

NEW YORK

MANUFACTURING EXTENSION PARTNERSHIP

IMPACT REPORT



Division of
Science, Technology
& Innovation

A Division of Empire State Development



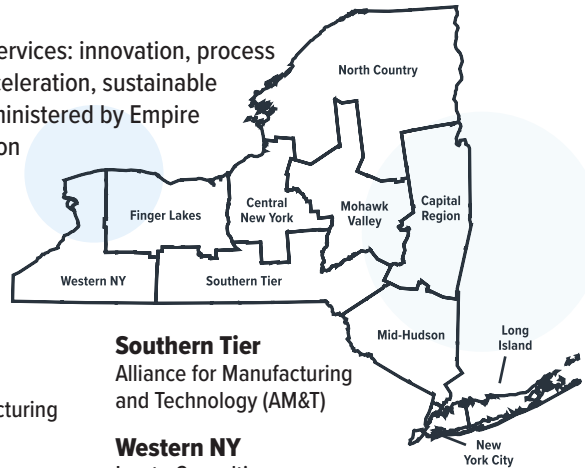
MEP
National
Network™

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NEW YORK MANUFACTURING EXTENSION PARTNERSHIP

The New York State Manufacturing Extension Partnership (NY MEP) assists small and mid-sized manufacturers in becoming more competitive.

10 regional centers and 1 statewide center offer a wide variety of services: innovation, process and quality improvement, product development, scale-up, tech acceleration, sustainable manufacturing, and more. The New York State MEP program is administered by Empire State Development's Division of Science, Technology, and Innovation and is part of the National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (NIST MEP).



Capital Region

The Center for Economic Growth (CEG)

Central New York

TDO

Finger Lakes

NextCorps

Long Island

Manufacturing and Technology Resource Consortium (MTRC)

Mid-Hudson

Manufacturing & Technology Enterprise Center (MTEC)

Mohawk Valley

Advanced Institute for Manufacturing

New York City

ITAC

North Country

CITEC Inc

Southern Tier

Alliance for Manufacturing and Technology (AM&T)

Western NY

Insyte Consulting

Statewide

FuzeHub

OUR SERVICES

Manufacturers may contact the MEP center in their region for the assistance they need to maintain and enhance their competitiveness, or contact FuzeHub for a consultation to discuss their needs and match them with the appropriate resource.



Lean & Quality Management

Identifies and eliminates waste (non-value-added activities) through continuous improvement.



Sustainability

Helps manufacturers gain a competitive edge by reducing environmental costs and impacts.



Product Development

Addresses all stages of the process, including prototyping and small batch manufacturing assistance.



Supply Chain

Provides a wide range of technical and business assistance, supporting the development of competitive manufacturing supply chains.



Technology Scouting

Finds technology solutions by providing access to government, university, and private sector researchers.



Technology Driven Marketplace Intelligence

A systematic and comprehensive approach to diversify a business into new sectors using technology-focused market intelligence.

CLIENT PROFILE

Oneida Air Systems (OAS)

Oneida Air Systems provides innovative design of high-quality dust collection systems that help create a safe, healthy, and practical workplace environment in various applications including woodworking and concrete finishing, among others. OAS is a world-renowned industry leader in workshop hygiene and dust collection, and the company strives to provide quality US jobs with excellent working conditions and benefits for employees.

OAS needed to establish operational excellence and rapid fulfillment as a new competitive advantage in the midst of numerous external obstacles. OAS' research and development team regularly creates the most innovative solutions in the world, but their products were being copied by competition at a faster rate than they had ever seen before. At the same time, foreign competitors were warehousing products in the United States and offering faster delivery, so decreasing overall lead time was critical even with the expanding volume.

TDO, part of the New York MEP and the MEP National Network™, was approached to provide expert mentoring. TDO recommended OAS focus on practicing Toyota Kata, a systematic approach for developing sustained daily continuous improvement efforts and introducing different skills and lean manufacturing tools only as they are needed.

Results of the engagement included:

- **50% growth** year over year
- **\$75,000 in cost savings** annually from hidden factory transactions and transportation
- **50% labor content reduction** from new products
- **70-85% reduction in lead-time** to deliver the focus product
- **Increased flexibility** and scientific thinking among workforce



Read more NY MEP success stories and see what your local MEP center can do for you at newyorkmep.org

OUR IMPACTS

NY MEP centers cultivate the growth of high-tech industry and help smaller manufacturers modernize. We offer a wide range of services and initiatives to enable manufacturers to identify opportunities that will accelerate and strengthen growth and competitiveness in the global marketplace. See our client impacts:



\$1.2 BILLION

in Company Cost Savings, Increased/Retained Sales, Capital Expenditures, and Funds Acquired



7,171 JOBS

New and Retained

Source: National Institute of Standards and Technology Manufacturing Extension Partnership - based on clients surveyed in FY2021

WHAT'S PRODUCED WHERE?

Biggest Regional Industries by Employment:

- Capital Region:** Chemical Manufacturing
- Central NY:** Computer & Electronic Products
- Finger Lakes:** Computer & Electronic Products
- Long Island:** Chemical Manufacturing
- Mid-Hudson:** Computer & Electronic Products
- Mohawk Valley:** Primary Metal Manufacturing
- New York City:** Food Manufacturing
- North Country:** Food Manufacturing
- Southern Tier:** Computer & Electronic Products
- Western NY:** Fabricated Metal Products

CLIENT PROFILE

American Sensing Inc.

American Sensing Inc. is a small, two-employee, start-up sensor manufacturer with strong technical skills and significant investment in infrastructure. The company manufactures and markets products to monitor indoor air quality.

The owners have extensive experience working in the aerospace industry and recognized they needed to achieve AS 9100 certification in order to increase sales in this market. As a start-up, however, they faced a challenge that they had little to no document structure or established processes to build upon.

The owners contacted Insyte Consulting, part of the New York MEP and the MEP National Network™, to help them achieve

Results of the engagement included:

- **50% increase** in monthly sales
- **Simplified process** for achieving vendor certification from aerospace-related companies
- **50% increase** in sales quotations due to certification
- **Achieved AS9100D certification** in 6 months with zero non-conformances found during the audit
- The quality system is scalable to accommodate **increased sales** and work volume

certification in a short time frame with minimal problems by utilizing Insyte's experienced guidance through the certification process.

Due to the short time of the company's existence, several new methods and metrics needed to be developed. Through ownership experience, customer feedback and Insyte experience the company conquered these challenges. The quality system was initiated, and records of the functions were generated. An internal auditor was selected and trained. A mock audit was performed by Insyte personnel to ensure the system met all requirements of AS9100D.



The whole process for **developing the system and getting certified** was much smoother than I expected.

Gary Sharogradsky
President, American Sensing Inc.

MANUFACTURING IN NEW YORK STATE

QUICK STATS



\$38 B

in Earnings



413,290

Workers Employed
by Manufacturers



\$87.3B

in Manufacturing
Output

Sources: Emsi, National Association of Manufacturers, International Trade Administration, Census Business Patterns



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Learn more about NY MEP:

To learn more about the New York Manufacturing Extension Partnership (NY MEP) go to newyorkmep.org.