

GENEDGE ASSISTS SMYTH COUNTY MACHINE ACHIEVE AS 9100 QUALITY STANDARD REGISTRATION THROUGH THE GO VIRGINIA RE-TOOLING PROGRAM

ABOUT SMYTH COUNTY MACHINE & WELDING. Smyth County Machine (SCM) is a full-service machining & fabrication facility located in Smyth County, Virginia. With a history of innovation that spans over 40 years, SCM's custom production solutions, precision prototyping, and advanced fabrication techniques have made the company a go-to contract manufacturer for both large and small production companies. Established in 1977, SCM provides products to the automotive, mining, environmental, defense, medical, and commercial markets. SCM produces high quality products with exceptional tolerance and consistency for customers around the world.

THE CHALLENGE. SCM participated in the GO Virginia Retooling Manufacturers for Strategic Industries program, a two-year program, supported by GO Virginia Region One and funded in part by GO Virginia with matching funds provided by GENEDGE, part of the MEP National Network™, to develop manufacturing capacity to re-shore production for critical industries. Bringing the company's then-current ISO 9001:2015 Quality Management System into compliance with requirements of the AS9100 Standard was the specific focus, and obtaining the certification would allow SCM to expand into the aerospace market while also providing increased support to existing DOD customers.

MEP CENTER'S ROLE. To assist SCM in upgrading its quality management system to meet AS 9100 requirements, GENEDGE provided consulting support that facilitated step-by-step navigation of the AS 9100 standard. Gaps between ISO 9001:2015 and AS 9100 were identified, and strategies for filling those gaps and preparing for registration were suggested. With the assistance provided by GENEDGE and GO Virginia, Smyth County Machine was able to obtain AS 9100 Registration with no areas of the quality management system identified as non-compliant. Through GENEDGE's engagement with Smyth County Machine, the company was able to meet the compliance standards for AS 9100 certification and position itself for growth with both new markets and existing customers. Over the next three years, this project is expected to generate \$1,500,000 in new sales and retain \$750,000, resulting in \$2,250,000 in investment, as well as the creation of ten jobs and the retention of 30.

"GENEDGE and the Virginia Retooling Program were invaluable resources during our pursuit of AS9100 certification. The benefits available through the program gave us the necessary tools to expand our manufacturing capabilities into the aerospace and defense markets, and bring business back to Southwest Virginia that might have otherwise been sourced out of the region."

-Tracy Wright, General Manager

RESULTS



30 jobs retained



10 new jobs



\$2,250,000 in new investment



\$1,500,000 in new sales



\$750,000 in retained sales

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