



B.C. Instruments, Operation Headquarters, Schomberg, ON Canada

September 2011

B.C. Instruments

B.C. Instruments is a family-owned precision machining company.



www.bc-instruments.com

The People

Employees are encouraged to give input, to expand their skill base and to be an integral part of the company's 'culture of excellence and continuous life-long learning'. (Roger Conzelman)

Bruno Conzelmann, having immigrated to Canada from Germany in 1957, started B.C. Instruments in 1971. Working out of his garage/workshop at his residence in Pottageville. The shop began with 3 employees: Bruno's wife, Britta, one employee, and Bruno himself. Their two sons, Bruce and Roger, attended Aurora High School and would go into the shop to help after school. They officially joined the company as full-time employees in 1979 and 1980, respectively.

Over the years, the family supported the tech programs in Aurora High School. They have built a supportive relationship with Georgian College, particularly in its apprenticeship program, from which a number of employees in the company were hired. Several of these employees continue to work at B.C. Instruments.

The company has been a good corporate citizen in the King Township community, supporting the Chamber of Commerce and local events.

B.C. Instruments now employs over 110 staff. One staff member recently retired after being with the company from its beginnings. Several others are well beyond the 25 year mark with the company.

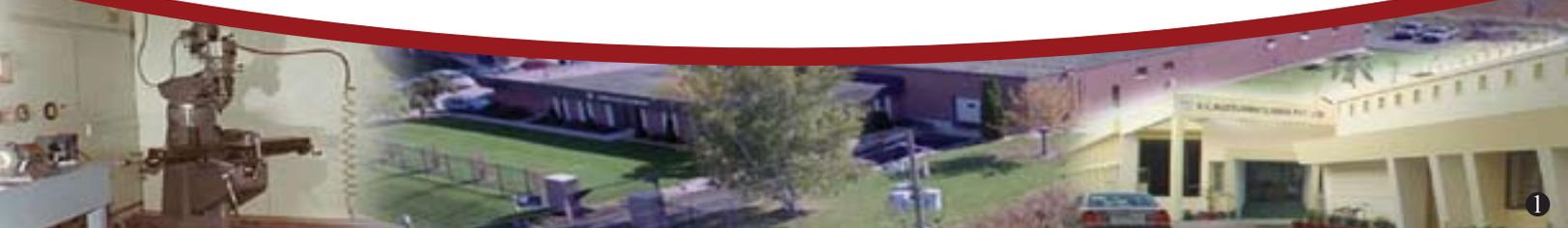
The goal to nurture a quality of life for the staff is unique in a 'job' shop. The milestones of the company are celebrated together with management, staff and family. The 20th anniversary of the company was celebrated with a dinner cruise on Lake Ontario. Ten years later, the 30th anniversary, took them to a performance of Mamma Mia, followed by a video presentation and dinner at the Kingsbridge Conference Centre and Institute. In April of this year, B.C. Instruments celebrated 40 years in operation; approximately 200 staff and family enjoyed the dinner theatre at Stage West, including overnight accommodations.



B.C. Instruments 40th Anniversary
(L-R) The Conzelman Family:
Roger, Britta, Bruno and Bruce

B.C. Instruments looks forward to the next 10 years. It will continue to build on its positive relationships based on mutual respect and trust among owners, staff and management, their customers, shareholders, and suppliers, while maintaining high standards of innovation and excellence in business.

*"...if we perceive it, and we believe it, we will achieve it."
(Roger Conzelman)*



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The Product

B.C. Instruments makes precision machined products to the specifications of their customers, for the nuclear, aerospace, medical and commercial industries. The first parts, components for cockpits and flight recorders, were made for the aerospace industry, provided originally for Leigh Instruments in Carleton Place. Parts for power generation, made for Ontario Hydro, followed later in the 1970's. Commercial parts, like injection moldings, were supplied to Husky in Bolton. Parts, like screws and plates to be used in bone repair, were made in later years and supplied to the medical profession. The company has made millions of components over the years. As technology continues to evolve, new parts are in constant demand.



Ultrasonic Machining Department, a dedicated high-tech facility in Orillia, Ontario, Canada.

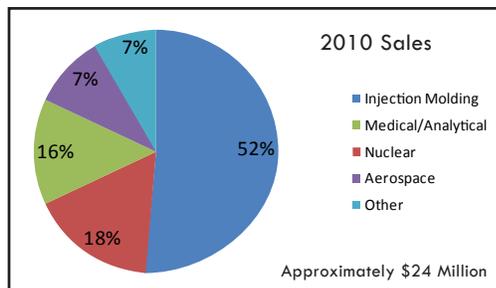


Parts are made using both conventional and exotic materials, to very tight tolerances.

The sizes of the parts made range from a piece resembling the head of a pin to a piece about the size of a 2ft cubed box. Perfection is an expectation. The parts are made using both conventional and application specific materials, to very tight tolerances. As precision and exactness are crucial, considerable time and effort have been spent to develop innovative high speed machining techniques. The company takes great pride in its standard of excellence in the parts it produces, and the service it provides.

The Performance

B.C. Instruments believes that its growth and success are directly related to the growth and success of their customers, leaders in their fields as well as the growth and success of its employees. The company holds a Certificate of Registration in operating a Quality Management System – ISO 9001:2000 which complies with requirements for the scope of Contract Precision Machining of Ferrous, Non-Ferrous materials, Alloys, Composites, and Ceramics for Plastic Injection Moulding, Medical, Aerospace, Military and Nuclear Industries. Its reputation of good business practices retains existing clients, and attracts new customers, like Christie Digital, which creates equipment for 3D movies.



Following the years between 1971 and 1979, with three employees, B.C. Instruments moved to 41 Proctor Road in Schomberg in 1980, with approximately 15 employees. The company continued to grow and expanded 4 times on the site: building a second plant; purchasing another in 1992, doubling that building's size in the process; and leasing another. They now have 4199.2 m² (45,200 ft²), with sales in 2010 totalling \$23,921,000 (Cdn.)

The division, previously housed in leased space in Barrie, was relocated this past July to their new 743 m² (8,000 ft²) facility built in Orillia.

A new company was opened in Gujarat, India in 2004, employing a staff of 2. The new division now employs a staff of approximately 40 people, working in its facility that has been expanded to 929 m² (10,000 ft²) to meet increased market demands.



B.C. Instruments, Gujarat, India supplying precision machined components for selective industry segments.

The company continues to be about people, appreciating staff and customers. The management and staff recognize that the success of their customers contributes to the success of B.C. Instruments. B.C. Instruments acknowledges that a positive relationship with all stakeholders is of paramount importance. Success comes from the inside out, and the company's reputation has been built on high expectations, innovative thinking, and precision performance that will, hopefully, sustain the business for generations to come.



SustainableKing

2075 King Road, King City,
Ontario CANADA L7B 1A1
www.king.ca

For business inquiries, contact:
Jamie Smyth, Economic Development Officer
905-833-4016 jsmyth@king.ca

