

Ray Simmons

"We seek leaders committed to gaining and sharing knowledge in a positive, supportive forum where candid insight and mutual accountability drive growth."

TEC CEO Chair
Niagara / Hamilton / Brantford, ON



Bio

As a Vistage Chair, Ray works with founders and CEOs to accelerate growth, scale operations, and commercialize products through pragmatic, outcome-driven guidance. His approach is direct, warm, and accountability-focused: he challenges leaders to think bigger, translate strategy into disciplined execution, and follow through until measurable results are achieved.

Ray's background includes founding and scaling CRS Robotics (now Thermo Fisher Scientific) into a global automation leader for pharmaceutical drug development and the Human Genome Project, acquiring two competitors, establishing operations in the U.S., Germany, France, and Sweden, taking the company public on the TSX, and growing sales to greater than \$20 million. He also orchestrated the strategic turnaround of Wilson Laboratories, a Canadian manufacturer of specialized chemical and agricultural products, repositioning it as a Canadian market leader, driving sales from \$13 million to \$26 million, restoring profitability through a \$2 million divestment of non-strategic activities, and negotiating the sale to Nu-Gro Corporation (now Premier Tech).

At Darcor Limited (now Tente), a caster and wheel manufacturer, he revitalized a family-owned business by rationalizing staff, product lines, and premises, leveraging manufacturing partners in China, resolving legal matters, securing new banking arrangements, and refocusing on ergonomics in material handling. At CableTest Systems (now Nexaya), an electrical test-automation manufacturer, he repositioned the company after major revenue declines, invested in new products and technologies, established it as an international leader in testing high-speed trains, aerospace, and space products, and restored profitability.

Personally, Ray values mentoring and lifelong learning. He has been married for 34 years and is the father of 24-year-old twins. He has coached rep hockey and baseball, served on the Board of Governors at Mohawk College, and volunteers as a marshal at the Men's and Women's Canadian Opens, as an announcer and scorekeeper for the Canada Games, and as a business coach and mentor at the Niagara Falls Innovation Hub, MaRS Discovery (Toronto), and VentureLab (Markham). He rides in the Princess Margaret Ride for Cancer and stays active with ice hockey, long-distance cycling, golf, and hands-on projects.

My TEC Group Vision

We are ambitious, coachable founders and CEOs committed to measurable improvements in revenue, margin and organizational capability. Our group brings together business leaders who meet regularly to share best practices, test ideas and hold one another accountable - providing a confidential forum to overcome executive isolation and accelerate decision-making and execution.

Let's Start the Conversation

Rsimmons@tec-canada.com | +1.416.565.9078

**Take The
Leap Towards
Transforming
Your Leadership
Skills Now!**

Connect with me today to start your journey towards growth and opportunities that align with your business and personal goals. Elevate your business and personal success with me and my group of exceptional business leaders by your side!

Respectfully Yours,

TECCANADA