

## TRANSFORMATIONAL LEAN JOURNEY LEADS TO IMPRESSIVE IMPACTS FOR SAMSCREEN

**ABOUT SAMSCREEN, INC.** Samscreen, Inc. is located in Conklin, NY, and is a manufacturer of screening and crushing products for portable and stationary screening plants. Samscreen employs 40 people.

**THE CHALLENGE.** Samscreen embarked on a project to improve production efficiencies and effectiveness, and requested AM&T provide training and project facilitation in Lean and Continuous Improvement to support the effort.

**MEP CENTER'S ROLE.** Samscreen and AM&T looked at their end-to-end business process to identify improvement opportunities. As a result, the following training sessions and projects were completed: five Lean Thinking Overview training sessions to provide an overview of Lean Thinking concepts, with a focus on Standard Work, 5S, and Visual Workplace for all employees; four Value-Stream Mapping events for Quote to Order and Order to Delivery for the primary product lines; multiple multi-day Rapid Improvement events to teach participants how to work as a team to design and implement improvements to improve flow and reduce waste. Samscreen's Lean transformation is a multi-year journey and it will continue into the future.

"Every metric we measure is trending in the correct direction. While you can't eat off the floor yet, you can now find everything on it."

-Davis Fleming, Director

## RESULTS



6 new jobs



Over **\$750,000** invested in new equipment



**19%** increase in on-time delivery across all product lines



**25%** reduction in employee turnover



**23%** reduction in customer complaints

## CONTACT US



625 Broadway  
ESD, Division of Science,  
Technology & Innovation  
(NYSTAR)  
Albany, NY 12245



(518)292-5729



[www.esd.ny.gov/nystar/nymep.asp](http://www.esd.ny.gov/nystar/nymep.asp)

