\$1329/\$33 hr (state)**
- **Sub-sectors Establishments:**
 - **Fabricated Metal**
 - **Food**
 - **Printing & Related**
- **Sub-sectors Employment:**
 - **Food**
 - **Chemical**
 - **Fabricated Metal**

Sources: ● **Size: 91% fewer than 100 employees**

- Bureau of Labor Statistics, 2023
- Bureau of Economic Analysis, 2022

Program Background

- **NIST MEP**
- **Domestic Supply Chains**
 - Supply Chain Resiliency
- **Free/No cost**
- **Supplier Scouting**
- **Supplier Database**
- **...and More!**
- **Who?**
 - **NCMEP Supplier Matching Team**
 - **NCMEP Partners**
 - **You!!**

Program Area: Supplier Matching

- Existing or New Industry

- State or National

Opportunities

- B2B

- Reshoring

- Become a Supplier

- Large Nationwide

- Economic

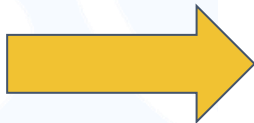
Development

- Federal Procurement

Program Area: Supplier Matching

○ Federal Procurement Opportunities

- EPA
- Dept. of Veterans Administration
- Dept. of Transportation
- NOAA
- Dept. of the Interior
- USDA
- Dept. of Energy
- Dept. of Commerce
- International Trade Association
- Dept. of Treasury
- Health and Human Services
- Dept. of Defense



The Build America, Buy America Act requires that all of the iron, steel, manufactured products, and construction materials used in infrastructure projects are produced in the United States.

Program Area: Supplier Matching

○ Process

- Inquiry
- Request Form
- Distribution
- Connection/Matchmaker
 - Research and Qualify
- Match / No Match Made

○ More Info

- Timeline
- Involved Throughout
- All Inquiries Welcome
- Simple!

Supplier Request Form

Information Collected:

- Description
- Reason
- Technical Specifications
- Performance Requirements
- Volume
- Pricing
- Packaging
- Delivery/Timeframe

Scouting Number	2023-101
Item to be Scouted	Non-woven Hygiene Product
Days to be scouted	60
Description	New non-woven hygiene product with 3 dimensional core insert to extend time and effectiveness of use.
State item to be used in	Arkansas

Contact Information	
Email	pplyler@arkansasedc.com
First Name	phillip
Last Name	plyler
Department / Company / MEP Center	Arkansas Manufacturing Solutions
Bureau / Division / MEP Center Regional Office	

Supplier Information	
Type of supplier being sought	Manufacturer
Reason	New product startup

Summary of technical specifications and performance requirements	
Describe the manufacturing processes (elaborate to provide as much detail as possible)	Traditional non-woven pad with super absorbent section inserted during manufacturing process.
Provide dimensions / size / tolerances / performance specifications for the item	Product drawing available. Insert approximately 3" L x 1.5" W x 1" D Overall product similar to traditional winged pads up to 10" L x 7" wide
List required materials needed to make the product, including materials of product components	Super absorbent insert material to extend release time to the supporting pad. Material to be similar to Chitosan but open to alternatives including Kenaf, natural bamboo, cotton, rayon, and others.
Are there applicable certification requirements?	No

Volume and Pricing	
Estimated target price / unit cost information (if unavailable explain)	100-200 initial run 50K to 100K first year volumes \$3000-5000 for total cost of initial run.

Delivery Requirements	
When is it needed by?	3-6 months

Describe packaging requirements	12 per pack, open to discussions on best packaging method
Where will this item be shipped?	Initially Arkansas

Program Area: Supply

Opportunity Types

- **Niche -> Broad**
- **Sectors**
 - **B2B, B2C**
 - **Food, Textiles, Plastics**
 - **Emerging Sectors**
- **Build America, Buy America (BABA)**

Item to be scouted	Item to be scouted
Sewn Dog Treat Pouch	Bottler of Non-dairy Self-serve Drinks
BABA Compliant Electrical Distribution Equipment	Absorbent material
Gas Risers	Organic Yarn
Gas Meters	Multi-Tasking 5-Axis Mill Turning Center
Gas Pipeline Pressure Regulators	Dehydrated Food Co-Manufacturer
Gas Encoder Receiver Transmitter (ERT)	X-ray Detectable Thread
Home Cage Set with Top Unit for 4 Mice	Synthetic Fibers
Natural tree rubber-based sponge for fitness mats	Bottling of Oat Milk Based Drinks
Circular Sheet Metal Cover and Cylindrical Housing	Titration instrument
Recreational Splashpad	Steel Caster Capability
Gas Fittings Supplier	Coils for fan coils
Anodeless Service Risers	Fans for fan coils
Excess Flow Valve	
Gas Distribution Shutoff Valves	
Solar Inverter	
Solar Inverter Optimizer	
ICP-OES Instruments	
Tempered Glass cut to specifications	
Clear Renewable/Recycled/Upcycled Plastic	
Plastic Buckets with Lids	
Various Positive Airway Pressure (PAP) Machines	
Identification Badge	
Circuit Breakers	

Supplier Matching: The Numbers

Nationally:

- 260 Supplier Opportunities
- 1698 Possible Matches
 - 260 Exact
 - 1438 Partial
 - 6.5 Matches Per Opportunity

NC:

- 8 Exact Matches
- 15 Partial Matches
- Responses Increasing



On Average: \$300,000 New Sales; 10 Jobs Created/Retained

Program Area: Manufactured in NC

- <http://www.manufacturednc.com> (MNC)

