

## NADCAP CERTIFICATION EXPANDS MANUFACTURER'S MARKETS

**ABOUT PARAMOUNT METAL FINISHING COMPANY INC.** Paramount Metal Finishing Company finishes and coats parts for the aerospace, military, industrial, medical component and telecom industries. First established as Paramount Plating Co. in 1958, the company has grown to one hundred employees. Paramount is located in Linden, New Jersey, serving customers mostly within a 175-mile radius of the plant. With a reputation for quality products, competitive pricing, and excellent customer service, the ISO 900-2008-certified company has worked on numerous specialty projects, including painting projectiles for the Abrams tank, coating connectors for the communication industry, and coating housings for the cable TV industry.

**THE CHALLENGE.** Like many companies, Paramount experiences periods of revenue peaks and valleys due to product trends and business cyclicity. Paramount leaders decided to pursue the difficult-to-obtain NADCAP certification, recognizing the importance of quality culture for ensuring future growth. The achievement would permit the company to quote on projects requiring the certification, opening new markets for Paramount.

**MEP CENTER'S ROLE.** Paramount contacted the New Jersey Manufacturing Extension Program (NJMEP), part of the MEP National Network, for assistance in achieving the NADCAP certification. NJMEP began by explaining the certification requirements and opportunities for financial assistance. As a small company, Paramount agreed that applying for a NJ Department of Labor Skills4Jersey grant would enable the certification training to move forward more quickly. NJMEP then laid out the training plan and assisted with the grant application and administration.

A qualified NJMEP trainer led Paramount employees through the procedures and documentation requirements for NADCAP certification. The Paramount team participated in two courses: Quality Control Technology/Review of NADCAP Accreditation Requirements and ISO Quality Systems/NADCAP Certification Training. "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," said Michael Fuschetti, President of Paramount.

NADCAP certification put Paramount in a select group of NADCAP certified metal finishers, resulting in increased sales and new jobs at the company. "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," Fuschetti said.

**"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

## RESULTS



\$250,000 in new sales



4 new hires



\$40,000 in workforce investments



\$30,000 in cost savings



NADCAP training for 20 employees

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