



Quest

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PRECISION-TEK IS LOOKING SHARP!

It is encouraging to bring news of a company that is defying the economic doom merchants in the United States.

Precision-Tek Manufacturing, based in Arlington Heights, Illinois, is currently reaping the rewards of a major investment program in machinery and quality procedures.

Two years ago Precision-Tek found their existing equipment simply couldn't accommodate some of its customers' needs. The company was not competitive and was unable to tender for certain contracts.

Precision-Tek President Keith Pflum decided a bold course of action was required and embarked on an investment program that saw the purchasing of new CNC Swiss Screw machines capable of satisfying the most complicated of customer requests.

Mr Pflum's pro-active approach



■ Precision-Tek proudly show off their ISO credentials on the front page of their website

did not stop with new machines: **"We wanted formal procedures in place and saw ISO certification as the perfect start. It tightens up your belts and forces you to take a sharper look at your company. Ironically, as we were receiving certification we began getting**

letters from clients saying they would require ISO of suppliers by the end of 2003. We're very pleased to be ahead of the game."

Precision-Tek's clients come from the medical, automotive and electronic industries. The company can produce anything from a part for a musical instrument to dental

tools. It is uncompromising when it comes to quality and offers a zero defects guarantee. Mr Pflum is pleased with the way ISO is helping him fulfil that pledge and the way that QAS helped his company achieve certification.

"We had some good referrals for QAS and were impressed with the package that Scott Mersch presented. The service was excellent and I'm so pleased that I've had no hesitation in recommending them to other companies."

With new clients on the books and production steady, it certainly seems that Mr Pflum's bold initiative is paying off. A clear example of how efficiency, quality and customer satisfaction (the principles of ISO) are more important than ever in the current economic climate.

■ www.precision-tek.com

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Meet the 'Go to' Co!

"ISO certification is allowing us to establish ourselves as one of the 'Go to' companies."

So says Liege Codd, Chief Information Officer at Alliance Electronic Distributors, Inc (AED, Inc).

The first aim of any company is to make sure there are no obstacles in the way of potential and existing customers choosing you as their preferred supplier. With the demand for vendors to be ISO certified increasing to the point that it is now a common part of the vendor selection criteria in the electronics industry, not being ISO compliant has become just such an obstacle.

In terms of recognising and satisfying clients' needs, AED Inc

has always been a 'Go to' company, and since its inception in 1999 has established itself as one of the West Coast's largest stocking distributors of hard drives and CPUs. When ISO certification started becoming a growing client demand, AED, Inc was quick to react and successfully achieved it in October 2002. Liege Codd is very clear about what ISO has and will do for the company:

"The benefits to AED, Inc are multi-faceted: streamlining the business process has allowed us to become more efficient; all the staff understand what the company and clients expect from them; and our clients' needs are being satisfied in a

manner that exceeds their expectations."

AED, Inc supply electronic components to an international customer base as well as locally to its Southern Californian headquarters. And it was the international experience that QAS has in ISO certification that attracted Mr. Codd.

"Their (QAS's) international and multi-industry experience enabled them to guide us through the process most effectively. Drawing on the vast experience that QAS assessor Dave Marsden brought to the process enabled us to become certified in a timely and non-disruptive manner."

■ www.aedelectronics.com

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Cleaning up with ISO

Young, dynamic and very disciplined perfectly describes the leading team of Mar GmbH, based in Schweinfurt, Germany.

This is a highly specialised company, dealing in cleaning systems for nuclear power stations. IMSM Area Manager Ernst Heppner presented the ISO 9000:2000 certification (picture, right) and was very impressed with Mar GmbH:

"Our country needs entrepreneurs like Mar GmbH. By achieving certification the company is answering the needs of its clients and displaying the ability to carry out any task professionally and to the utmost satisfaction of the customer."

Mar GmbH also have departments dealing in industrial cleaning and hygiene cleaning for HACCP. It is a demanding business and the company has built a strong reputation throughout Europe for the quality of its service.

Another German company with a growing reputation is MSA –

Maschinen Anlagen AG – based in Arnsberg. Its achievements have been recognised by the President of the Government, Dr Paul Beinhold, who recently met with MSA Managing Director Mr. Wilhelm Stöhr.

MSA deal in modern CNC technology, precise cutting equipment and powerful welding procedures. It produces highly precise tools

using the most modern digital technology. With precision integral to the business there can be no compromise on quality, which is why MSA turned to ISO certification.