- Online supplier database
 - Company profiles
 - Vetting process
- Free, open, searchable
- Inquiries/requests
- Hands-on, personal approach
- Supplier searches begin here

The screenshot shows the MNC website homepage. At the top left is the MNC logo with the tagline "Made right here". To the right are social media icons for Facebook, X, and Email, along with "SIGN UP" and "LOGIN" buttons. Below the header is a navigation menu with links for Home, RFQ, News, Supplier Opportunities, Search by: Map, Alphabetical, Industry Category, Sectors Served, and Advanced Search. The main content area features the heading "Find the Manufacturer or Supplier for Your Needs." followed by a sub-headline: "Just about every kind of thing is produced in NC. So whether you're a manufacturer who wants to localize your supply chain or a newcomer searching for authentic North Carolina barbecue sauce, you'll find exactly what you're looking for here." Below this is a search bar with the placeholder text "Search for a manufacturer or supplier in NC" and a red "SEARCH" button. A green banner below the search bar reads "Don't Get Left Behind List Your Business Today" and "MNC offers North Carolina manufacturers a FREE way to expand visibility and reach potential customers." At the bottom, there is a grid of 15 category tiles, each with a representative image and a title: Chemical, Electronic, Fabricated Metal, Food and Beverage, Furniture and Wood, Leather Products, Machinery, Miscellaneous, Nonmetallic Mineral, Paper and Packaging, Plastics and Rubber, Primary Metal, Printing, Textiles and Apparel, and Transportation.



Home RFPQ News Supplier Opportunities Search by: Map Alphabetical Industry Category Sectors Served Advanced Search

Find the Manufacturer or Supplier for Your Needs.

Search for a manufacturer or supplier in NC

Narrow Your Search

Keywords

Industry Classification

Manufacturing Capability

Industries Served

Materials Utilized

Quality Certifications

Special Business Certifications

Export Markets

Counties

Congressional Districts

Electronic Data Interchange

Search Results

- Displaying 1 - 100 of 1720 results << 1 2 3 4 5 6 7 8 ... 17 18 >>
- 3 Mountain LLC** (Visit Page) Asheville, NC
Made with Rwandan tea and botanicals grown on our Healing Garden Farm, we hope you can taste the love and feel supported on your journey today.
- 3C Store Fixtures, Inc.** (Visit Page) Wilson, NC
3C Store Fixtures Inc. began in 1975 as local cabinet shop working in the Wilson area providing residential cabinets. After several years of growth, the company had the opportunity to build store fixtures for an up and coming national hardware/building supply retailer. From this beginning the focus of the business gradually changed from building cabinets to pursuing the store fixture market where we knew we could make a difference. A period of growth saw the company expand its facilities from...
- 3C! Packaging** (Visit Page) Clayton, NC
World class cGMP Compliant printer.
905 Pharmaceutical Customer Base
Offset Printing up to 7 colors with waterbase or UV coatings; and backside printing.
High speed Blanking
Braille
High speed gluing with automatic case packing
Carton Tipping (Tipping leaflets or other labeling to Folding Cartons)
Windowing
In-house sheeting with full paperboard inventory
In-house die shop
In-house printing plate making
- 3DFS Manufacturing** (Visit Page) Pittsboro, NC
The complexity of today's energy challenges require the ultimate in coordinated innovation pushing the boundaries of science and math. 3DFS is a vertically integrated product development company that researches the world's most challenging energy problems and delivers the highest caliber sustainable solutions with the utmost simplicity in design and implementation. We recognize the challenge that we are facing and pride ourselves on the enormity of the task. We expect to meet the challenge...
- 3M** (Visit Page) Moncure, NC
3M touches virtually every part of your life. Yet you're probably only aware of a fraction of those touch-points. With medical dressings that help wounds heal faster, reflective materials that make our roadways safer, and even stethoscopes that listen to astronauts' heartbeats in space, our people and technology make the impossible, possible. Every day we apply our science to make your life better. This is 3M Science. Applied to Life.™ 3M Vision Statement 3M Technology Advancing Every...

All Aerospace Manufacturers and Suppliers

Map Satellite

Carver Machine Works, Inc.
129 Christian Service Camp Road
Washington, NC 27889
Fabricated Metal Product Manufacturing

INDUSTRY CLASSIFICATIONS
Click on the industry to filter the results.

al and Petroleum	Electronics	Fabricated Metal Product
nd Beverage	Furniture and Wood Product	Leather and Allied Product
ery	Miscellaneous	Nonmetallic Mineral Product
product and Packaging	Plastics and Rubber Products	Primary Metal
and Related	Textile and Apparel	Transportation Equipment

Resources

- [NCMEP Site](http://ncmep.org) (<http://ncmep.org>)

**Find
a Supplier**



**Become
a Supplier**



Takeaways

- **Build/enhance domestic supply chains**
 - **Entire supply chain**
- **Partners**
 - **(local, state, regional, national)**
- **No cost**

How to Participate

- Register/Update Profile in [MNC](#)
- Contact Your [Regional Manager](#)
- Submit NCMEP [Supplier Request](#) Form
- Check out the list of [open opportunities](#)
- Spread the word!

Questions?

[KeAnne Hoeg](mailto:ekhoeg@ncsu.edu)
ekhoeg@ncsu.edu

[IES Regional Managers](#)

[Eric Taylor](mailto:ectaylo4@ncsu.edu)
ectaylo4@ncsu.edu

MFG Day 2024

MFG Day is October 4, 2024!

MFG Day (Manufacturing Day) is an annual event to demonstrate modern manufacturing careers. Manufacturers are encouraged to open their doors and show their community what they make and how they do it.

[Host or Find](#) an event.