

**May 12, 2020 - 10:00am ET**  
**Georgia Manufacturers Alliance - Task Force**

Host: Jason Moss, Founder and Executive Director GMA

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**Welcome by Jason Moss - Today's topic is Manufacturing Task Force**

This is our seventh Task Force call. Our goal is to rally resources and available tools in the State of Georgia to combat the Corona COVID-19 virus, whether it be materials, supplies, resources, labor or creativity, and to connect with industry leaders to share best practices.

GMA is considered an essential business in the area of providing essential news. Please register online for these calls so we can send you the show notes as well as any other resources and links. For participant contact information, see member directory at GMA website.

**We are now LIVE on YouTube!**

Brian Weber was hired to increase sponsorship and membership of GMA. Brian enjoys meeting everyone here chatting and getting to know each other. Let's connect!

**News update:** all Covid numbers are down in the State of Georgia, we are thrilled to see this part of the curve. Taskforce was designed to connect suppliers to the needs of the frontline responders, who had what. We are beyond the crisis mode, warehouses may be overflowing with PPE, but at least we are prepared for any next wave, if any. We are now retooling and rebuilding manufacturing in GA. The Task Force and Relaunching calls are being combined to be more efficient with everyone's time. All calls are archived under the Mfg News Network tab.

**Next week's new schedule - registration required for mo-th calls!**

Mondays, 10am - Town Hall call

1st and 3rd Wednesdays, 10am - educational calls from weekly digital sponsors

2nd and 4th Wednesdays, 10am - virtual networking calls

Thursdays, 10am - new combined Task Force/relaunch call

Fridays, 4pm - Fun Friday call

(no more Tuesday calls)

**Wednesday, 5/20, 10am - Manufacturing Digital Spotlight Educational call:**

Presented by E2E Benefits Services, its President, Raymer Sale.

**GMA is a for-profit organization**, we survive on memberships and sponsorships. Live events are a source of income which we cannot host as much anymore so we are very thankful for your ongoing support. Please take a look at our sponsors, we could not survive without them! Companies such as Taylor English, have also supplied us with lots of information during this time.

**GMA could not operate without the help of our sponsors, thank you:**

Developer Sponsors:

Ad Victoriam Solutions, E2E, Optimum Productions, Salesforce and Southwire

Innovator Sponsors:

Fastenal, KaMin, Supply Chain Now, The Effective Syndicate, and Taylor English Duma Law

Community Sponsors:

Constangy Brooks, Smith & Prophete, Georgia Tech, Delta Metals, RRD Communications, SBC Southern Barter Club, and TSI Solutions

**Jason shared his screen - introducing the GEORGIA SUPPLIERS LIST , located at:**

**[www.georgiamanufacturingalliance.com](http://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.cognitofrms.com/GDECD1/CriticalMedicalSupplyDonations>. The definition of large quantities are listed on this form.

### Let's hear from you:

**Thomas Smith, J&S Chemical:** We are a manufacturer of specialty in-process lubricants for automotive parts manufacturing. Due to the Covid automotive industry shutdown, we forecasted a revenue loss. What to do to save jobs, how can we help out manufacturing? With our capabilities we can manufacture bulk (6500 gallons bulk) sanitizer. We've always been in close contact with GA Dept of Econ Dev, who helps us with due diligence reports, and connected us to GMA. On my first call, I met with Joe/Bobby Dodd Institute. Bulk manuf is limited because of small packaging. Joe's line of business is janitorial contracts with government entities and others as well, we have no experience in that. If J&S supply large qty and Joe repack into smaller qty, it keeps both of us operational. Lots of Joe's contracts requested hand sanitizer, we supplied it. Now, a long term product for us and repacking at Joe/Bobby Dodd. We are exploring other janitorial sanitizing products to add to our product line with Joe repacking it for us into smaller quantities. They are now our distribution channel. Thanks GMA!

Jason: This is a perfect example on how we want to help you! Jason and Wesley to tour J&S today, and tomorrow at Bobby Dodd Institute - to share the impact of the good side of manufacturing in these times. Great to hear about new products and new ongoing relationships! Thomas was open minded on the first TaskForce, and it has led to a great partnership where both manufacturers benefit.

