



**A Superior Family-
Owned, Woman-Owned,
ISO9001:2008 / AS9100
Rev C Certified Precision
Machine Shop**

Meet Gibbs Precision Machine. Since it opened for business in 2007, this family run woman-owned ISO9001/ AS9100 Certified business has grown exponentially. The company has over 70 years of experience supporting many industries in precision manufacturing. Gibbs' core competencies include CNC machining (milling and turning), from prototype to production components from a diverse variety of materials.

Owners Terry and Shelley Gibbs were blessed to have their children Kristie, Patrick and Kyle all participating at various times in the business to



help grow it. Terry is a gifted machinist, having first learned the trade back in Southern California when he was just out of high school.

Terry worked for Morsch Machine in Phoenix for 26 years, and he credits owners Joe and Claudia Salontai for helping to prepare him for the business he would open when his years with Morsch Machine came to an end. "If I were to name 10 of the most important people in my life, Joe and Claudia would be on this list."

As a mentor, Joe was excited for Terry's decision to open his own business, and he supported his departure. Terry also credits his wife Shelley for helping him take the leap of faith to open his own business.

For the first 3 months of Gibbs Precision Machine's existence, Terry worked full time at his employer and ran his new business on evenings and on weekends. He opened in a small bay, at 1500 square foot, and with one Haas machine. Fast forward to today, where the company resides in a facility 3 times the size, and now has 4 Haas CNC mills and 2 CNC lathes along with other support equipment.

In its 8 years of business, the Gibbs Precision Machine team hasn't made sales calls to solicit new business. Terry says, "Morsch outsourced to us early on as did Jesse Shaw, owner of Shaw Precision. I really thank our early customers for helping to launch Gibbs Precision Machine." Terry and Shelley are spiritual people, and they believe several key signs came to them to help them feel comfortable opening the business. They also had spiritual support in bringing new contacts to them -- and this sometimes resulted in new customers.

Since Terry and his team don't make sales calls, they must rely upon customer referrals to grow their business. Terry says, "If you deliver quality parts at a fair price, and on-time, people will always recommend you to others."

He continued, "Service is what can make or break a business. When I purchase my machine tools, as a small shop, I need to know that I will receive superior and quick service when I have a problem with a machine." He recalls a time back when he had just opened for business and he called Ellison Machinery for help with his only machine, the Haas VF-2. "I told Connie about the issue, and she told me that she could have a service technician out to our shop in 2 days. I told her that this was my only machine, and this meant I couldn't make parts for the next 2 days -- I just couldn't have this down time. Connie moved the company's service schedule around to have someone here to fix my machine the next morning. "We love Connie", Shelley says! The team also values Ellison Machinery superior long-term customer support by team members Jose Felix and Rick Fleming.

Terry says that in the 8 years of owning Haas machine tools and being open for business, he has only had to contact Ellison Machinery twice for support. "We haven't had a need



for their service often, but it is invaluable to know that it is there when you need it.”

Terry says, “We have had machine tool dealers come to see us in the past. When I ask if they have service in Arizona, I often hear that ‘they can fly someone in from California or somewhere else in the country. This just doesn’t work for our business. Ellison Machinery is committed to the Valley, and they have probably a dozen trucks supporting all the machine shop owners and machine tools they have sold.” He continued, “I also think that the generosity of the Gene Haas Foundation in helping to train our next generation machinists is outstanding. I am proud to purchase from a US builder that is so supportive of manufacturing in this country.”

Terry appreciates the style of his Ellison Business Manager, Jameson Pack. “He isn’t pushy — he is respectful of my time, and he helps me to make the best decision for my machine tool purchases.”

Coming from a sophisticated high-tech machine shop in the Valley, Terry recognized the importance of certifying his business to ISO9001: 2008 / AS9100 Revision C. “We knew it would be advantageous to certify when we were small, and then to grow our business with the processes in place.” Terry and the team were very pleased with their ISO/AS9100 consultant, Bretta Kelly, owner of BMSC.

Today, Gibbs Precision Machine supports



customers in the semiconductor, automotive, commercial and aerospace industries. They continue to serve their loyal customers and add new customers through referrals. The company prides itself on its quick turn-around, its superior customer service, and its ability to accept the challenge of some very difficult to make parts. Shelley says, “8 years after opening the business, Terry still works 7 days a week, and he begins his work day hours before the start of rush hour.” A good work ethic is a core value in the family — when Gibbs Precision Machine first opened for business, son Patrick worked 30 hours per week while going to college full time to become a special education teacher. While he has a full time position in his career today, Patrick still helps the family business when he can. Youngest son Kyle and daughter Kristie are active in the business today. Every family member operates the Haas machine tools! Terry and the team at Gibbs Precision Machine are very appreciative of the support they get from Terry’s former colleagues, Debbie Arneson and Brian McInnis, who still work full time jobs, but help the Gibbs’ team out on evenings and weekends.

Gibbs Precision Machine’s latest Haas purchase, just weeks ago, was the VF2-SS. It is a Super-Speed Vertical Machining Center. With Terry’s purchase of the VF2-SS, he added the new Automatic Coolant Refill System. Jameson says, “The Automatic Coolant Refill System is a new option for Haas machines that mounts to the handle of any standard Haas coolant tank. It automatically monitors the machine’s coolant usage, and then replenishes the tank with coolant mixed to the correct concentration. The system, when connected to a water supply, blends the coolant concentrate of your choice with water, and automatically dispenses the mixture into the coolant tank.” Terry added, “The system saves hours of maintenance, while keeping the machinist at the front of the machine making chips, instead of at the back of the machine making a mess!”

What’s next for Gibbs Precision Machine? “Continued growth”, Terry says, and he adds that he hopes to build the machine shop to where he can begin to purchase machine tools that increase automation. “I know how to run lights out from my previous employment. At Gibbs Precision Machine, we embrace new technology that will allow us to continue to improve the efficiencies of our operations. We are already ISO9001: 2008 / AS9100 Revision C certified, so we are ready and able to take on more customers in the aerospace and medical industries.” Contact Gibbs Precision Machine at 480.753.1166, email terry.gibbs@gibbsprecision.com or visit their website at GibbsPrecision.com

To learn more about Ellison Machinery and Haas Factory Outlet, contact them at 480.968.5877 or visit EllisonAZ.com