

MANUFACTURER SPOTLIGHT

Complex Machining:

A Legacy of Excellence & Skilled Craftsmanship

"We've never been afraid to invest in new technology and learn new techniques,"

—
Ian Hambrecht

Ian Hambrecht, a third-generation machine shop owner, operates [Complex Machining](#) in West Babylon, New York. His operation serves as the latest chapter in a family enterprise, dating back to Advanced Aerospace Machining founded in 1992.

At Complex Machining, Ian leads a team of five in a range of projects, from customized projects like creating a window for the New York Public Library, to machining components for the space industry.

Partnering with MFG has been beneficial for Complex Machining, helping Hambrecht expand his client base, which was especially valuable after a significant client went out of business. This diversification led to new projects and valuable local business connections too.

The Complex Machining Strategy

"We've never been afraid to invest in new technology and learn new techniques," said Hambrecht. "That's definitely something that sets us apart."



“The customers I’m working with through MFG were completely new to me,” says Hambrecht

Large format surface grinding, a process that involves removing material to achieve a smooth or flat surface, serves as a great example. When Hambrecht introduced large format surface grinding, Complex Machining initially had one customer requesting such services. Now, Hambrecht reports that his company brings in tens of thousands of dollars in surface-grinding business per year.

Feedback from buyers indicates they keep coming back to Complex Machining because their services are fast, versatile, and they offer everything from tube bending and sheet metal fabrication to 3D printing and laser engraving.

“We will find a solution for everything a customer needs,” said Hambrecht.

Working with MFG

MFG plays a role in extending Complex Machining’s customer base.

“I got work immediately with MFG,” said Hambrecht. “Currently, we’re working on an entire product line for a customer from MFG.”

Hambrecht is open to work throughout the United States, but his focus on the Northeast region has been a rewarding strategy.

“I’m definitely getting my money’s worth out of MFG. I check the website every day to see if there are projects that look like a good fit in terms of machining or other technologies required,” said Hambrecht. “I find that you get a much better response when you pick up the phone and reach out to potential customers after seeing a promising request for quote (RFQ).”

MFG is the only software of its kind that offers this transparent sharing of information, encouraging suppliers to build relationships with potential buyers.

“The business has been great—and without MFG we each wouldn’t have known that the other even existed.” says Hambrecht



So far, all the work Custom Machining has gained through MFG has yielded repeat business.

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Special Features to Enhance the MFG Experience

Currently, Hambrecht says he’s excited about using the new features MFG offers

manufacturers, allowing them to go beyond just connecting with buyers. The MFG.com platform offers tools like Transactions for financial tracking, Orders for project management, and the 3D Model Viewer for visualizing custom parts.

Hambrecht also looks forward to leveraging the recently launched MFG Materials, offering raw materials at up to 50% off list prices. These innovative features optimize communication, minimize errors, and ultimately save time and money for all involved.

MFG Meets All Your Manufacturing Needs

Are you interested in joining MFG as a manufacturer? Begin by [registering on the MFG platform](#) to create your account. This allows you to:

- Build profile pages optimized for SEO, highlighting your facility and unique manufacturing capabilities.
- Answer RFQs for real job opportunities, allowing you to grow your business.
- Minimize manufacturing down time and maximize marketing.
- Increase exposure, expand your customer audience, and generate more leads.

If you are a buyer seeking a custom manufactured part, register on the MFG platform [here](#) to access thousands of manufacturers and create an RFQ.