

AIRCO INCREASES AND RETAINS SALES WITH ISO CERTIFICATION

ABOUT AERONAUTICAL INSTRUMENT & RADIO CO. INC.

Aeronautical Instrument and Radio Company (AirCo) established in 1948, is a family owned and operated business located in Lodi, New Jersey. They have grown to be a major manufacturer and supplier of airborne navigational instruments, ground support test equipment and TACAN systems to the United States military, foreign government agencies, and commercial markets both domestically and internationally.

THE CHALLENGE. With the majority of their business coming from the Department of Defense, Aeronautical Instrument needed to become ISO 9001:2015 certified in order to establish new clients while retaining the ones they already had.

MEP CENTER'S ROLE. Budget was a concern for Aeronautical Instrument, so a recommendation was made to pursue a NJ Department of Labor (DOL) grant. However, with the DOL's requirement of 10 people per class, submitting a grant as an individual company would not be an option. NJMEP was able to put together a consortium application submittal (a group of companies with the common goal of ISO certification). Aeronautical Instrument agreed to be the lead agency on the grant application. Upon grant approval, all training and implementation was conducted on-site with various companies at their facility. The consulting was conducted by Art Degenholz, who has many years of experience, and was able to prepare all three companies for their ISO audit.

"I have worked closely with NJMEP over the past three years. NJMEP assisted Aeronautical Instruments in our efforts to attain ISO 9001:2015 certification. Furthermore, we have looked to NJMEP and their knowledgeable staff to support us in our Cybersecurity and workforce development needs. These collaborative efforts have helped us to navigate the challenges of being a small manufacturer in New Jersey."

-Abigail Burke, President

RESULTS



\$2,100,000 in increased or retained sales



\$65,000 in new investment



\$15,000 in cost savings



2 created or retained jobs

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