



Broadband Accelerates Customer Response Time, Providing a Vital Business Tool to Boneal Inc.

Name: Boneal Incorporated

Internet: www.boneal.com

Products/Services:

Prime-contract manufacturer for government agencies and various private sector companies

Location:

Means/Menifee County

Leadership:

Dr. Keith Gannon, CEO
David B. Ledford, President

Employees: 65

Founded: 1980

Reach: International

Innovative Insight:

“Boneal is built on solving manufacturing problems with a focus on core-customers instead of core-competency”

Advice for Growing

Companies: *“Focus on the fundamental, long-term wellbeing of all stakeholders including customers, suppliers, employees and community partners”*

Way Internet Has Made You

More Competitive: *“High-speed Internet enables us to interface with customers in new and rapidly changing ways”*

Ways to Continue to Attract Best Workers:

“The best workers thrive when challenged in a growth environment.”

Means, Ky. — When the United States Air Force needed to produce specialized aircraft ground handling equipment suitable for moving the sleek F-16 fighter jet as well as the monstrous C-130 cargo plane, it turned to Boneal Incorporated. The \$4.8 million contract Boneal received from the Air Force is just another stepping stone as it heads into a second 25 years of growth.

Founded in 1980, Boneal Incorporated has emerged from its roots as a tiny, regional manufacturer into an award winning, prime-contract manufacturer for government agencies such as the United States Coast Guard, United States Air Force, United States Postal Service and others.

Its success is a result of a keen focus on the needs of its customers. Boneal’s business plan is based on its core-customers, along with its core-competency. “Our business constantly evolves to meet our customers’ needs. This requires growth in the diversity and experience of our technical staff,” said David Ledford, President.

Nestled in rural Menifee County, Boneal’s reach and scope is international. Broadband Internet access has become a vital tool in Boneal’s business. Boneal routinely receives electronic orders and fulfills government contracts with Web-based technology. The transfer of technical data as well as all forms of electronic financial transactions accelerates Boneal’s response to customer needs.

In addition to government contracts, Boneal provides manufacturing solutions for various private sector companies such as Lockheed Martin, Northrop Grumman as well as Lexmark, Square D and Hoffman Enclosures. Boneal operates several manufacturing shops to support the specific needs of its customers.

“A significant part of Boneal is a commitment to the region and state,” said Dr. Keith Gannon, CEO. Boneal actively supports regional adult literacy programs, the Frenchburg Job Corps, Morehead State University as well as a host of other organizations whose missions are to improve the lives of others through the power of education. Over \$30,000 in college scholarships has been awarded to students as part of the Boneal Scholar Program.

Boneal is recognized as a premier manufacturer and role model corporate citizen on a local, regional and national level. In 2000 and 2001, Boneal was honored as one of two national winners of the United States Postal Service “Quality Supplier Award” as a small manufacturer. In 2002, Boneal was awarded the Small Business Administration “Administrator’s Award for Excellence” and was honored by the Associated Industries of Kentucky as “Kentucky Industry of the Year” for mid-sized firms.

Boneal was recently invited to join a prestigious group of small business manufacturers that supply the United States Department of Defense. Only about 75 companies nationwide have been selected for MTAPP, which is a mentoring program designed to enhance the competitiveness of small manufacturing firms in support of the needs of the United States Air Force, Department of Defense and their major prime contractors.

For Boneal, it is one more stepping stone as it forges ahead into a second quarter century of growth.

About KY 120:

In the fast-pace world of technology-driven business, it should be recognized that best practices can be studied and emulated. [connectkentucky](http://connectkentucky.com) is profiling business in each of Kentucky’s 120 counties to identify lessons learned on the path toward successful and sustainable innovation.