

MEPNN Supplier Scouting Opportunity Synopsis

Item Information

Scouting Number	2023-095
Item to be Scouted	Universal Mounting Toolbox
Days to be scouted	30
Description	Item is a universal mounting toolbox that attaches to the top of A-frame, fiberglass step ladders. Product has two compartments: one that holds small, misc. items/fasteners/hand tools with several removable dividers; another meant for bulkier jobsite tools such as skill-saws, nail guns, drills, and misc. materials for jobsite use.
State item to be used in	Alaska

Contact Information

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Department / Company / MEP Center	Alaska MEP
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)	Product will be injection molded, requiring a machine with 1,000-ton capacity or higher.
Provide dimensions / size / tolerances / performance specifications for the item	Approx: 15"W X 22"L X 7"H. Product needs to be heat/cold and shatter resistant in case of drop in cold climates or warping in hot climates. Would like product to approx. 100 lbs. Wall thickness is approx. 3/16".
List required materials needed to make the product, including materials of product components	-ABS Plastic -J-Hook toggle clamp, model number GH-452 or similar
Are there applicable certification requirements?	No
Are there applicable regulations?	No
Additional Technical Comments	There is a solid square block on the bottom of the product (file attached). This is a safety block meant to hold the toolbox on top the ladder in the event a user slips backward and grabs the toolbox to hold on. The safety block is shown currently as a solid piece attached to the overall unit; however, I believe this is going to make molding more difficult and less cost effective. The safety piece needs to be part of the product, but it would be great to have input from the manufacturer as to a better way to produce this part.

Volume and Pricing

Estimated potential business volume	<p>Rough estimates:</p> <p>Between 5,000 and 150,000 a year</p> <p>*The low end is me starting out selling this product on my own. I've taken it to several national hardware trade shows with lots of excitement to buy, from wholesalers to mom and pop hardware stores and individual buyers.</p> <p>**The upper end is selling through big box stores. I have generated expressed enthusiasm from them, and will know more about these numbers when I have a manufacturing plan and prices in place.</p>
Estimated target price / unit cost information (if unavailable explain)	<p>Expecting approximately \$40 a unit, less if possible. Understandably that will depend on sales volumes, material, and a host of other things, but I still need to leave room for the J-hook hardware, any packaging, as well as shipping and other miscellaneous costs. I'm trying to keep this product equally affordable for the skilled trade worker as well as the home DIYer.</p>

Delivery Requirements

When is it needed by?	<p>9-12 months overall:</p> <ul style="list-style-type: none">-Gain price for mold and first run of product-First 2-3 months to secure funds for initial cost-Then 7-9 months, manufacturer builds mold and does initial part run
Describe packaging requirements	<p>Likely a laminate cardboard wrap along the outside partial perimeter with the pertinent product information.</p>
Where will this item be shipped?	<p>Likely to US centrally located inventory-controlled warehouse TBD. Alternative distribution centers for box stores to facilitate from there.</p> <p>Would like if manufacturer has some experience/ability with shipping, but not crucial.</p>

Additional Comments

Is there other information you would like to include?	<p>This is a fully patented toolbox that fits the top of nearly all store-bought fiberglass step ladders. It solves a need that seems to have been around for far too long. Several answers to the above questions are still undecided because knowing who my manufacturer is and what my price point is will help to fill in those answers above. The anticipated sales volumes (on the low end) are small, however, the intrigue and excitement from people all over the nation has been anything but. If I am selling this on my own, those sales volumes will increase.</p>
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