

Talking with Prototron Tucson's Kim O'Neil

Dan: Tell me about the company and its capabilities.

Kim: Prototron Circuits in Tucson AZ has been manufacturing PCB's since 1999. We not only manufacture with the standard FR4 materials, but 25 – 30% of our monthly orders are on PTFE or High Frequency materials. We continue to push our technology capabilities by reducing our mechanical drill size to 5.9 mil in a .062 thick board, reducing our geometry sizes, and within 2 months we will have via fill capabilities in-house.

Dan: I know you have another division in Redmond, Washington. What are the differences between the two companies?

Kim: The two main differences between Tucson & Redmond are the variety of different materials we manufacture within Tucson, and Tucson's certification to MIL-PRF-55110. Along those lines, this coming year Tucson is planning on becoming certified to MIL-PRF-31032 and AS9100.

Dan: Tell us something about yourself Kim, what is your background?

Kim: Like many of us today, I have been in the industry for over 35 years. I also have been very fortunate to spend 24 of those years at just two companies, Continental Circuits Corp. and Prototron Circuits. I still enjoy coming to work each day mainly for the challenge it presents, but also to work with the people in this industry who are the best.

Dan: So Kim, this is your chance to talk about your company. What makes your company stand out? What do you do better than anyone else?

Kim: As the number of shops has continued to decline and consolidation is beginning again, the shops that are still doing business understand that the price of entry is quality, on time delivery and to some degree price. Those are just given. We believe what distinguishes ourselves among those equals is Prototron's customer service. This doesn't only manifest itself when things are going good, but also when there's an issue with a customer. We understand in our core beliefs that this is where you establish those long term relationships that will add a level of integrity to the business that everyone at Prototron can be very proud of, and customers return to.

Dan: Here is a question I always like to ask company leaders; what is your opinion of the industry here in North America?

Kim: I think the industry is becoming more consistent and more stable than a few years ago. Although there have been some acquisitions recently, the shops that are still doing business are the most competitive and bring value to their customers. I do believe that our industry groups should be plugging more of our industry to a younger generation of engineers and professionals to promote careers in our industry.

Dan: Very good. Which Taiyo products do you use?

Kim: We use PSR-4000 BN, PSR-4000 MP, PSR-4000 LEW and THP-100DX1 Via Plug.

Dan: Thanks Kim.

For more information about Prototron Circuits go to: www.Prototron.com.