

# The Kentucky Manufacturer

Kentucky's Business-To-Business Journal For Industry

## An Innovative Approach To Outsourcing... BGM

**W**hen Lexington, Kentucky-based Blue Grass Manufacturing (BGM) decided to take a different approach to contract manufacturing, it was not without doing their homework. Working with the State of Kentucky Department of Commerce, the 38 year old company realized the outsourcing needs of larger companies needed to be addressed.

Through a "Supply Chain Alliance," comprised of six to eight partnering companies and firms they work closely with, BGM can dramatically reduce a buyer's list of vendors.

"A purchasing agent can deal with one company and address a variety of his outsourcing needs," comments Jerry Ward, BGM's marketing manager.

One of the key criteria for belonging to the Alliance is ISO Certification. BGM received ISO 9002 certification on July 1 of this year.

BGM can also point to its charter membership in the Kentucky Auto/Truck Council, an operation designed

to address the specific needs of automotive companies.

From its president, Don Bundy, on down the line, BGM management is working closely with its Alliance partners on a regular basis. If a client were

major electro-mechanical assemblies for appliances and packaging services for the consumer industry.

This major contract manufacturer, and its Alliance, offers product and process design and development, material logistics and procurement, engineering and a total quality approach to support its processes of machining, welding, fabrication, plastics, stamping, tooling, packaging and major assembly.

Ward also stressed that they are constantly searching for good rep firms that want

to be part of all this. "We see this approach as the wave of the future regardless of whether you are a buyer or seller."

For more information contact Jerry Ward, Blue Grass Manufacturing Company, 606-233-7445, Fax 606-233-0081.

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**CONTRACT MANUFACTURERS**

to visit BGM's 100,000 square foot location for a meeting that required the services of a partner company, a teleconference can be arranged on the spot.

As a full-service contract manufacturer, BGM offers an array of major products and services ranging from machined components for the heavy truck industry, tooling for automotive, fabricated product for the utility industry, micro-welded mounts for lighting,