



Reshoring Initiative Offerings and Accomplishments: 10/27/13

1. Offerings:

- a. Total Cost of Ownership Estimator™ free to use on our website. Hundreds of online users. Some companies use for better sourcing decisions. Others use as a sales tool to convince customer companies to buy domestically. User data suggests that 25% of what has been offshored should come back if companies use TCO instead of price for sourcing decisions.
- b. Our 425 article online Reshoring Library, sortable by state, country, industry, reasons, etc. Use to identify companies and industries that are reshoring.
- c. Reshoring Case Study PDF template. Contract manufacturers, OEMs, technology suppliers, distributors and associations can easily report cases which are then posted at multiple sites to increase the visibility of the reshoring trend and gain publicity for those posting.
- d. Reshoring Job Count tallies mfg. jobs brought back by reshoring. Total as of May 31, 2013: 80,000 (16% of mfg. jobs added since the Jan. 2010 low.)
- e. Presentations: 100/year including webinars, TV (Fox Business, PBS, WSJ etc.), radio, etc. Including 2X at National Press Club. Upcoming Events.
- f. Archived webinars, TV, articles, etc. for training and selling.

2. National visibility:

- a. Inducted in Industry Week's 2010 Manufacturing Hall of Fame.
- b. On Jan 11, 2012 Harry Moser participated in the White House Insourcing Forum and spoke in a White House Insourcing panel on C-SPAN and on March 28, 2012 testified on reshoring in a Congressional hearing.
- c. Won The Economist debate on reshoring and company duty to country.
- d. Quality Magazine recognized Harry as the 2012 Quality Professional of the Year.
- e. Commerce Department sites:
 - 1) Just launched a major site, ACE, providing useful data for making decisions re offshoring vs. reshoring. The Initiative is mentioned 3 times and is linked from the site.
 - 2) <http://nist.gov/mep/reshoring.cfm>
 - 3) <http://business.usa.gov/program/reshoring-initiative>
 - 4) http://www.manufacturing.gov/other_orgs.html
- f. Presented to mutual fund and other fund managers via BB&T bank.

3. Other:

- a. Seven presentations at universities and academic conferences to train future managers.
- b. Many volunteers bringing the tools of the Initiative to their states.
- c. MANEX (N. CA MEP) used our TCO Estimator to convince a 50 employee company not to move to Mexico.
- d. Forty-one corporate and trade, industry and economic development association sponsors.
- e. Working with U.S. Department of Labor to improve visibility of manufacturing careers.

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