

Helping New Jersey Businesses Create Success



Specialized Certifications Strengthen Company's Position

B&M Finishers & Kenilworth Anodizing Company provides protective coatings on aluminum parts to the defense, aerospace, automotive, architectural, marine, medical, and machine and tool sectors. The company's finished parts have landed on the moon and are an integral part of protecting service men and women in the field every day.

Established in 1956 by William Bramson and Henry Milne, Robert Bramson continues the family's tradition of providing top quality metal finishing in the company's state of the art semi-automatic anodizing line that includes chemical recovery systems and reverse osmosis water treatment.

ISO and AS certifications have become a requirement in the industry sectors in which B&M is a supplier. Customers began asking for certification before they would work with the company. B&M needed assistance in implementing the certification process, which required training all its employees, a costly and time consuming endeavor.

Responding to a telemarketing call in 2009, B&M met with NJMEP to discuss the company's objectives. NJMEP identified B&M as an excellent candidate for receiving a customized workforce training grant from the New Jersey Department of Labor (NJDO). NJDO grants have very specific requirements that need to be met. B&M knew what they needed to do to become certified and whom they wanted to work with for the training. In order to apply for the funding, NJMEP would need to qualify the resource and the program to be delivered. Once that was done, NJMEP would assist in preparing the grant application.

NJDO awarded B&M Finishing two grants that allowed them to train their entire workforce and become ISO 9001 and AS 9100 certified. AS9100 includes all of ISO 9001 quality management system requirements and specifies additional requirements for a quality management system for the aerospace industry. These certifications have provided B&M the platform to become NadCap certified in 2011. This additional aerospace certification will get the company on the OASIS (Online Aerospace Supplier Information System) database providing access to more business.

Robert Bramson, President, B&M Finishers & Kenilworth Anodizing Company reported, "All the training gave us the quality standard to run more effectively and efficiently. We have now started to measure quality. In 2009, our customer complaints were at .0011 and rework is .0035. In 2010, customer complaints dropped to .0008 and rework to .0016."

Following certification, B&M Finishers saw an increase in sales of \$25,000, retained \$20,000 in sales that otherwise would have been lost and experienced \$10,000 in cost savings.

Continuing to set itself apart from the competition through specialized certifications and processes, B&M finishers has recently incorporated a RoHS Compliant Non-Hexavalent Chromium Chemical Conversion Process Line, SUR-TEC 650. Hexavalent Chromium Free Chemical Conversion has been qualified by the Department of Navy under Specification Mil-DTL-81706B. The company can offer this process and certify as SUR-TEC 650 Non-Hexavalent Chromium Chemical Conversion.

"Despite the difficult economy where many of our competitors are gone, our sales are maintaining and we in fact are looking to grow. This says a lot about how NJMEP helped us." Robert Bramson, President, B&M Finishers & Kenilworth Anodizing Company