

Member Profile

Member Profile: Marco Manufacturing

Year Founded: 1996

Locations: Poughkeepsie, NY

Products: Manufacturer of printed circuit board assemblies.

Website: www.marcomanf.com

Marco MANUFACTURING

In manufacturing minimizing waste is critical to success. That applies to materials, space, talent and opportunities. Marco Manufacturing is an excellent example of this concept. Marco is an electronics manufacturing company that was founded in August of 1996. Earlier that year, Atlantic Design Company (ADC) closed their Poughkeepsie plant and let go of over 100 employees. The founder of Marco, Mike Ratliff, had been the General Manager of that plant. He decided that his customers deserved more than a referral to other facilities and made a statement by starting up Marco in the very same building.

Their first contract was for a shipment of sub-assemblies to Transistor Devices of Hackettstown, NJ. Brian Lowe, Marco's Engineering Manager, hustled to install all major equipment, workbenches and tools for a starting staff of 10. The first

shipment went out just four and a half weeks after Marco's doors opened. Transistor Devices remains a loyal customer to this day.

Marco currently occupies an 18,000 sq. ft. facility in Poughkeepsie and employs 40 people. They have 18 successful customers, ranging in location from Poughkeepsie to Singapore.

One important factor in Marco Manufacturing's success is the suburb quality of the products they create. Marco produces printed circuit board assemblies for high reliability electronics. Their products can be found in main-frame computer servers, New York City subway cars, medical and military electronics, industrial equipment, and in lighting /audio applications. With a lead-free sol-

dering capability, Marco is committed to environmentally sound assembly practices and can manufacture European Union RoHS compliant electronics for export. The company recently produced 4,800 LED based lighting fixtures for the set of a new Broadway Musical, 'Spider-man: Turn Off the Dark'.



A circuit board manufactured by Marco Manufacturing.

Another factor that has set Marco apart from its competitors is their approach to customer service. Marco has an acute understanding of their customer's needs and is focused on the immediate resolution of any issue, whether in prototyping or production. Their assemblies undergo rigorous quality checks, including automatic optical / x-ray inspection and in-circuit testing to assure a superior product.

"Marco has been flexible and responsive in meeting our demands without sacrificing quality. When the president of the company delivers parts in his car in time of need, one does not have to look further than the top to see the commitment that Marco provides." - *Manufacturing Manager, EDAX Inc.*

As a member of the Council of Industry, Marco has been able to take advantage of

Council's services to give their company an edge over their competition. They have used the Council of Industry to help identify local development that will have a positive impact on regional business. Membership with the Council also allows Marco to network and stay informed on key matters regarding human resources, benefits, pending legislation and regulatory requirements.

Mike Ratliff took a giant leap of faith back in 1996 - taking a big risk by opening a manufacturing facility where one had recently failed. His faith has clearly been rewarded. Marco Manufacturing's story shows that hard work, ingenuity, customer service and perseverance lead to success.



The terrific staff at Marco Manufacturing.