

CAPABILITY STATEMENT

DJ Grey Company is an American, build-to-print Electronic Manufacturing Services (EMS) provider. We are AS9100 and Woman-Owned Small Business certified. We deliver scalable, U.S.-built manufacturing solutions for industrial, defense, and OEM procurement teams, supporting prototypes and a wide range of production volumes.

Grounded in ethics, teamwork, and exceptional customer service, we provide high-quality, custom assemblies that meet or exceed specifications. Quality assurance is integrated throughout our operations, with testing certifications available to document compliance. We also offer Kanban, Just-In-Time (JIT) delivery, kitting, and both turnkey and consignment manufacturing options, delivering value with unmatched service.

CORE CAPABILITIES

- **High-Performance Build-to-Print Contract Manufacturing**
Precision-driven production and testing based strictly on customer-provided drawings and bill of materials (BOM). Our team also consults with clients when an alternate material may enhance performance or reduce cost.
- **Custom Cable Assemblies and Wire Harnesses**
We deliver high-performance assemblies in various materials from simple terminations to complex, multi-connector configurations.
- **PCB Custom Component Installation**
Expert assembly of through-hole and surface mount components per customer requirements, performed in an ESD-controlled environment to protect sensitive electronics.
- **Wiring of Multi-System Enclosures**
We source customer-specified metal enclosures and perform complete assembly and internal wiring, delivering robust, high-quality systems built to specifications.

DIFFERENTIATORS

- **Build-to-Print Specialists**
Decades of experience in contract manufacturing for leading electronic manufacturers. **200+ cumulative years of expertise.**
- **Exceptional Responsiveness**
Efficient production processes and dedicated customer support ensure fast response times. **99.99% 2-Day Order Entry KPI.**
- **Reliable Supply Chain & On-Time Delivery**
Proven track record of meeting critical deadlines with minimal disruptions. **99.99% On-Time Delivery KPI.**
- **Stringent Quality Standards**
AS9100D and IPC certifications coupled with 100% testing ensures top-tier products. **99.99% Product Quality KPI.**

Core Services

DJ Grey Company is well known for exceptional workmanship, responsive customer service & reliable on-time delivery.

- **Assembly & Wiring of Control Cabinets, Chassis, Panels, and Box-Builds**
- **Custom Wire, Cable, and Harness Assemblies**
- **PCB Assemblies (PCBA)**
- **Electrical & Mechanical Sub-Assemblies**
- **Wire Wrap**

Certifications

- AS9100D / ISO 9001:2015
- ITAR Registered
- Joint Certification Program (JCP DD2345)
- NIST 800-171 Compliant
- IPC J-STD-001 & IPC/WHMA-A-620
- RoHS/REACH Compliant
- Women-Owned Small Business (WOSB)
- Women Business Enterprise (WBE)
- California Small Business (CA SB)



Proudly assembled & supported in the USA

Primary Contact

Darlene Grey Follansbee, General Manager
DarleneF@DJGreyCable.com

CAPABILITY STATEMENT

PAST PERFORMANCE & KEY CLIENTS

- Premier supplier to notable Fortune 500 customers in Medical, Industrial, Defense, and Marine industries
- The 5-year average **Customer Retention Rate (CRR)** is **96.97%**, with an average customer tenure of 20 years
- Business References: Contact information available upon request

INDUSTRIES SERVED

D.J. Grey Company, Inc. is committed to excellence and creating innovative and flexible solutions for our customers across diverse industries. Participating in the U.S. Navy Talent Pipeline Program (TPP), supporting workforce development for the national maritime and defense industrial base.

Aerospace	Automotive	Defense
Energy	Industrial	Medical
Residential	Telecommunications	

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM

NAICS:

334419 (Primary) – Other Electronic Component Manufacturing
334290 – Other Communications Equipment Manufacturing
334418 – Printed Circuit Assembly (Electronic Assy) Manufacturing
334511 – Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing
334513 – Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables
334519 – Other Measuring and Controlling Device Manufacturing
335931 – Current-Carrying Wiring Device Manufacturing
335999 – All Other Miscellaneous Electrical Equipment and Component Manufacturing

Contact Information

Key Contact: Darlene Grey Follansbee
Title: General Manager
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Email: DarleneF@DJGreyCompany.com
LinkedIn: <https://www.linkedin.com/in/dfollansbee>



Facilities & Equipment

Electrostatic Protected Area (EPA):

ESD dedicated area with grounding systems that are tested and calibrated regularly

Quality Assurance: 100% testing and inspection with traceability protocols to ensure compliance with requirements

Key Equipment:

- Schleuniger & Eubanks power cut & strip
- Schleuniger auto wire strippers
- TE Connectivity crimp presses
- Molex terminators
- Solder and desolder equipment
- Thermal transfer printers
- Drill press and benchtop power tools
- Continuity, Resistance, and HiPot testers
- Molex, TE, Panduit, and JST hand tools

Company Information

DBA: DJGreyCo and DJ Grey Company
Corporation Type: C Corp
State of Incorporation: California
Year Established: 1978
Years in Business: 48 Years
CAGE Code: 3CE26
UEI: Q9BUAN7XFVV6
DUNS: 17-773-0322
TIN: Available upon request
SIC Code: 3679

For additional information about DJ Grey Company capabilities, please contact our office at **(707) 431-2779** or email us at Info@DJGreyCompany.com.
Visit our website at <http://www.DJGreyCable.com/> to learn more.