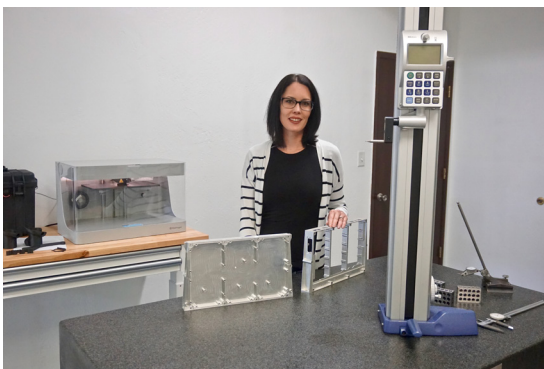


- AS9100 Revision D Certification
- New Haas Machines
- New Purchased Building

Gibbs Precision Machine Is Positioned For Production Manufacturing



13 years after launching Gibbs Precision Machine, owners Terry and Shelley Gibbs are poised to expand their business to support customers needing production precision machined parts. To date, they have excelled at producing customers' very complex machined parts, most often low quantities associated with R&D work. Terry credits the teams' collective years of experience, more than 130 in total, for the company's ability to machine some of the most complex R&D parts.



"In order to begin supporting production work, we purchased our own facility, and it is more than double the square footage we had in our previous rented facility", Terry says. Shelley adds, "We are proud to bring customers to our new facility – its layout, its cleanliness

facility is large enough for the Gibbs' business today, Terry says the building only occupies 17% of the land purchased; there is opportunity to expand the facility as business dictates.

Prior to opening his own business, Terry worked for more than a quarter of a century for a large machine shop in the Valley. "It was there that I learned how important it was to set up processes to run the company, and so early on in our business, we achieved ISO/AS9100 certification." Today the company is AS9100 certified to the latest revision, Revision D.

Since its inception, and to this day, Gibbs Precision Machine is a family owned and operated business. Son Kyle and daughter Kristie work full time at the business, and while son Patrick chose his calling of teaching special education children, he too supported the family business working there in the early years. "Every Gibbs family member can run a machine", Terry says, and while Kristie can do anything needed in the front office, including quoting and internal audits for AS9100. Kyle has been working with Terry since he was 14 years old, last May he graduated college with a Business management and marketing Degree from Arkansas Tech University and is now working towards becoming the operations manager for Gibbs Precision.

and everything about it represents what we want our customers to see in our shop; it is much more of a professional environment." Shelley says that every Friday, the entire team stops machining parts in the afternoon, with the task of cleaning the shop. She adds, "Everyone feels good coming in to the shop Monday morning, and it is immaculate." And though the pristine



Shelley says, “We are also blessed to have 2 of Terry’s prior colleagues work at our company after hours and on weekends. We cannot thank Debby Arneson and Brian McInnis enough for their years supporting us. We would also like to thank Scott Hillery for all his support with our computer needs.”

About 7 years ago, one of Terry’s employees suggested he contact a young man, one who had no experience in manufacturing, as a potential hire. “Seven years later, Richie Ramos is my right hand man, and is a dedicated and outstanding employee. Our newest employee Abe Hernandez is a great young man who came straight from high school and learned his skills at EVIT (East Valley Institute of Technology) while attending high school. Shelley and Terry are spiritual, and believe they receive signs to help them make key decisions in both their life and in their business.

From the company’s beginnings, Terry purchased Haas machines from Ellison Machinery, the local distributor for Haas and other machine tool lines. “I appreciate specific traits in the sales people I purchase from”, Terry says. “I value people’s time, and I expect this from the sales people contacting me. I want them to schedule appointments, so that I can meet them at a convenient time, and I can also give them my full attention. Respecting people’s time is key to me, and I always get this through Ellison Machinery’s team.”

He adds, “I am not a pushy person, and I appreciate this from the sales people I work with. At Ellison Machinery, I have always enjoyed a good relationship with my sales engineer. For the last couple of years, it’s been Alex Anderson. Alex is knowledgeable (he has a mechanical engineering background), and he is very respectful. I really enjoy working with him”, he added.

Terry continues, “Another key factor that enters into my ‘must have’ criteria for the suppliers I work with is customer service. We’ve had machine dealers come to see us in the past, and when I ask if they have service presence in Arizona, and they say ‘we can fly someone in from California if you have a service issue’, this is a deal breaker for me. We’re running a small business, and to keep our customers satisfied, we must deliver quality product when we say we would. Machine uptime is critical to our ability to keep our word with our customers.”

Terry finds Ellison Machinery’s customer service to be “the best in the Valley”, and today the company owns 6 Haas machines. “We have called Ellison Machinery 3 times for service in the past 10 years”, Terry says, “and when we need them, they are prompt and prepared to get our machine back up and running. Typically, their van has the part needed, so our downtime is substantially reduced.”



Gibbs’ latest Haas machine tool purchase was the VF-3SSYT. Alex says the Haas high-performance Super-Speed vertical machining centers provide the high spindle speeds, fast rapids, and quick tool changes necessary for high-volume production and reduced cycle times. Each SS machine features a 12,000-rpm, inline direct-drive spindle, an ultra-fast side-mount tool changer, and high-speed rapids on all axes. The YT model has an extended 6” extended Y travel allowing Gibb’s to work on parts that may not fit in the original 20” of Y. “This machine tool purchase is another step Terry took to prepare the business for production machining”, Alex says.

Business is very good, Shelley says; in fact, last year was record breaking for the company, though you often hear of new owners working tirelessly, often 7 days a week, when they start up, Shelley says Terry still works 7 days a week. Terry’s dedication is certainly one of the reasons the company receives superior scores for not just quality, but also the difficult ‘On Time’ metric. Shelley says that the company had 2 rejections in 3049 parts shipped, and this means that their Quality rating exceeds an astounding 99.9%. Their OnTime metric from the customer who provides this feedback was 99.93% last year.

Terry is comfortable with adopting new technologies, and to support customers’ R&D efforts, recently purchased a Mark Forged 3 D printer. “We can turn prototypes around to customers with our 3D printer many times in a day or two”, Terry says. He adds that the 3D printer is valuable for the company’s tooling requirements.

What’s next for Gibbs Precision Machine? Terry says continuing to invest into technology to increase productivity – he says they are evaluating technologies that afford flexible work cells, horizontal machining centers, to name a couple.

Alex gives recognition to Terry’s work ethic, his experience, and his business ethics - these are all characteristics that you want in your supplier. To learn more about this precision machine shop that excels in prototypes, one that is poised for production work, contact them at 480-753-1166 or visit their website at GibbsPrecision.com Better yet, come see their new facility. You can schedule a visit with Terry directly.

Haas Automation is the largest machine tool manufacturer in North America, building a full line of CNC vertical and horizontal machining centers, CNC lathes, rotary tables and 5c indexers. To learn more about the Haas machines, as well as Ellison Machinery’s other fine machine lines, contact Haas Factory Outlet / HFO130, a Division of Ellison Machinery Company, at 480-968-5877 or visit their website at EllisonAZ.com