



This month, PNDC pays tribute to Last U.S. Bag President and outgoing board member, Will Macia. LUSB has been a PNDC Member for over 10 years and Macia has been on the PNDC Board of Directors and the Membership & Marketing Committee since 2008.

We thank Will for his service on the Board and his ongoing membership in PNDC!

The Last U.S. Bag Company is dedicated to serving the soft goods market offering efficient design, prototyping, and low-to-high volume production. Utilizing LEAN principles and cost effective modular building methods, LUSB continues to deliver solutions to many industries, including medical, military, retail, industrial, and design markets. [Learn more about Last U.S. Bag.](#)

1. A brief history of Last US Bag and its origins.

Last US Bag Company was started from a previous domestic manufacturer called Tuff Cat USA back in 2001. As Tuff Cat's domestic manufacturing began to be threatened, LUSB was formed to incorporate additional capabilities and also opening an office overseas to source. We combined the importing side (Bluefig) with LUSB to create a more dynamic and broader reach.

2. What was the original motivation for joining PNDC? How has a PNDC Membership benefited you?

We saw the immediate demand for military goods after 9/11 and were being tapped for manufacturing capabilities in the textile market heavily. We looked to PNDC to help us navigate the FedGov market as we were fairly novice at the time. We immediately found peers in similar situations, and also were rapidly collaborating with other members to partner on projects, etc. PNDC provided the venue for partnership and guidance in a somewhat tricky and convoluted market! We expanded our military subcontracting to roughly 35% of our overall revenue in 3 years, which was great, but we were also cautious of the precipitous drop off that would occur in 2011... PNDC continues to provide excellent opportunities and exposure to other FedGov markets, training, etc. at a reasonable investment.

3. How long have you been on the PNDC board?

8 glorious years.

4. How long have you/Last US Bag been a PNDC Member?

I believe we are close to 12 years? Maybe 11. I can't remember.

5. Closing remarks?

Best trade association I have ever belonged to, hands down. Excellent people, collaborative, and an honor to have worked with the folks on the board to build this org. PNDC sets a benchmark for value in a trade association.