Mr. Stöhr was impressed with IMSM's calm professionalism and handed over complete responsibility for the design and implementation of the system. In this way IMSM helped MSA achieve certification in only three months. A successful partnership and IMSM's Ernst Heppner praised MSA's philosophy of "always looking to lead and continually enhance the company".

■ www.msa.ag.de



The colour of quality

In the heart of France, just 15km from Lyon, is where you'll find the very successful enterprise, Colorey SA.

From this central location the company can quickly and efficiently serve customers throughout France and the rest of Europe.

Managing Director Patrick Rey founded Colorey in 1981 and since then it has become a market leader in the field of buying and supplying pigments, dyes and chemicals for all industries

– in short a broker in colouring and chemical products. Colorey

has expanded steadily over the years and Mr Rey felt it was at a point where ISO certification would be of benefit:

"We work with companies of all sizes and from all kinds of industry sectors. They need to be completely reassured of the quality of the products we supply. Our procedures and management were already aimed at this objective and ISO certification enables us to give evidence of this to new and existing clients, some of whom were beginning to ask for the standard to be in place."

A comprehensive

website offers customers the ability to deal with

Colorey online and proudly displays the ISO logo.

And Mr Rey was impressed with the QAS service: **"It was good value for money, which made it affordable for a small company like ours. The service and availability of auditors was first class."**

In a very different industry but with equally strict demands on quality is EUPTECH, which is

and installations, deal with maintenance and give technical assistance. EUPTECH was prompted to seek ISO certification when its Oman branch demanded it, so that it could consult local oil companies.

Manager Joseph Droze was very happy with the certification process: **"We are very pleased with the QAS service and were particularly impressed with how motivated all of the QAS personnel are."**

It can also follow-up work on building sites

■ www.colorey.com, www.aceuil@euptech.com

Formalise,



When we look at the motivating factors for seeking ISO certification, industry and supply chain pressure are invariably top of the list.

However, a growing number of companies have identified ISO as a means of optimising efficiency and are looking to it based purely on the benefits it will bring internally.

One such company is Swiss Precision Machining Inc (SPM Inc) which is based in Niles, Illinois. Quality Control Manager Rodney Stallworth:

"We took an internally-driven decision to get ISO certified in order to have a more coherent system in place. We wanted to organise a fragmented system and formalise our procedures and to that end it has been a huge success."

It has also opened up new areas of business and SPM Inc are finding they can quote for jobs that were previously unavailable to them because ISO was a pre-requisite.

Mr Stallworth was keen to get the right people in to guide SPM Inc through certification:

"I did my homework and spent about a month and a half looking at around fifteen

different providers. I decided on QAS because of the cost and the overall package. As it happens, the QAS advisor Ian Farquharson turned out to be a great guy and we are very happy with the service."

Muthig Industries in Wisconsin also turned to ISO in order to streamline the company's

procedures. President Bruce Muthig:

"The internal benefits are undoubted. We have been following ISO procedure for about five years so the audit went really smoothly and the process has definitely helped the company to run more efficiently."

Tool die and stamping is Muthig Industries' business and one of their biggest clients made it policy that all vendors would have to be ISO certified by the end of

2003. So Mr Muthig is very pleased to be well ahead of the game. And this is due, in part, to the QAS approach:

"We came to QAS because a consultant of ours had worked with them at a different stamping company and was very impressed. The quote was good and we have been very happy with the manner of the service, especially the speed and efficiency."

Both these companies feel that business is looking better with Mr Muthig pleased to report that his tool shop is very busy.

By taking a pro-active approach to ISO certification, SPM Inc and Muthig Industries are in a position to react to their given industry demands and maintain an edge over their competitors.

■ www.spmwisc.com
■ www.muthigindustries.com

organise,

optimise



Quality is integral for Raepak Ltd



Based in Norfolk, England, Raepak Limited are distributors of plastic bottles, closures and dispensing systems.

The two directors, Bernard Allen and Paul Randle, formed the company in 1995 after years of experience working for multinationals in the packaging industry.

It decided that it was time to seek ISO certification for various reasons. Mr. Allen:

"I had been through the

process with a previous company and so was aware of the benefits.

"We were prompted to do it at Raepak because we felt it would put into context the systems we had in place and formalise our supplier systems."

"And it has been of great benefit, especially as we are now using suppliers from the Far East."

With expansion plans in mind

and new markets opening up, one of Raepak's key criteria when it came to putting the ISO standard in place was speed and efficiency.

QAS was able to satisfy these requirements and successfully guided Raepak to certification in July of this year.

