

# CORONAVIRUS COVID-19

## WEBINAR SERIES:

Manufacturing Solutions to COVID-19 Challenges

### Session 3:

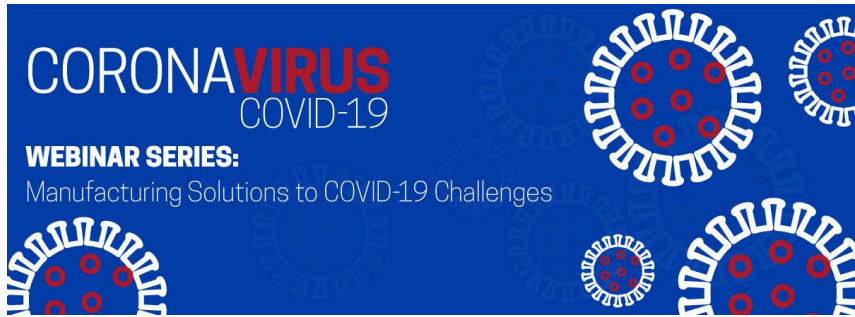
## Manufacturing Supply Chain Solutions

This webinar series is being presented by:

**CMMA, MPMA, TSMA, & King Solutions**

With Industry Partners:

**AMFA, LAMA, Hwy 2 West, Manufacturers Alliance, and  
Minnesota State Advanced Manufacturing Center of Excellence**



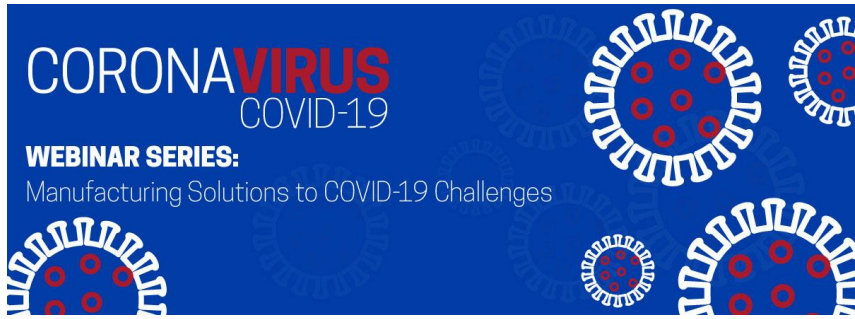
## General Updates

- Plan your back-ups and partnerships!
- Find or offer resources at [Medical Alley](#) or
- [Mn Chamber's Grow Minnesota Initiative](#)

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- For webinar recordings, Power Points and other COVID-19 updates, go to
  - MPMA's [COVID-19 resource page](#)
  - TSMA's <https://www.tsma.org/covid-19>



## Legislative Updates

- Legislature is in recess, though still in discussions.
- Proposals:
  - Good Samaritan Protection for employers who, under great pressure under uncertain times, make the best decisions they can
  - De-regulation or waivers for transfer of validated/regulated work from one facility to another

# MANUFACTURING SUPPLY CHAIN SOLUTIONS



*In this extraordinary time of COVID-19, lets discuss steps we can take to keep our operations running and supply chain effective, while ensuring the safety of our employees, the community, our partners and our clients.*

KINGSOLUTIONS

Tom Sellin  
VP Business Development  
King Solutions, Inc.

# MANUFACTURING SUPPLY CHAIN SOLUTIONS

- 1. Safety in the Workplace**
- 2. Supply Chain Action Plan**
- 3. Implement a Safe Material Handling Action Plan**
- 4. Impact on Transportation**
- 5. Transportation Information Resources**
- 6. Outside the Box: Supply Chain Partners**
- 7. Resources for Finding Capacity or Need For Capacity**
- 8. Essential Services**
- 9. Surviving the Storm**



# SAFETY IN THE WORKPLACE

- No visitors unless absolute essential need
- Isolate essential visitors from contact with employees
- No direct contact with delivery agents or drivers
- Provide sanitizer stations throughout the facilities
- Provide gloves, masks, protective gear
- Screening to remove anyone with potential risk
- Isolate work groups/rotate shifts to minimize exposure
- Use of company employees not typically in a production role



## SUPPLY CHAIN ACTION PLAN

- ▶ **Your** contingency and action plans for possible virus spread
  - Relocating your work to another facility
  - Overcoming contractual and regulatory obstacles
- **Your suppliers** action plans and contingencies
  - Align with alternative resources
- **Transportation providers**, couriers, delivery agents
- Protecting your **customers/clients**; understanding their plan



# SAFE MATERIAL HANDLING ACTION PLAN

- Your COVID-19 plan must take into account:
  - Various materials/supplies your staff will be handling, and how long the virus could potentially survive on them.
  - The amount of time that has passed since the material has been handled prior to arrival.
  - Critical communication with your suppliers regarding their handling protocols.
  - Disinfecting Materials, handling, hand washing, protection





