



# FIRST ★ STATE

## MANUFACTURING

### Part I. Basic Information

**“Integrity Sewn In!”**

**Name of Company:** First State Manufacturing Inc.

**Address:** 301 S.E. 4<sup>th</sup> Street, Milford, Delaware 19963

**Primary Contact:** Scott Crothers, Vice President, Sales & Marketing

**Business Phone:** 302.424.4520

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**Email:** [scrothers@firststatemfg.com](mailto:scrothers@firststatemfg.com)

**Company Website:** [www.firststatemfg.com](http://www.firststatemfg.com)

### Part II. About Our Company

**FSM has the following certifications** or pending certifications:

- SBA Small disadvantaged business concern (SDB)
- Service Disabled Veteran Owned
- Veteran-owned (Vietnam era)
- Disadvantage Business Enterprise(DBE) with the following organizations
  - Washington Metropolitan Area Transit Authority (WMATA)
  - Southeastern Pennsylvania Transportation Authority (SEPTA)
- We are a small business with fewer than 100 employees
- We have an annual average gross revenue of over \$6 million
- We have the following State certification(s):
  - Delaware Disadvantaged Business Enterprise (DBE)
- We are AS9100C/ISO9000 Certified
- We are on the GSA Schedule
- We are in a Mentor-Protégé Program with the following companies:
  - Lockheed Martin (pending)
- We are Sole Source capable for a variety of NAICS codes

## **Additional Services to our Government Customers Include:**

- Government Merchant Card Services
- Design capabilities
- Quantity and prompt pay discounts

## **Part III. Registration and Certification Information**

### **FSM has completed its Central Contractor Registration (CCR):**

Commercial & Government Entity Code (CAGE) #: 09ZJ4  
Data Universal Numbering System (DUNS) #: 027800528  
Taxpayer Identification Number (TIN) #: 51 0380639  
Delaware Disadvantaged Business Enterprise #: C-737-04-30-2006  
Certified Service Disabled Veteran Owned Small Business

## **IV. What We Do**

First State Manufacturing is a manufacturer of a **complete line of soft goods and industrial textile product solutions**. Our Products/Services include:

### **NAICS 336413:**

- aircraft seat cushions & covers
- armrests, headrests
- aircraft ground servicing covers
- aircraft engine covers
- aircraft insulation blankets & panels
- miscellaneous aircraft upholstery

### **NAICS 314912:**

- \* trailer tarpaulins
- \* vehicle covers

### **NAICS 314911:**

- \* textile bags & pouches

### **NAICS 326150:**

- seat cushions

### **NAICS 421120**

- \* seat covers

### **First State Manufacturing is sole source capable for:**

- C-5M (MSG3) Super Galaxy Insulation
- V-22 Aircraft Plugs & Covers
- Blackhawk Troop Seat Covers & Engine Covers
- F-16 Curtains & Insulation
- B1 Bomber Ejection Seat Backrests
- Oh-58 Seat & Backrest Cushions
- Ch47 Engine Covers & Hydraulic Cooler Covers
- Lockheed JASSM Environmental Covers.

**Additional Areas of Note:** First State Manufacturing has an **established reputation** for producing **high quality products** for a wide variety of aircraft in addition to serving many other military and industrial contracts (“First State Manufacturing is God’s gift to aircraft plugs & covers....” – Bill Stone, V22 Development IPT Logistics lead, NAVAIR, Patuxant River Naval Air Station, Maryland). *Tester* Naval Air Station newspaper, April 2005). First State Manufacturing has been **recognized for its ability** to provide efficient, economical and essential solutions to the customers it serves.

## V. A Sampling of Our Customers

### Government Customers

Defense Supply Center Richmond  
Dover Air Force Base  
Travis Air Force Base  
NAVAIR Headquarters  
Defense Supply Center Columbus  
McGuire Air Force Base

Lockheed Integrated Systems  
IAI/Golan Industries  
Elbit Systems

### Commercial Customers

DuPont  
Neutech  
Fly Boys  
Spectra Technologies

### Government Prime Contractors

Lockheed Martin Aeronautics  
Mohawk Electrical Systems

## VI: Awards & Recognition

**A sampling of our awards** include *Lockheed Martin Small Business of the Year 2005, Defense Supply Center Gold Medalist for Quality and On-Time Delivery, Department of Defense Supplier of Choice, Diamond Award Winner for Successful Government Contracting, U.S. Hispanic Small Business Conference Delegate 2003, U.S. Delegate to Small Business Summit 2000, Subcontractor to Lockheed Martin, Named "Best Company to Work For" 2000, SBA Minority Small Business of the Year 2006, Defense Logistics Agency Vendor of Excellence 2006.*