

Quality, Service, Price: The Malyn Difference

WHEN 50-YEAR-OLD abrasive sand-blasting equipment manufacturer Pressure Blast Manufacturing needs boron carbide nozzles and inserts, the company turns to Malyn Industrial Ceramics, Inc. For more than 15 years, the Windsor, Connecticut-based company has relied on Malyn's high-quality, durable line of products to give it a distinct advantage over its competition.

"Malyn's products separate it from other manufacturers and make it a valuable business partner," says Jodie Smith, project manager for Pressure Blast. "All companies can appreciate a well-manufactured product and knowing it will be competitively priced and delivered on time. That's why we'll continue to do business with Malyn for years to come."

A small company with a large business.

After working for many years in the refractory technology industry, Michael Malyn formed Malyn Industrial Ceramics, Inc. in 1986 with his wife, Patricia. Today, the thriving family-owned company manufactures custom-made nozzles and other boron carbide components to meet the needs of its worldwide customers, shipping more than 50,000 nozzles annually.

"Producing boron carbide and tungsten carbide nozzles is our only business," says Michael Malyn. "Our customers come to us directly for answers and for solutions. We work very hard to give them a product that's better than anyone else's, is competitively priced and is made right here in the U.S.A."

Boron carbide is third in hardness only to diamonds and cubic boron nitride, so it makes for a durable and dependable quality product that Malyn stands behind 100 percent. Boron carbide nozzles come in all sizes, shapes and styles, and are used to process everything from golf balls to dentures to stonewashed jeans. They are also used to help prepare surfaces such as buildings and bridges for painting and cleaning by sandblasting.

With Malyn's purchase in 2005 of Super Titan, a 75-year-old manufacturer of tungsten carbide nozzles used primarily in the metal finishing and painting and contracting



industries, the company is able to offer its customers yet another cost-effective nozzle option. Malyn also offers toll hot pressing, grinding and machining, custom designs and services and more.

What sets Malyn apart from similar companies?

"I look for companies that are able to 'think outside the box' and that is what I have found with Malyn," says Christen Reinke, President of Industrial Supply, Inc., of Twin Falls, Idaho. "Malyn

enables me to offer my customers a huge variety of both standard and custom, USA-made nozzles. Mike will even drop ship direct to customers so I don't have to waste valuable time and resources."

All of Malyn's manufacturing is done at the company's 15,000-square-foot plant in its Clarence, New York headquarters (just outside Buffalo), allowing Malyn to produce a variety of sizes and styles of boron carbide nozzles. The company can easily accommodate specialty sizes and styles to meet unique customer needs, and all orders are typically shipped within 48 hours. By controlling the entire process — from computerized order tracking to mold making and manufacturing, finishing, final inspection and shipping — Malyn ensures its customers receive exceptional value for their nozzle or insert investment. Malyn's competitive pricing makes its products very affordable, and no order is too small.

"Our customers know they can come straight to the owner of the company with any problems and concerns and they will immediately be addressed," says Michael Malyn.

In 2006, Michael and Patricia Malyn's daughter, Christina Malyn — who grew up around the business and knows it well — joined the company in a full-time capacity, ensuring the company will be a vital resource for its worldwide customers for years to come. ●

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