



North Carolina  
Manufacturing Extension Partnership

# Supplier Matching: a Tool for Business Growth for NC Manufacturers

**NCMEP Supplier Matching Team**

[www.ncmep.org](http://www.ncmep.org)

# 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.**



# Supply Chain Forces/Trends

- **COVID!**
- **Stabilizing?!**
- **Globalization**
  - **Political Unrest**
  - **Natural Disasters**
  - **Relationships/Economics**
    - **DoD**
    - **Regulations**
- **Perception**
  - **Reliability**
  - **Sustainability**
- **Risk Mitigation**
  - **Globally AND Domestically**
- **Diversification**

# Data: NC Manufacturing

- **Establishments: 11,300; 8th in nation**
- **Employment: 471,500; 3rd highest in state**
- **GDP: 16% state; 3.7% nation;**
- **Weekly Wages:**
  - **\$1329/\$33 hr (state)**
- **Size: 91% fewer than 100 employees**
- **Sub-sectors Establishments:**
  - **Fabricated Metal**
  - **Food**
  - **Printing & Related**
- **Sub-sectors Employment:**
  - **Food**
  - **Chemical**
  - **Fabricated Metal**

Sources:

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

# Program Background

- **NIST MEP**
- **Domestic Supply Chains**
- **June 2023 - May 2025**
- **Free/No cost**
- **High-Profile Program**

# Program Areas

- **Supplier Scouting/Matching**
  - **Supplier Database**
  - **...and more!**
- **Who:**
    - **NCMEP Supplier Matching Team**
    - **NCMEP Partners**
    - **YOU!**

# Program Area: Supplier Matching

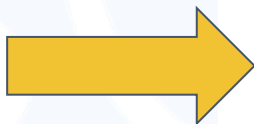
- Existing or New Industry
- State or National Opportunities
  - B2B
  - Reshoring
- Become a Supplier
- Large Nationwide Opportunities
- Economic Development
- Federal Procurement



# 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 Matching: Request Form

- **Information:**

- **Description**
- **Reason**
- **Technical Specifications**
- **Performance Requirements**

- **Information:**

- **Volume**
- **Pricing**
- **Delivery**
- **Packaging**

# Program Area: Supplier Matching

- **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	

# Program Area: Manufactured in NC

- <http://www.manufacturednc.com> (MNC)
  - Online supplier database
    - Company profiles
    - Vetting process
  - Free, open, searchable
    - including search engines!
  - Inquiries/requests
  - Hands-on, personal approach

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 a search bar with the text "Find the Manufacturer or Supplier for Your Needs." and a subtext: "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 the search bar is a green banner with the text "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 10 category tiles: 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.

# MNC: How it Works

- **Information collected:**

- **Geographic**
- **Industries/End Markets**
- **Capabilities**
- **Materials**

- **Information collected:**

- **Production Volume/Capacity**
- **Certifications**
- **Export/Delivery Radius**



# MNC: How it Works

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

CLEAR

## Search Results

Displaying 1 - 100 of 1720 results

< 1 2 3 4 5 6 7 8 ... 17 18 >

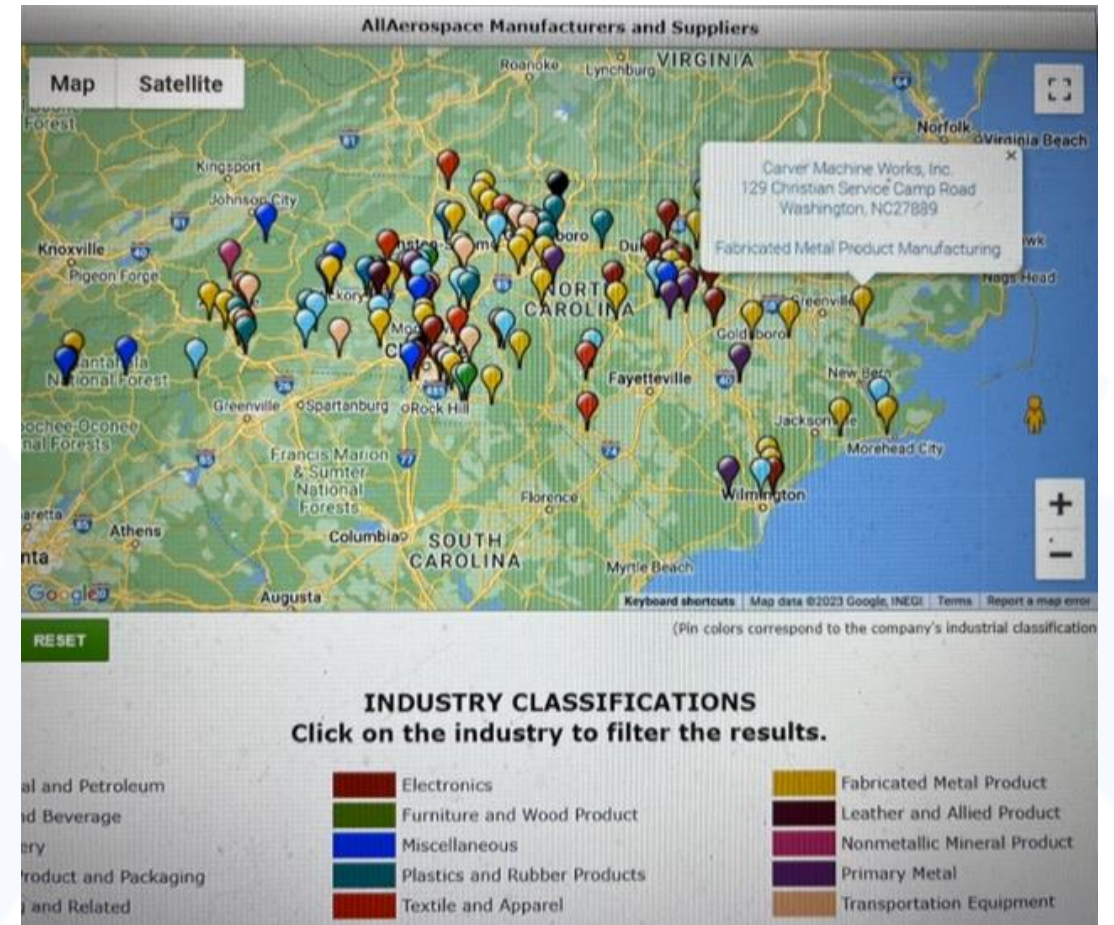
**3 Mountain LLC** (Visit Page) Asheville, NC  
Made with Rwandan tea and botanicals grown on our Healing Garden Farm, we hope you can taste the love and feel supported on your journey today.

**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 GMP 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...



# Resources

- [NCMEP Site](#)

**Find  
a Supplier**



- Program overview
- Benefits
- MNC
- Matching Form

**Become  
a Supplier**



- Supplier Opportunities



# Takeaways

- **Build/enhance domestic supply chains**
  - **Entire supply chain**
  - **Learn who and what's here**
- **Partners**
  - **(local, state, regional, national)**
- **No cost**
- **Business Opportunities for NC**

# How to Participate

- **Register/Update Profile in MNC**
- **Contact a [NCMEP Partner](#)**
- **Submit NCMEP [Supplier Request](#) Form**
- **Spread the word!**

# Upcoming Events

- **June 4-6 IME South (Charlotte)**
- **June 18 Durham Technical Community College (Durham)**
  - **Schedule: <http://www.ies.ncsu.edu/events>**

# Questions?

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**NC STATE UNIVERSITY**

Industry Expansion Solutions



**NC STATE UNIVERSITY**

Wilson College of Textiles