

Making A Difference



Stories about heroic steps the Charter NEX | Next Generation Films team is taking to support customers and the nation through this difficult time.

“Because of your team’s effort, we are going to be able to begin the production of critically needed PPE Tier 3 Isolation Gowns...nearly three weeks earlier than expected. Getting this PPE in place with front line healthcare workers through our contacts at FEMA will literally save lives. I could not be more grateful and appreciative for your organization’s support and monumental efforts.”

— **Mark Fedyk, President and Chief Operating Officer of Jockey International**

To combat spread of Coronavirus, government officials are encouraging companies across the country to start or step-up production of critical medical equipment and supplies. Recently, **Bryan Steil, U.S. Representative** for Wisconsin’s first congressional district (and former General Counsel at Charter NEX) **reached out to CCO, Doug Latreille, for help.**

Steil said that **former Charter NEX customers Kenosha-based underwear brand Jockey® and health care supply company Encompass®** were **joining forces to produce medical gowns** (pictured above) at an out of use factory in Mexico. (Jockey is coordinating the effort; the gowns will be produced by Encompass.) He explained that the FDA agreed to fast-track gown approvals and quickly **needed our film** samples before production could begin. Could Charter NEX provide them? The answer, of course, was yes!

Bloomer team members **Dan Johnson, Joe Faschingbauer, Casey Robideaux, Scott Boos and Jared Jarvensivu** worked through the night on March 26th – a 21 hour-day – to run and ship samples for Encompass.

“The entire **operations team pulled together on this, said Fritz Stuedemann, COO. Not one person questioned how we were going to get the job done on** such short notice. They seemed energized by the fact that they were helping the country, and they made sure the work was done with the highest quality.”

Charter NEX Industrial **Account Manager, Carol Graham, sees even longer-term potential for this business.** “I’m in regular contact with the Vice President of Operations for Encompass,” she said. “He thinks the company will likely maintain its manufacturing site in Mexico, post COVID, so we can continue to be a valued supplier even after this virus threat passes.”

According to Carol, Encompass has already been approved by the FDA to manufacture gowns at the site in Mexico. Once the film samples undergo final testing and certification by the Association for the Advancement of Medical Instrumentation (AAMI), Charter NEX will **scale-up production.**

“Carol has been all over this opportunity from the start,” said Doug. “Over the past week she navigated an enormous amount of detail just to get us to the point we’re at today. Our **hats are off to Carol and to all the operations folks** who made it happen. Another great example of how we’re **always finding ‘A Better Way’!**”

March 30, 2020