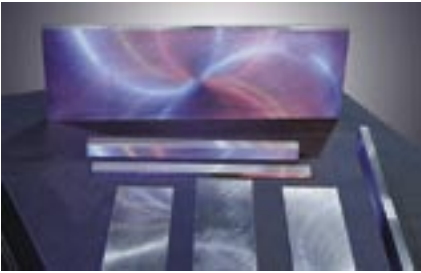


# N.Y.S. TAAC



## Trade Adjustment Assistance For Firms

### Compete in a Global Economy

Since 1978, the New York State Trade Adjustment Assistance Center (NYS TAAC) has helped over 1200 New York firms to recover from the effects of foreign competition and has provided more than \$53 million in assistance. If your company has experienced increased foreign competition, a decline in sales or production, and a decline or impending decline in employment, the NYS TAAC may be able to help improve your competitive position in today's global economy.

The NYS TAAC is one of eleven regional centers located throughout the United States providing assistance under the Trade Adjustment Assistance for Firms (TAA) program sponsored by the U.S. Department of Commerce. We provide assistance to New York State based companies in strategic areas of importance including:

- Management
- Marketing
- Finance
- Information Technology
- Manufacturing/Engineering
- ISO/QS/TS/UL/CE Certification

This assistance is provided by both NYS TAAC professional staff and by independent industry specialists and consultants.

### About the NYS TAAC

The NYS TAAC is a non-profit organization and is administered by The Research Foundation of the State University of New York at Binghamton University. Our expert staff has many years of experience in providing independent and objective assistance to companies that have been affected by foreign competition.

### Reduce Your Costs for Success

The cost for TAA program assistance is shared with the U.S. Department of Commerce, which can underwrite up to 75% of the cost. There is no cost to determine qualification for the program and all inquiries are confidential.

### It's Easy to Apply

The process of obtaining project funding under the TAA program includes just three steps:

- Eligibility Certification
- Development of an Adjustment Proposal
- Project Implementation

The NYS TAAC is ready to assist you at every step to make this process easy for your company. Simply contact us at the phone numbers below or send an e-mail message to [information@nystaac.org](mailto:information@nystaac.org) with your request to get started with the application process.

### Apply at Any Time

Applications for assistance under the TAA program can be made at any time of the year. And, if your company is not immediately eligible for the program, you can apply at a later time if conditions change.

### Proceed at Your Own Pace

Once approved for funding, companies have an extended period of time to make use of the available funds for projects. With the TAA program, you can implement projects that improve your competitive position at a pace that works best for your company.

### Get Expert Assistance

The NYS TAAC maintains a database of independent consultants and technical specialists that are ready to provide expert assistance for your projects. Services provided under the TAA program are not limited to particular disciplines or skill sets. And, there is no bias toward particular tools or techniques for TAA project implementation.

### Contact Us Today

To learn more about the NYS TAAC and the TAA program, please visit our web site at [www.nystaac.org](http://www.nystaac.org). And contact us today to determine if your company qualifies for TAA program funding that can help your company succeed in the new global economy.

New York State Trade Adjustment Assistance Center  
81 State Street, Suite 4 • Binghamton, NY 13901-3315  
Phone: 607-771-0875 • 212-921-1662 • Fax: 607-724-2404 • [www.nystaac.org](http://www.nystaac.org)



# New York State Trade Adjustment Assistance Center

## Types of Assistance

The TAA program can assist client firms by funding projects that improve the firm's competitive position in the areas of:

### Management

- Strategic Planning
- Succession Planning
- Organizational Analysis & Development
- Management Review
- Executive Recruitment
- Human Resource Evaluation

### Marketing

- Strategic Marketing Planning
- Marketing Development
- New Product Development
- Market Studies
- Advertising/Merchandising Strategies
- Brand Identity Development
- Packaging Design & Development
- Sales Literature & Web Site Development
- Export Marketing
- Sales Organization Development

### Finance

- Budgeting and Forecasting
- Cost Accounting Systems
- Integrated Accounting/Management Software
- Financial Planning & Restructuring
- Product Profitability Plans