"The QAS service was very good and very prompt. Everything was done on schedule and without fuss."

Raepak Limited's latest venture

sees the launch of a subsidiary called 'Shepra'. This will be dealing with Far East suppliers and initially the distribution of toiletry and cosmetic dispensers.

Two directors with a wealth of experience, a pro-active approach to business and an appreciation that quality standards are integral to the company certainly indicate that Raepak Limited's success is sure to continue.

■ www.raepak.co.uk

International Quotes

■ "There is no doubt that ISO certification has been a positive thing for our company. Everyone knows where they stand – no ifs or buts – and it relieves the pressure on me to have to constantly oversee things. I'm very happy with the process and the outcome."

Jim Reid, President,
Canadian Weigh Systems,
Ontario, Canada

■ "Our main reason for seeking ISO was that one of our major clients required it. However, we have felt huge benefits to the internal procedures of the company, especially in terms of traceability and documentation. So that has been a huge bonus. We are very pleased with the QAS service and have been happy to recommend them to other companies in the area."

James Waugh, Controller,
Crescent Oil Company,
Indianapolis, USA.

■ "QAS does what it says on the tin – they set timescales and stuck to them, were very helpful, made the process accessible – and the cost wasn't prohibitive."

Burgess Hay, Director,
FirScot, Invernesshire, Scotland

■ "ISO formalised a lot of the procedures we already had in place. It enables the company to run better and relieves the pressure on me on a day-to-day basis, which is great."

Gerry McIntyre,
Managing Director,
Cootchill Precision Engineering,
Co. Cavan,
Republic of Ireland



■ Staff at Colosseum Online Inc celebrate after winning ISO accreditation

ISO going online with Colosseum

Colosseum Online Inc began life in 1994, providing basic Internet services to the Canadian city of Vaughn, but very quickly evolved into a comprehensive Internet Service Provider (ISP) for the Greater Toronto area by 1997.

In the fast-moving business of Internet solutions, Colosseum is continuing to expand its range of services and customers, and ISO certification seemed like a logical part of this progression.

Chief Technical Officer Jean Crescenzi explains what he felt ISO could do for the business:

"We felt it would give us a recognised quality standard, suitable for both local and international clients.

"We deal with a lot of Fortune 400 companies – hospitals and so on – and we believed our position in the market place would be strengthened with ISO in place.

"Since achieving certification



it has certainly helped us attract business and strengthened our bids/proposals for new business."

A self-confessed policy and procedures man, Mr. Crescenzi believes they are integral to good business. Colosseum Online offers unparalleled technical support that pledges to 'solve any customer problem – period'.

Mr. Crescenzi is delighted with the way ISO has helped the company enhance the procedures to fulfil this promise.

"Our procedures were good, but not as detailed as now. We

can't stall customers with problems; they want to be spoon-fed solutions quickly.

"We now have at least five solutions for all conceivable problems worked out in advance and available to our technical staff. And we are able to constantly expand our procedures to anticipate new scenarios to keep our service at a consistently high level."

So, whether you're looking for residential dial-up or to integrate your small business with a computer network, Colosseum Online Inc is perfectly placed to offer a customised solution.

Just as QAS are able to provide an individually-tailored package for your company that will guide it to ISO certification.

Mr. Crescenzi for one is "very happy with the QAS service", and the benefits it has brought to Colosseum Online.

■ www.colosseum.com

Frequently Asked Questions

■ **Some of my clients are demanding that we are ISO certified by the end of 2003. Is this realistic?**

In a word, yes. Obviously, every business is different, but QAS have the resources and experience to tailor a package to suit your company's individual needs, whatever industry you are in. In time is a factor then our dedicated team will work extended hours to ensure deadlines are met and your business

opportunities are not curtailed in any way. However, our advice is to avoid time pressures by getting ISO before the industry backs you into a corner. As well as ISO 9001, we are seeing the environmental 14001 standard fast becoming a cross-industry requirement. So don't ignore the inevitable, and stay ahead of the competition by getting ISO certified now.

■ **I'm looking for some kind of third party approval for my**

company but we have a diverse and international customer base. Is ISO the right standard for us?

Absolutely. The ISO set of quality standards is internationally recognised throughout industry. Just look at the different clients we deal with who are included in this issue, from engineering to catering and from all over the world. Quite simply, it is the 'go to' standard for international companies.

Plases send your questions via e-mail or post, to our worldwide head office where you can also arrange a no obligation meeting with your nearest IMSM business manager, if you require more detailed advice. See contact details on our website.