

What Prototron Circuits thinks about Taiyo

By Dan Beaulieu

Kim O'Neil has been the GM for Prototron Tucson for almost ten years, before that he held key positions at a number of companies including Teradyne and Continental. Additionally, Kim is a long time user of all Taiyo products so I thought it would be good to sit down with him and see what he has to say about Taiyo.

Dan: Kim, Thanks for spending time with me today. For those readers who don't know about Prototron, please tell me a little bit about the company.

Kim: No problem Dan, it's my pleasure. Prototron Circuits Tucson is a Quick Turn Prototype Fabricator. Our standard lead time is 5 days, which may be a quick turn to other shops, but is our standard. Tucson has been in business since 1999, 20 years. Our Quality Policy is "QUICK":

Q – Quality through Continual Improvement of the QMS

U – Unmatched "On Time" Delivery

I – Integrity

C – Consistently Meeting Customer Requirements and Expectations

K – Knowledgeable Customer Support

Tucson also is certified to AS9100 REV D, MIL-PRF-31032 & MIL-PRF-55110. We are registered with the U.S State Department as ITAR. The type of products we build at the Tucson location vary quite a bit. With the AS9100 Certification we have seen a marked increase in our Aerospace and Defense business. Along with this approximately 30% of our jobs are built on RF/Microwave material. In 2018 we expanded our technology to include Flex & Rigid Flex.

Dan: Thanks, that is a very good description. Now Kim, I know that Prototron has been using Taiyo products for the past 20 years. Why? What do you like about Taiyo?

Kim: What I like about Taiyo products is quite simple, they work. Each time we have expanded our technology, such as Via Fill, we turn to Taiyo for a solution and they have provided one. The consistency of Taiyo's products is unmatched.

Dan: Taiyo is known for their technical support. In fact, Taiyo leads the market when it comes to helping their customers. What do you think Kim, do you agree with that?

Kim: Absolutely! Taiyo's Technical Support is very good. It's very seldom that we have to call, but when we do, they are there to support; they have helped us solve a number of problems over the years

Dan: Now let's get to the good stuff. One Taiyo Flex product that you've been introduced to is the PSR-9000-FXT Flexible solder mask. Is this something you use or will use in the future?

Kim: Interestingly enough we started building flex and rigid flex boards in the past twelve months so this is a product that we will definitely be using more of in the future. In line with that, one more thing I would like to say is that Taiyo's business philosophy is aligned well with Prototron's. There's always a need for Continual Improvement as in any company, and the products and services that Taiyo brings to the market demonstrate their commitment to this.

Dan: That's good to hear. In fact, one of the things that the folks at Taiyo pride themselves in is staying focused on what their customers are doing, not only today but in the future; as well. It's good to hear one of their longtime customers say that. Any last words before we wrap this up?

Kim: Keep up the good work Taiyo!

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