**Gene Kim, JX Nippon ANCI:** We initially connected with GMA a couple of years ago. More acclimated at these Task Force calls, lots of discussion. We provide filter materials for masks for World Emblem. Currently engaged in a very productive phone call with another GMA connection. Hearing from others about what is going on regarding trade shows, business, new opportunities is very crucial for us when making decisions. Look forward to talk about reopening, what comes next. We are into the high performance materials. Most of our materials are plastic based, food bags, filters, laminate. Factories in AL and GA. HQ in Kennesaw. We also produce other very specific products: ie a nutrient for fish, a non-synthetic nutrient, also in supplements. Medical apparel industry PPE; specific requests for non-woven type of material, masks, etc.

**LD DeKatch, FastSigns-Snellville:** These calls provided us with innovations and repurpose information, to fill the niches right now. Signs and face shields. Face shields are easier for

employees to work, they don't fog up. We also make countertop shields for medical offices for instance. Trucking companies graphics such as unloading new guideline signs and new procedure signs for the drivers. These calls are great, it's not all doom and gloom, and are more detailed than live networking.

**Justin Hughes, Dieselgrid, has given GMA** insights in logistics/shipping space. Justin: there are new rules at deliveries, X number of trucks allowed in a facility. We have our own process to eliminate personal contact, and are building out an online version. Now in email. Justin, with Jason, is developing a Safe Shippers program, more on Thursday's GMA call. If you want to be part of that TaskForce, let us know, we'd love your input.

**Michele Murphy, Benefit Resources:** employee benefits. Looking forward to E2E call next Wednesday to solidify what I've heard/read. Love the positivity of this group.

**Pierre Tanguay,** was an executive with Wheelabrator: is in transition. Love the interaction here, to see how everything is connected, and everyone is connected here with each other. Like to hear about the recovery mode, people are smiling.

**Jason Lammers, Grenzebach:** "be right back", in listening mode.

**Ami Pierson: National account manager, ADT Security/Commercial.** We are a security integrator, we found new partners for thermal cameras to screen employees at any entrance. Also, a people count is part of the camera application. Will consult as to the next steps, what do you do when you have a positive read.

**Tara Burke,** are in the insurance space so like to meet people in other industries. Make sure you contact your insurance provider when you are making new products. Make sure you are covered.

**Biff Hadden, Col Ret, works for the Secretary of Defense,** covers MS, AL, FL, and Puerto Rico. Take care of servicemen who were hurt in training and provide employment for them. This time has brought change, I'm meeting with the Governor's office and the Secretary of State, as they get back to a workforce normal pace, how do you fill these positions. Previous employees are looking for alternative employment, or if older, not returning back. On Zoom call with Mark Butler, Commissioner of GA Dept of Labor, tonight. They are using zoom to get the word out. Jason, you may want to call Fred Rappensberger or Mark to see how the State can help us or we can help them. I refer to GMA calls as an example to stay engaged and communicate.

**Roger Grabman:** We hosted an Engineering Society meeting last night on YouTube, 6 subject matter experts talking about engineering procedures in a time of pandemic. Call is archived on YouTube! Next month: disruption of supply chain.

**Charlie Lunn, TenCate Geosynthetics:** Environmental Safety manager for all US. Have had positive cases, we are still up/running, people are comfortable coming to work. Connected with

Cokkie and C.A. Short last week about safety incentive program, it was good. Taking an antibody test this week, am the company guinea pig! Sign up online, it is a fast process. They are using the Abbotts test. Urgent Care of Dacula, GA and Urgent Care of Oconee - all test for antibodies, you must be symptom free. <https://patient.labcorp.com/covid-19-antibody-test>

3 different sources: LabCorp, Urgent Care of Oconee, NGPG Urgent Care in Dacula

**Roger Grabman:** is antibody test covered by insurance? Charlie: no, per government mandate only the nose swapping test is covered.

**Cokkie Eaker, GMA Scribe - Peerless Performance:** connection with Charlie Lunn last week, demonstrated the safety incentive platform. Thank you for a great connection! Also connected with Daniel Defense yesterday. Would have never discovered these needs if casually met at a live event. These are great networking calls!

**LD DeKatch:** encourage everyone to be on Thursday's call, also thanks to Justin Hughes to put a process in place for truckers.

#### **Closing comments Jason Moss:**

Thank you all for participating, remember to "like and comment" on our LinkedIn post.

#### **Participant's contact information, from chatbox:**

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