# THE IMPACT OF COVID -19 ON TRANSPORTATION

- Understand where trucks can go and whether they can deliver
- Keeping truck drivers safe, productive and away from team members.
- The impact of the DOT HOURS OF SERVICE rules suspended
- Why transportation costs are becoming more difficult to predict
- Your suppliers protocols on releasing shipments
- Your protocols for receiving shipments/materials
- Your protocols in shipping product-calling consignee
- Are your materials exposed elsewhere in transit

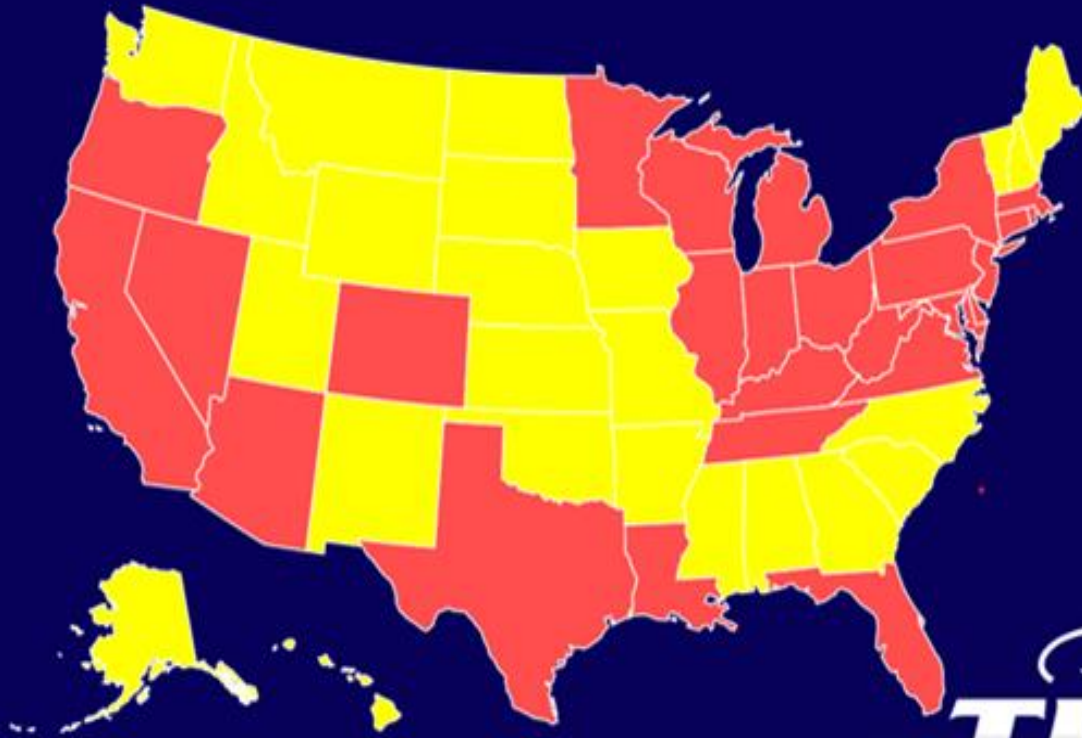


## COVID -19 TRANSPORTATION INFO RESOURCES

- FreightWaves [www.Freightwaves.com](http://www.Freightwaves.com)
- DAT <https://www.dat.com/newsletter-signup/>
- Transport Topics [www.ttnews.com](http://www.ttnews.com)
- Supply Chain Dive [www.supplychaindive.com](http://www.supplychaindive.com)
- Supply Chain Brain [www.supplychainbrain.com](http://www.supplychainbrain.com)



# FREIGHT DISRUPTIONS COVID-19



## COVID -19 SUPPLY CHAIN PARTNERS - OUTSIDE THE BOX

- Partner with competitors in your back yard
  - Collaborative materials ordering
  - Raw materials Inventory sharing
  - COVID-19 collaboration strategy
  - Production contingency plans
- Provider/suppliers/clients that share your C-19 strategy
  - Material handling and safety
  - Geographic location considerations





## COVID -19 IDENTIFYING PARTNERS WHO HAVE NEEDS OR HAVE EXTRA RESOURCES

Medical Alley

<https://medicalalley.org/>

Minnesota Chamber Grow MN/Supplier Match

<https://www.mnchamber.com/your-opportunity/mn-supplier-match>



# COVID -19 ESSENTIAL SERVICE

- ❑ Making yourself an essential service.
  - ❑ Modify your operation to produce a product categorized as “essential”.
  - ❑ Partner with a manufacturer producing essential need products to utilize your company assets/personnel and warehousing space to meet their production and distribution demand.



## DECISIONS: SURVIVING THE STORM

- Operations staying open, or temporarily closing
- Protecting your customers, and avoiding client loss
- The impact of employee turnover
- Modifying your product line to remain open
- Leverage available financial resources
- Plan for inevitable changes in consumer buying habits



# MANUFACTURING SUPPLY CHAIN SOLUTIONS



*A HUGE truckload sized*

*Thank you!*

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