



This E2 200 and Minster material handling system is one of the newest additions on Galgon Industry's stamping floor.

Minster Versatility Helps Galgon 'Do it All'

What does Galgon Industries produce?
What do you need?

With a company slogan of "We Do it All," Galgon Industries is emerging as one of the fastest growing companies in Northern California. Founded in 1967 as a specialty tool and die shop, Galgon Industries now offers an impressive array of services and products, serving mainly high tech computer hardware companies like Hewlett Packard, Sun Microsystems and IBM.

From product design engineering services to value added assembly, Galgon takes pride in meeting the needs of each customer. And at the core of its manufacturing capabilities is a tradition of using Minster presses.

"We have a preference for Minster presses because of past experience, and the reason is, all that experience is good," said Plant Engineer Larry Gardner.

"I have a very positive outlook on Minster, because Minster has been good to me," said company founder and President Manfred Galgon.

"The Minster presses are very versatile," Galgon continued. "You can set, cut and form in the same



press, while in some other makes of presses you can't. We have to be flexible because of the products we produce. We have products that require heavy stamping, and products that require thin stamping like computer shields from four thousandths to 100 thousandths material on the same press. We depend on Minster to do this for us. I can not have specialized presses that do just one thing. I have to have one press...That's why I've been buying Minsters for 30 years."

"The best advertisement of the presses is when our customers see what they are capable of," Galgon added. "We can take a Minster press and nail some heavy material, and then I come back with another die and some delicate bronze four thousandths material. The people at Apple Computer said, 'how can you run a part like this on such a big press?' And I said, 'just watch it.'"

When dealing with high tech Fortune 500 companies, quality is a big issue for Galgon Industries.

"Galgon is a quality company," Gardner said. "We've got quality customers and they want quality products, and in order to do that we wind up trying to get the best quality press we can on the floor with the least amount of maintenance downtime. And from my point of view, we have the least downtime on the Minsters."

Sales Manager Rick Anixter said using Minster presses gives Galgon a



Minster E2 presses handle a wide variety of metal working jobs at Galgon.

competitive edge when dealing with companies that are interested in quality.

“Our customer base consists of the most successful companies in the world. When their employees visit Galgon, they see our presses and recognize the name Minster,” Anixter said. “When they see the name Minster, they know we care about quality.”

But Minster presses don’t survive at Galgon Industries by reputation alone.

“We produce a lot of intricate parts,” Anixter said. “From networking equipment, to servers, to mainframes, we need presses that will hold the tolerances of many different size parts. Due to the consistency of tonnage and rigidity across the length of the bed, the flatness and tolerances of parts can be maintained with Minster.”

Quick and efficient changeover is another important success factor for Galgon.

“With the variety of customers

and the variety of the material we’re churning out, we have frequent die changes, and of course downtime for die changes is a critical point. There’s no problem with the Minster presses,”



A Minster P2 series press at Galgon Industries.

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Plant Engineer, Galgon Industries

Gardner said. “With the set-up after making the changeover, you don’t have to worry about going back and re-adjusting everything under the sun on a Minster press.”

The adaptability of the Minster presses helps Galgon meet its just-in-time requirements, along with the dependability of the presses.

“We don’t want to keep inventory. Our customers don’t want to keep inventory,” Anixter said. “We have to be able to deliver parts on time. The presses have to be dependable. The computer industry can’t have a downtime when it’s time to go to market.”

Incorporating over 400,000 sq. ft. of manufacturing space and growing, Anixter said Galgon industries has come a long way since it began.

“We have evolved into something beyond a job shop,” he said. “The reason for our growth is due to our ability to design a product for our customers, prototype, manufacture, and provide value added assembly and testing. We are still buying Minster and we believe Minster is an important part of our growth.”