

## What Our Clients Say Insights from Virginia's Manufacturing Supply Chain

"GENEDGE's lean workflow and line balance training have been transformative for our operations. The hands-on, practical approach enabled our team to see immediate improvements in efficiency, productivity, and quality. We're now better equipped to meet customer demands and stay competitive in a challenging market. This training has truly empowered our employees and fostered a culture of continuous improvement."

**—Mike Stanley, Manufacturing Manager, EDM, Lynchburg**

"I am excited that GENEDGE brought all the powers that be together, to bring welding out of the ice age and into the future."

**—Jimi Olson, Director, Quality, Safety & Environmental Systems, Colonna's Shipyard, Norfolk**

"The Covid years were very hard on many businesses, especially so for Non-Profits. Having Steve Dalton, and GENEDGE as a resource the last 3 years has been invaluable as we have worked to realign our organization to the realities of the post-covid market. With their help and support, we were able to achieve the outcomes of a 24 month recovery plan in 12 months. GENEDGE has afforded us priceless guidance, and access to a level of consultation expertise that would have been out of our reach without them."

**—Piete Cassius, CEO, Able Solutions, Mt. Crawford**

"GENEDGE helped Laser Thermal achieve \$4.5M in sales, \$375K in cost savings, \$325K in investments, and 12 jobs created or retained."

**—John Gaskins, CEO, Laser Thermal, Charlottesville**

Source: NIST MEP Program voluntary survey of GENEDGE client companies

"GENEDGE assisted us in addressing our supply chain challenges resulting in not just reduced inventory but also designing an entirely new line of business which will drive growth."

**—Richard Walters, CEO, New Ravenna, Exmore**

"Working with GENEDGE through the Go Virginia Retooling program was transformative. Our new website truly reflects our capabilities and has significantly boosted our business performance."

**— Michael Tyson, Vice President, Programs, Dynovis, Inc., Fairfield**

"The Window Fabrication Department was not meeting production demands for various windows. The result was missed customer shipments and missed revenue opportunities. GENEDGE, using Virginia Tech Industrial & System Engineering Senior Design Students, delivered a capacity planning simulation tool that included load/line balancing, total productive maintenance, and mistake proofing techniques to improve processes. The simulation tool helped Marvin reduce process cycle time, meet production and customer demand, and increase revenue."

**—Kerri Willis, Plant Manager, Marvin, McLean**

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Success Stories on  
our website



“As a partner, GENEDGE has enabled us to grow in a time when most manufacturers have struggled with workforce, supply chain disruption, and economic uncertainty. They offer a variety of services and training that has helped us reinforce our management team, dramatically improve processes and keep up with increased demand, as well as innovate to provide our customers with the high standard of work they are accustomed to.”

—**Melanie Protti-Lawrence, *President*, Lawrence Brothers, Inc., Bluefield**

“GENEDGE provided crucial support and services for us as a manufacturer in Virginia at a time where we needed it the most – when we were growing! That help has been invaluable to our transition to our larger facility and has assisted in allowing us to assist customers at a scale we had only dreamed of helping. We could not be more thankful for the support they provided us at such a crucial time in our business.”

—**Brian Morris, *General Manager*, Virginia MetalFab, Appomattox**

“Our plan was to grow through new market penetration. GENEDGE, through its Retooling Virginia Manufacturing program, helped us develop a commercialization plan reducing our speed to market. The commercialization plan identified the need for a production scheduling database. GENEDGE provided a customized production scheduling software solution which allowed us to become a competitive supplier.”

—**Hubert Humphries, *President & CEO*, HUB Corporation, Roanoke**

“We have worked with GENEDGE for years and view them as part of the Phoenix Group team. Their industry expertise and experience have contributed to new product development, business planning, and supply chain initiatives that increased our profit margin.”

—**Stephen Clock, *Sales Director*, Phoenix Group of Virginia, Chesapeake**

“We are thrilled to partner with GENEDGE to help diversify the economy of Southwest Virginia. GENEDGE brings outstanding expertise, skill, and deep relationships to help achieve our common goals. Our collaborative effort, the Energy Storage and Electrification Manufacturing Jobs Project (ESEM), would not have been successful with our partnership, and, in particular, without the essential contributions of Sam Wolford, who has brought thoughtful and expert perspective and capacity to this project. We look forward to expanding our partnership in the coming years as we continue ESEM and hopefully in other projects as well.”

—**Adam Wells, *Regional Director of Community and Economic Development*, Appalachian Voices, Charlottesville and Wise County**

**Learn more about GENEDGE's full suite of services and expertise by downloading our Annual Report**



“Working with GENEDGE was instrumental in helping us achieve our ISO 9001 and ISO 14001 recertification goals. Their expertise and guidance empowered our team to not only achieve recertification requirements, but also improve our overall operations and environmental practices. GENEDGE provided valuable resources that positively impacted our quality and environmental management systems. We continue to be well-positioned to deliver top-notch, environmentally sustainable solutions to our customers across diverse geographies and endmarkets.”

—**Philip Kauneckas, *Operations Manager*, Intertape Polymer Group (IPG), Danville**