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Georgia Manufacturers Alliance News Network Roundtable: Relaunching your business!

Hosted by Jason Moss, Founder and Executive Director GMA

Call participants, alphabetically by first name:

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Welcome by Jason- Today's topic is Reopening, what are your plans?

Let's share best practices - conversations about retooling and relaunching manufacturing in Georgia. Jason is ready to see everybody LIVE!

June 26 - Tour of DeNyse in Douglasville, we only have manufacturer spots left.

July 8 - Tour of VDL Industries

July 16 - Tour EPAC

This call is being recorded and available on our YouTube channel.

Share with us what you are doing right now:

Sloan, TieDown Manufacturing, 50 year old company this year. We manufacture 7000 different parts, industries such as agriculture, manufactured housing, marine, contract manufacturing.

- Decreased business
- One COVID case, contracted at home
- We are back in the swing of things
- While loss of revenue, how do you offset that? You reach out to people who you have not talked with for a while.... It gives you an opportunity to expand your network. Found out what our customers need help with: PPE, hygiene... So we are now making portable wash stations! You only need a water supply like a garden hose, everything is touchless. Two types, inside use or outside.
- This one is for inside use, much more polished.
- On the industrial side, double sided, 6ft apart per sink. 240 people per hour. The most effective proven method is still soap/water vs hand sanitizers.

Jason: how about employee count?

- First laid off were temps, not full time employees. We had salary reductions and furloughs
- Yesterday we discussed plans to bring full time employees back.
- Yesterday we received our PPP loan, so we have more confidence to continue operations.

Jason: how are you bringing the new sanitizing stations to market, how can we help?

- Now through social media posts
- Re GMA support, we're looking for GA Manufacturers to support this product but need supply chain of consumables - we have a two week ramp up, perhaps some of the members can help to shorten that. We never had to buy these products before, such as soap dispensers, etc.
- Would rather support GMA members first and then look for other GA suppliers



Justin Hughes, Dieselgrid: we are a freight transportation provider local to ATL, mostly in supply chain. Yesterday Justin learned that SBA will review and audit all PPP loans \$2 Million and over to make sure the right companies received the funds.

Jason Moss: Synovus said SBA will review them all. Necessity to get PPP loan for dire economic needs, no access to other funds. Seek legal and accounting input!

Joshua LeBarre, Sonnen: I am the director of manufacturing operations, oversee supply chain, the facility, inventory management. We make batteries for energy management products for residential use.

- Early January recognized the pandemic in China and knew it would hurt our supply chain so we made sure we had surplus supplies.
- March, alternate shifts, limited # of people on the floor, office work from home.
- Checks CDC daily for data.
- Google "GA public health" - look for daily confirmed cases reported throughout the State of GA. If you look at the 7 day running average, that trend line is going down. However, it is not a clear whistle for Sonnen. Will keep working as is with split shifts etc.
- Customer service done from home, office support like supply chain people are now on rotational shifts

- Start looking at the new normal, and start planning for that now.
- We are building and shipping, we are looking for a good Q3 and Q4 as most orders are pushed to last two quarters.

LD deKatch, FastSigns Snellville:

- Filling different needs for companies to re-open, type of signage is adapting to the current needs.
- Making a lot of countertop shields right now
- Communication signs more than directional signs
- More graduation signage than ever before!
- Lobby is closed, drive up only.
- Frequency of GMA Zoom calls and connecting to other members outside of my geographic area is amazing, I love these calls! I have gotten to know people and their needs so much better through Zoom than ever before through live networking.

Comment Jason Moss - GMA plans going forward:

For May: all events virtual

For June: 1 tour, regular live events, 1 networking call only. Live networking to continue as follows: June 2 is Alpharetta at 11:30am; June 5th Gwinnett at 8am & Cobb at 11:30.

For July: all live events and networking and very likely some virtual networking

Poll time!

- Would you pay \$20 for virtual networking? We are a for-profit agency. Yes, 5 out of 12.
- Justin: how about a virtual tour, I would pay to host it with an open platform. Poll: Yes 8 out of 12
- Who would listen to our Podcasts: 5 out of 14

Comment from participants:

Yedidah, Doosan: industrial vehicles, also sell forklifts and other material handling.

- Our dealers in North America cannot get hand sanitizer and we are able to support them. Also supply PPE for our essential office staff.
- Retail stores open, lobbies are closed. Lots of service calls, supplied on road techs with safety equipment. Have moved to servicing equipment in parking lots.
- We did not have any furloughs and layoffs of full time employees.
- Are having discussions on what to do when we go back. Some employees work better from home, more content and deepening their relationship with their dealer network and customers, it has been more beneficial for marketing.
- What will coming back to the office look like regarding signage, education, virtual learning.
- Our webinar next week has 300 people signed up.

JT Taylor, Adhesives and Equipment, has a business restart guidelines from our parent company. Employees in MI, IN, GA are slowly moving back inside. Outside employees, in sales, can only go if the customer lets us in. Q3 and Q4 strong outlook, especially automotive in the next 3-4 weeks.

Jason shared his screen - introducing the GEORGIA SUPPLIERS LIST , located at:
www.georgiamanufacturingalliance.com
“News” tab
“Covid 19 Suppliers”

In order to best support GMA members and Georgia manufacturers and suppliers, GMA has decided to publish the Georgia Suppliers List from the Georgia Department of Economic Development, on its website to serve as a tool to encourage selling and buying within the State of Georgia. Please note this is not a GMA initiative, the GA Dept of Economic Development is its owner, and we advise you to read the Disclaimer. We are super excited to be able to bring you this list and the possibility to add your name to this list. As the GA Dept of Econ Dev updates this list, it will automatically be updated on the GMA website as well.

About the Suppliers list:

- This list is developed by the GA Dept of Econ Dev but they do not endorse the suppliers
- Suppliers are listed by city
- If you want to be included in this list, simply click on the “this form” link on our page, just above the link to the actual list. It will take you to another website:
<https://www.georgia.org/covid19response> (the “form”)
- Two conditions to be included on this suppliers list:
 - Product has to be FDA-approved medical supplies, see list on bottom of form
 - You do not require payment up-front
- How to donate (!) small quantities:
 - please donate directly within your community
 - if you need to find additional facilities that are in need of these supplies, go to Health Connect South, a link is on the form, or go to
<https://healthconnectsouth.com/#1585830693598-6c730980-f079>
- To donate (!) large quantities of FDA approved medical supplies to GEMA, go to link on form or go to: <https://www.cognitoforms.com/GDECD1/CriticalMedicalSupplyDonations>. The definition of large quantities are listed on this form.

Pierre Tanguay: I sent the GA Supplies List link to the purchasing manager at Wheelabrator. Asked her to share that link as well as the GMA link to all her suppliers, to spread the word and to help GMA members such as Sloan have access to parts by knowing more suppliers.

Jason: GA is the most connected association because of our member community!!!

Closing comments from participants and Jason Moss:

Justin Hughes: has been working on standard operating procedures for manufacturers during a pandemic. Has a OneNote project to share with GMA members, let me know. Email Justin for access to the document at justinhughes@dieselgrid.com

Roger Grabman: information about our webinar on May 11 is listed under the Resources tab of the GMA website which will take you to: <https://georgiamanufacturingcalendar.com/>

Jason Moss:

Big announcement on Monday's call, make sure you join! Please comment and/or like this call on our YouTube channel. Thank you all for being on this call, "see" you tomorrow at 4pm for the Fun Friday social call!