

# 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](mailto:DarleneF@DJGreyCable.com)

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## 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.

<b>Aerospace</b>	<b>Automotive</b>	<b>Defense</b>
<b>Energy</b>	<b>Industrial</b>	<b>Medical</b>
<b>Residential</b>	<b>Telecommunications</b>	

## 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

**C:** (707) 483-4343    **P:** (707) 431-2779 ext. 16

**Email:** [DarleneF@DJGreyCompany.com](mailto: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](mailto:Info@DJGreyCompany.com).

Visit our website at <http://www.DJGreyCable.com/> to learn more.