

NADCAP CERTIFICATION EXPANDS MANUFACTURER'S MARKETS

BACKGROUND

Paramount Plating Co. Inc., which is now Paramount Metal Finishing Company Inc, was established in 1958 as a job shop in the Aerospace, Military, Industrial, Medical Component and Telecom Industries supply chain. The company finishes / coats parts for these industries. This privately held company is located in a 75,000 square ft facility in Linden NJ.

Most of Paramount's customers operate within a 175 Mile radius of the plant. They turn to the ISO 9001- 2008 certified company to meet their needs as the company is known for quality products, competitive pricing and excellent customer service. This reputation has brought them such projects as painting projectiles for the Abrams tank, coating connectors for the communication industry, and coating housings for the cable TV industry.

CHALLENGE

Like many companies Paramount experiences periods of revenue peaks and valleys due to product trends and business cyclicity. Paramount believes their business is driven by quality, service and providing innovative manufacturing process and capability. They have come up with innovative processes over the years that have separated them from the competition.

The key to the Company's profitable growth in the future is taking advantage of its quality culture. Paramount chose to do this by achieving the difficult to obtain NADCAP* certification. Achieving this certification would expand Paramount's markets as the company would have the

ability to quote on projects that they have been previously banned because they did not carry this certification.

SOLUTION

- Paramount contracted with New Jersey Manufacturing Extension Program, Inc. (NJMEP) to assist the company in achieving Nadcap certification. NJMEP began by explaining the requirements needed to achieve certification. NJMEP also explained that an NJ Department of Labor Skills4Jersey grant would help reduce costs for this process. As a small company Paramount agreed that applying for financial assistance would enable the certification training to move forward more quickly. NJMEP then laid out the training plan, assisted in the application and when approved brought in a qualified trainer to implement the training plan previously created. In addition NJMEP staff helped manage the grant administration to reduce the burden on Paramount.
- NJMEP trained 20 Paramount employees on the Procedures and documentation requirements for NADCAP Certification by providing two courses:
- Quality Control Technology/Review of NADCAP Accreditation Requirements
- ISO Quality Systems/NADCAP Certification Trainin

"Paramount was very satisfied with NJMEP and the instructor, who did a good job. He fit in well with the organization as he was able to assimilate easily and train in conjunction with the culture of our organization."

Michael Fuschetti, President of Paramount



Helping New Jersey Manufacture Success



**SUCCESS STORY:
INNOVATION
& GROWTH**

RESULTS

Michael Fuschetti, President of Paramount explained, "The training helped us maintain our goal to continuously develop the competency and skills of all our employees so that they can be competent in their position and contribute to the goals of the organization. NADCAP certification has enabled Paramount to expand its market as it put Paramount in a select group of NADCAP certified metal finishers. We can now participate in tenders that are restricted to NADCAP certified only bidders for work outside the Aerospace Industry where NADCAP certification is a requirement of eligibility.

As a result of the Nadcap Certification Training, when surveyed by NIST, Paramount Metal Finishing Company Inc. reported:

- **\$250,000 IN NEW SALES**
- **INVESTING \$40,000 IN WORKFORCE TRAINING WHICH WAS PARTIALLY FUNDED BY A SKILLS4JERSEY GRANT THAT RESULTED IN A \$30,000 COST SAVINGS.**
- **HIRED 4 NEW EMPLOYEES**



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