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Like most companies built to last, Bonland Industries, Inc. grew success from humble beginnings. What sets it apart from the competition is the commitment to being the premier airside HVAC contractor. That commitment has paid off, making Bonland the largest airside HVAC contractor and the largest duct manufacturer/installer in New Jersey today.

"We've been in the business for 48 years. What sets us apart is our ability to provide a quality product on schedule for some of the most difficult projects in the region," says Dan Parent, branch manager for Bonland Industries Lakewood operation. "There's no job too big that we haven't been able to perform on.

"It's the product we turn out and the service we provide that keeps our customers coming back to us," he adds.

THE EXPERTISE FOR THE JOB

Formed in 1956 by Ernest Boniface and Arthur Udland as A&E Sheet Metal Co., Inc., the company grew to fill 27,000 square feet of shop and office space in 12 years. The company changed its name to Bonland Industries in 1976, the same year Udland was bought out by Boniface. In 1990, brothers Andy and Bill Boniface assumed control of the company and set about crafting a recipe for success that continues to this day.

"Where we excel is in the pharmaceutical industry, hospitals, schools, offices and industrial facilities," says Parent. "We've worked in every major pharmaceutical house in New Jersey through new construction to renovation.

From its humble beginnings when it employed more traditional, manual methods, Bonland has embraced state-of-the-art technology. The company's level of expertise makes it a leader on the jobsite.

"We set the pace for the job. We're 100-percent CAD/CAM," says Parent. "We lead the coordination process. We're the first ones to prepare the drawings and the backgrounds. We normally find and flag any of the design problems or challenges and often alter the design construction. We do some of the toughest projects around, whether they're new or renovation."

And just what makes a project tough? Intricate ductwork designed for modern laboratories and hospitals, or extremely demanding HVAC

requirements for systems in pharmaceutical laboratories are a few of the work environments in which Bonland excels.

"Most of the projects bring a different set of challenges. Some of the most challenging jobs are the pharmaceutical projects because in a lot of the buildings our ventilation is so integral to how those buildings function, especially when dealing with laboratory spaces."

INVOLVED AT EVERY STEP

Because an HVAC system is such an important part of the building process, Bonland's Project Managers get involved early and stay involved every step of the way. That gives them a unique insight into any potential problems or concerns.

"Our work is so important to the building process that we want the direct relationships with the construction manager, the owner and the general contractor. We're the first ones who want to be in there to do our work. That's why we take such an active role in making sure any problems or design concerns are met head on so they don't become a problem down the road."

In addition, Bonland is concerned with safety along the way, another impressive facet of the company. Bonland boasts a .322 experience modifier ratio, which tracks the number of accidents for every 200,000 man-hours of work.

"That's tops in our industry and close to the top in the nation for our trade," says Parent. "We're really proud of our safety record and our safety awareness efforts. When we sit down and talk to an owner or people in the industry, their jaws just literally drop."

But it's not just the safety record that impresses clients. And it's not just the company's expertise in the industry and track record on some of the most challenging projects. It's those elements combined with the company's hard work and dedication to each and every project that make it stand out among the competition. ♦

— Corporate Profile

