



PENNSYLVANIA MANUFACTURING EXTENSION PARTNERSHIP (PA MEP)

PA MEP serves small and medium sized manufacturers in the state by enhancing their productivity and technological performance to create a positive and enduring economic impact in their communities and in Pennsylvania. Small and medium-sized manufacturing companies represent 12% of the total gross state product. According to the U.S. Policy Institute, Pennsylvania ranks 5th in the nation among all the states in manufacturing employment. Manufacturing businesses provide over 578,000 jobs in Pennsylvania, representing approximately one out of every 11 jobs in the state. Managed by the Pennsylvania Industrial Resource Center Foundation, the PA MEP is a public-private partnership sponsored by NIST MEP. The PA MEP is also supported by the Pennsylvania Department of Community and Economic Development and by the manufacturers who receive essential training and consulting services to increase competitiveness and grow their companies.

To serve the regional diversity of the state's manufacturing base, PA MEP manages MEP federal funding and program outcomes for a network of seven Industrial Resource Centers who are regional affiliates strategically focused on meeting the needs of the geographic region. Affiliates include: Catalyst Connection (southwest); DVIRC (southeast); IMC (central); MANTEC (south central); MRC (Lehigh Valley); NEPIRC (northeast); and NWIRC (northwest).

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$1 Billion

Total Increased/Retained Sales



8,659

Total Increased/Retained Jobs



\$376.8 Million

New Client Investments



\$223.1 Million

Cost Savings

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EXTENSION PARTNERSHIP

DVIRC SUPPLIER SCOUTING TEAM FINDS UNIQUE SUPPLIERS FOR BENJAMIN OBDYKE

ABOUT BENJAMIN OBDYKE. Benjamin Obdyke Inc., located in Horsham, Pennsylvania, is a manufacturer of roof and wall moisture management product systems sold globally. The company, founded in 1868, has been under its current ownership since 1975. Benjamin Obdyke Inc. employs 32 people.

THE CHALLENGE. Benjamin Obdyke, a leading manufacturer of moisture management building materials, was faced with the challenge of finding a unique supplier to meet a specific need. Recognizing the complexity of the task and the time it would take to identify and vet potential suppliers, Benjamin Obdyke turned to DVIRC's Supplier Scouting team for assistance. Chief Operating Officer George Caruso partnered with DVIRC, part of the Pennsylvania MEP and the MEP National Network™, to locate and evaluate new suppliers.

MEP CENTER'S ROLE. Benjamin Obdyke sought DVIRC's services due to their reputation for supplier scouting, a service offering leveraging the Center's extensive resources and network. DVIRC's Supplier Scouting team acted as matchmakers, diligently searching for companies that aligned with Benjamin Obdyke's predefined criteria. Caruso emphasized that the amount of time and effort required for Benjamin Obdyke to achieve similar results independently would have taken up to a year, whereas DVIRC's expertise and network expedited the process significantly.

"Supplier Scouting is matchmaking," says Caruso. "Basically, it's using DVIRC's resources and network to find a company that meets certain criteria that we laid out. It would probably take us a year to find all the contacts that DVIRC was able to dig up over the course of a few weeks."

DVIRC's team demonstrated exceptional organization and thoroughness throughout the collaboration. They went beyond expectations, providing a shared spreadsheet containing the names of potential candidates along with insightful details for each supplier. The front-end vetting process, including initial contact, profiling, and information gathering, was expertly handled by DVIRC. Furthermore, the team facilitated ongoing communication and negotiations, lightening Benjamin Obdyke's workload and streamlining the supplier selection process.

"Look at DVIRC as an extension of your own in-house resources and capability. It just felt like there was a multiplying effect by working with DVIRC. They had a team approach and were able to cast a pretty wide net out there in the industry and have a far greater reach, a lot quicker reach than we could on our own."

-George Caruso, COO



RESULTS



\$20,000 in cost savings



1 year of time saved versus company finding contacts on its own



Streamlining their own supplier scouting process



Allowed company to focus on other critical aspects



DVIRC's facilitation of process



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