

## Supplier Scouting Opportunity Synopsis 2023-040

**Item to be scouted:** Eyeglass Frames

**Days:** 30

**Item description:** A Michigan company incorporates laser-absorbing dyes into polycarbonate lenses. These lenses are typically encased in molded frames of nylon, or other thermoplastic resins. Current frames are produced overseas. They are looking for domestic suppliers willing to manufacture frames for these laser and medical lenses.

**NAICS code:** 339115

### Technical Information

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### Supplier Information

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**Type of supplier being sought:** Contract manufacturer

**Reason for scouting submission:** Re-shore

### Summary of technical specifications and performance requirements

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**Describe the manufacturing processes (elaborate to provide as much detail as possible):** Frames are typically injection molded. The company has a molding partner that could assist in developing an injection mold(s) for manufacturing. The Michigan company may be willing to help fund the development of capabilities if a potential partner can be identified. Current eyeglasses or other frame manufacturing is preferred.

**Provide dimensions / size / tolerances / performance specifications for the item:** There are 14 design variations/sizes. Some frames are separate eyewear. Some are designed to fit over existing eyewear or provide additional wearer protection. Some designs also need to account for a prescription or magnification insert. Frames may also require side shields and/or adjustable temples, and in at least one instance, flip down of a secondary filter.

Sizes range from

115mm x 130mm x 36mm

148mm x 140mm x 54mm

150mm x 85mm

Products are used by children and adults.

### List required materials needed to make the product, including materials of product components:

Michigan company could potentially support or offset costs of developing tooling and molding required to injection mold frames.

Frames are typically nylon or other plastic and should also be somewhat flexible. Products are frequently used in surgical, military, law enforcement, and other industries where increased mobility and/or activity occurs in low vision conditions.

**Are there applicable certification requirements?:** No

**Are there applicable regulations?:** No

**Are there any other standards, requirements, etc.?:** No

**Additional Comments:** Annually used >160K frames of various styles last year and typically pay between \$3 - \$5 per frame currently. The company understands that state-side manufacturing would have a higher price point. Again, they are open to assisting with mold development and support.

### **Business Information**

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#### **Volume and pricing**

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**Estimated potential business volume:** >160,000 frames annually across all styles

**Estimated target price / unit cost information (if unavailable explain):** Current overseas price \$3 to \$5 per frame. They understand domestic pricing will be higher.

#### **Delivery requirements**

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**When is it needed by?:** The client seeks to add new suppliers to its vendor base; developing a new supplier takes time, 3-6 months is an estimated time frame, longer if molds and tooling are needed.

**Describe packaging requirements:** standard commercial packaging to prevent damage during transport.

**Where will this item be shipped?:** Michigan