

# Precise Metal Products (PMP) Expands With Its New 105,000 Square Foot Facility and New Machine Tools From Ellison Machinery

## Your Premier Aerospace/Defense Supplier With Turn-Key Capabilities



Precise Metal Product's customers, almost exclusively in the Aerospace and Defense industry segments, aren't just Fortune 500 companies. In fact, in 2013 they all ranked in the top 100, making PMP's customers Fortune 100 companies.

PMP wouldn't be an approved supplier to Fortune 100 customers if their quality and on-time delivery didn't consistently meet or exceed their customers' expectations. PMP is a precision metal fabricator providing a one-stop source for complex metal, machining, formed and finished assemblies. The team credits their diverse in-house capabilities as one of the key qualities their customers' value. The company is NADCAP accredited for paint, chem-film, and welding (GTAW and Resistance) processes, along with ISO 9001/2008, AS 9100C certified. PMP's president and a 25 year veteran of the company, Ilene Price says, "Our former president built the company with the philosophy of supporting our customers, even with difficult to make parts that other suppliers wouldn't take on." She continued, "We've retained this philosophy, and this 'can do' attitude has consistently helped us to grow our business."



The company, an Employee Stock Ownership Plan (ESOP) company since 1985, is more than a half-century-old. Founded by a group of lawyers in 1957, the company is renowned for its fabrication capabilities. The team at PMP values the fact that they are all part owners of the company through their ESOP participation.

Over the course of the last decade or so, PMP has continued to grow. Prior to their recent move, they were located in a number of buildings that had a combined 55,000 square feet of space. Not only was it difficult to run the business in separate buildings, but also the company was running out of space to support their growth. So last year, they purchased and completely redesigned the facility that they now reside in. In total, the vast facility is more than 105,000 square feet, all under one roof. This was a big step in facilitating their acquisition of new machine tools and their subsequent growth.



Tim Sullivan joined the company as a lead supervisor in the machine shop just a couple of years ago. Tim began learning machining from the time he was in high school. When he joined PMP, he quickly saw that the company would increase its machining efficiencies dramatically with new state-of-the-art machine tools. On top of this, the company was spending a substantial amount of time and money on maintenance of their older machines. He was very experienced in the Haas machine tools from previous employment, so he contacted Bryan Johnson from the Phoenix area Haas Factory Outlet, a division of Ellison Machinery, to hear what they recommended for PMP's product requirements. Tim says, "I needed more capacity, horsepower, and spindle speed, and I needed a very reliable machine."



Bryan says, "They needed to increase the size and speed of their machine capabilities and the Haas VF-6SS would be an ideal machine! The Haas high-performance Super-Speed vertical machining centers provide the high spindle speeds, fast rapids and quick tool changes PMP needed for high-volume production and reduced cycle times." He continued, "Each SS machine features a 12,000-rpm, inline direct-drive spindle, an ultra-fast side-mount tool changer and high-speed rapids on all axes. It was going to be a good fit for PMP's first upgrade in machine tools." So PMP purchased their first new machine tool in many years, based upon Tim and Bryan's recommendations.



They didn't stop there, though. The next step was to identify how to increase production in other areas. This was achieved by Ellison Machinery completing time studies and part analysis for some difficult and critical parts. After the analysis was complete, the machine tool dealer was able to demonstrate to PMP that they could take a part that currently took 5 operations on 5 different machines to 1 machine to complete the part. The team at PMP was sold on their second new machine tool purchase, the DMG Mori NLX2500SY/700 CNC lathe. Prior to the DMG Mori purchase, Tim had utilized new tooling and new carbide to reduce the time to make the part from 2 hours to 1 hour and 17 minutes. Tim says, "With the NLX2500SY/700, we're making this same part in under 30 minutes. This is an enormous savings since we manufacture in excess of 1200 of these parts each year." Ilene says that she was confident that the DMG Mori NLX2500 was a superior machine, as its reputation in the industry is outstanding. Bryan says, "The new DMG Mori NLX Series offers high accuracy, high rigidity and high capacity of cutting and at the same time achieve cost-effectiveness. This new series has excellent cutting abilities and machine accuracy equivalent to that of our best-selling NL series which has already sold over 10,000 units."



He continued, "When you make the employees owners of the company, they feel a pride of ownership that just helps us to make the best parts for our customers. And, they want to stay."

Ilene added, "While our employee retention is outstanding, we are always looking for superior experienced machinists, fabricators and welders to support our growth." Ilene welcomes interested candidates looking to come to sunny Arizona to contact the company. You can reach them at 602-272-2625 or visit their website under development at [www.precise-metals.com](http://www.precise-metals.com).

Tim says, "I knew the Haas machine tool capabilities, and we got what we expected in the Haas VF-6SS. Being new to the DMG Mori line of machine tools, I have to say we got way more than we expected. The machine is just outstanding!"



The team at PMP all agree the support they have received in the past year since they bought their 2 machines from Ellison Machinery is exceptional. They received 1 week of applications training at their facility, and all agree that the fact that they have a local applications team at Ellison Machinery that can support them on the phone immediately or onsite within a day has been invaluable.



As you can imagine, good employees stay at PMP. "Our turnover is very low," Steve Bangerter, Sales Manager, and 15-year tenured employee, says.

You can learn more about Ellison Machinery's extensive line of machine tools and their superior support by calling or visiting their website: Haas Factory Outlet, a division of Ellison Machinery, Co.; 480-968-5335; [www.ellisonaz.com](http://www.ellisonaz.com)

