

## Member Profile

**Member Profile:** Stanfordville Machine & Manufacturing Company, Inc.

**Year Founded:** 1975

**Location:** Stanfordville, NY

**Products:** Manufacturer of precision CNC machined parts.

**Website:** [www.stanfordville.com](http://www.stanfordville.com)

Many Council of Industry members use products that have been machined in some way to, in turn, manufacture their own products. Stanfordville Machine & Manufacturing Company, Inc. is one of the top names in the precision machining industry. Since the company was started in 1975 by John Johnsen, it has grown and evolved. Stanfordville offers prototype machining with the potential of production runs of those same products. They are also using state of the art technology to reduce waste, turnaround time, and increase quality and production. To quote a part of Stanfordville Machine & Manufacturing Company's mission statement, this is a company that "strives to earn long-term partnerships with our customers by continuously meeting and exceeding their expectations..." It is this goal that drives this company to achieve the success that it has.

Before starting Stanfordville Machine, John Johnsen had been a top salesman for a company in New Jersey that leased and sold machine tools. Johnsen had always been interested in the precision machining business. In 1975 he moved to Stanfordville, purchased a few machines, hired several tool makers on a part time basis and started his own company. With the assistance and direct involvement of Johnsen's two sons, Peter and Neal, Vice President and General Manager, and Vice President of Sales respectively, the business began to show promise. As a result, state of the art machines were added to maintain quality, on time deliveries and competitive pricing. The workforce has grown to fifty employees, and has supplied Fortune 500 companies with low cost, high quality parts consistently for almost thirty-five years. In addition, Stanfordville Machine is also responsible for the design and manufacturing of parts for its division,

**STANFORDVILLE MACHINE**  
& MANUFACTURING COMPANY, INC.

Kent Gage &  
Tool Company.

Stanfordville

offers prototype machining, which is in high demand because fewer companies provide this service. This is one of many areas in which Stanfordville excels, providing customers with complete close tolerance prototype parts on a quick turnaround basis. This excellence can be attributed to the expertise of Stanfordville's programmers and toolmakers. Their employees are highly skilled, dedicated and driven people who understand and operate state of the art equipment such as several new machines that allow them to hold extremely close tolerances. Stanfordville also installed a program called JobBoss which is a software package that supports the machine shop and contains capabilities that allow Stanfordville to effectively manage the large number of concurrent jobs running through the shop, respond quickly to changes, and access up-to-the-minute information on job status.



A two pallet Mitsubishi Horizontal CNC Machining Cen-

The key to remaining successful in today's world of manufacturing is to innovate and stay head of the curve. Stanfordville has done this by setting up and operating a Computer Assisted Instruction (CAI) department whose objective is to train new employees coming into the business in basic blue print reading, using inspection tools, setting up and operating lathes and mills, and a variety of other courses to introduce those new hires, who have no experience in machining to the industry. They also have two new Mitsubishi Horizontal Machining Centers that have increased their capability, reduced downtime, cycle time, and secondary operations. In addition, Stanfordville trains the majority of their employees in LEAN manufacturing and has implemented LEAN practices throughout the entire shop.

It is the tireless drive to live up to their mission statement that makes Stanfordville stand out from their competitors. Continually meeting and exceeding expectations in the pursuit of long-term partnerships with their customers, that is precisely what Stanfordville Machine and Manufacturing is about.