

\$411.2 million in new and retained sales
 \$138.3 million in new investments
 3,758 jobs created or retained

NYSTAR supports technology development, innovation and commercialization leading to economic growth in New York State. To achieve its vision and make New York a national leader in high-technology academic research and economic growth, NYSTAR's mission is comprised of key goals — benchmarks that reflect the overall charge given to NYSTAR.

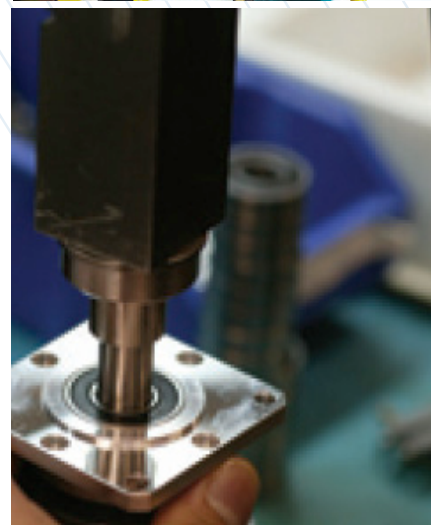
These key goals are:

- Help new and existing New York businesses become more competitive through use of innovative technologies;
- Continue to leverage public and private partnerships for technology development and commercialization;
- Enhance the research capabilities and expertise of New York's colleges, universities and research institutions;
- Support efforts to ensure a skilled workforce including exciting youth about science and technology; and
- Recommend policies to take greater advantage of New York's technology and academic research assets.

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* Impacts are based on clients receiving service in FY2010

CLIENT SUCCESS: SIMMONS MACHINE TOOL, CORP.

“CEG has been a key partner in Simmons’ continuous improvement efforts. CEG provides more than just point solutions by acting as a general sounding board for the management team. We increased sales by \$2 million while generating cost savings of \$300,000 thanks to CEG’s programs.”

David W. Davis, President & CEO
Simmons Machine Tool, Corp.

Simmons Machine Tool Corp. Partners with New York MEP for Continuous Improvement

Simmons Machine Tool Corp. was founded in 1910 in Albany, New York and currently employs about 90 people. Simmons has expanded throughout the world and manufactures the broadest line of special machine tools for railway wheelset maintenance and production. The Simmons product portfolio includes underfloor machines for in-situ wheel profiling of locomotives, transit vehicles and high speed trains as well as many other tools such as metrology and measuring systems.

Situation:

Simmons engaged the Center for Economic Growth (CEG), the New York Manufacturing Extension Partnership’s (NYMEP), a NIST MEP network affiliate, Capital District Regional Technology Development Center, to assist with process improvements related to Lean Enterprise training and implementation. The leadership team at Simmons identified the needed operational performance improvements for more effective and efficient management of the business, specifically, the need for efficient/cost-effective process and materials flow, plant layout issues, and productivity issues.

Solution:

CEG leveraged Lean Enterprise training and development to deliver process improvements throughout Simmons’ manufacturing operation. These activities included evaluating the current state and working with the Simmons team to develop the future state. One example of a specific set of activities is the 5S (Sort, Set in Order, Shine, Standardize, Sustain) implementation which is ongoing as it is a critical component of continuous improvement. As with many Lean implementations, significant gains were realized when that training was leveraged in concert with focused Kaizen activities. With CEG’s assistance, Simmons continues to make process improvements that are identified during ongoing Lean Kaizen events which have proven critical to enable increased throughput necessary to grow the business.

Increased sales by
\$2 million