### Information Technology

- Hardware/Software Evaluation & Recommendation
- System Conversions & Enhancements
- Custom Programming
- Integrated Manufacturing Systems
- Electronic Data Interchange (EDI)
- E-Commerce

### Manufacturing/Engineering

- Lean Manufacturing
- Plant Layout & Redesign
- Production Planning and Control
- Total Quality Management
- Statistical Process Control
- Product Design & Development
- Energy Efficiency Improvement
- Process Engineering
- Re-Engineering
- Machine Prototype Design & Development

### ISO/QS/TS, UL Marking, and CE Marking

- Documentation Development
- Complete Registration Assistance
- Assistance in Registrar Selection
- Technical Files Preparation
- Declaration of Conformity

TAA program assistance may include multiple projects of different types to maximize your company's potential for improvement.

## Industries Served

Industries that have been assisted by the TAA program include, but are not limited to:

- Abrasives
- Aerospace
- Air Conditioning Equipment
- Agricultural Products
- Apparel & Accessories
- Appliances
- Audio & Video Equipment
- Automotive Products
- Bicycle, Motorcycle, and other Transportation Products
- Biotechnology Products
- Boating and Marine Products
- Castings
- Ceramics
- Chemical Products and Machinery
- Computer Products
- Construction Equipment
- Die Casting
- Dental Products
- Educational Products
- Electrical Products and Equipment
- Electronics
- Environmental Equipment
- Fabricated Metal Products
- Food and Beverage Manufacturing
- Food Processing Equipment
- Footwear
- Forgings
- Furniture & Fixtures
- Gears
- Glass Products
- Hand Tools
- Heating Equipment
- Industrial and Analytic Instruments
- Jewelry
- Lawn & Garden Products
- Leather and Leather Products
- Machine Tools
- Medical and Dental Instruments
- Metal Stamping
- Metalworking Equipment
- Mining and Quarrying
- Musical Instruments and Accessories
- Navigation Equipment
- Packaging Equipment
- Paper Products and Machinery
- Petroleum/Gas Products
- Pharmaceutical Products
- Photographic Equipment
- Plastics & Rubber
- Printing Machinery
- Refrigeration Equipment
- Sporting Goods
- Telecommunications Equipment
- Textile Products and Machinery
- Toys
- Transportation Products
- Valves & Fittings
- Wine and Juice Manufacturing
- Wood Products

## Success Stories

**Knife Manufacturer** – A knife manufacturer was able to complete a \$95,000 project to design and implement a new fully integrated management information system. As a result of this assistance, the firm trimmed its backlog to a manageable level. Inventory is now accounted for, located, and managed and order entry is streamlined. Customers are now receiving products on-time and accurately.

**Furniture Manufacturer** – A furniture manufacturer was able to complete a \$10,000 project to create a new image for the company. Their new image includes a name change, a new web site design, and pre-press ready direct mail pieces. As a result, the firm has experienced a 25 percent increase in traffic to their showroom.

**Jewelry Findings Manufacturer** – A jewelry findings manufacturer was able to complete a \$66,750 project to upgrade their outdated web site and product catalog. The web site now provides customers with on-line ordering capabilities. The updated product catalog is also tied into the web site, giving the firm's sales organization the flexibility to show prospective customers current items and stock quantities. The firm has experienced a sharp decline in the number of calls they receive from their sales representatives since they are now able to access all of the necessary information directly from the web site.

**Motion Controls Manufacturer** – A manufacturer of motion controls and networked servo drives was able to complete a \$65,200 project to obtain ISO 9001:2000 certification, and the CE mark, which is required for sales of their product in the European Union. The CE mark opened the door for the firm to begin bidding on projects in Europe. Today the firm is being considered for two projects with combined projected sales of \$5 million spread over the next seven years. The ISO project has also provided a boost to the firm's organization and documentation structure, which has appealed to many of the European companies they are trying to do business with.

**Coating Machines Manufacturer** – A manufacturer of ceramic and metallic coating machines was able to complete a \$55,000 project to design and integrate a new management information system. The project eliminated the need for two outdated information systems, as well as the time required to input information into two systems. Today, information is entered only once, automatically creating all of the paperwork and feedback necessary for a specific order. This has reduced input errors and improved delivery times on all equipment.

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