



Member Profile: Prime Screw Machine Products

Prime Screw Machine Products began operations in 1967 by manufacturing military hardware and various commercial components. The privately held, family-run business had only four Davenport screw machines back then. Today, Prime Screw Machine has 60 Davenport machines, four New Britain machines, plus a range of other machining and material handling equipment.

The company's headquarters is a 35,000-square-foot facility in Watertown, Connecticut, located about 40 miles southwest of Hartford. In the near future, the manufacturer will add 10,000 square feet to its existing building to house automated sorting equipment, secondary operations and assembly equipment.

Prime Screw Machine's customers are all OEM companies that represent a range of industries, including hydraulics, electrical, plumbing, medical and military. Approximately 35 percent of the company's business is automotive. In addition to manufacturing precision machined components, the company offers light assembly, as well as design and engineering assistance.

"We market to be broadly diversified," says Mark Izzo, vice president of operations and son of company president, Dennis Izzo. "But our most effective niche is as a high-volume, low-cost operation."

Prime Screw Machine Products is a QS9000 and ISO9001 company, and is currently working toward TS quality certification.

The younger Mr. Izzo states that his company is an active member of the PMPA and considers benchmarking to be one of the association's biggest

benefits. "We use benchmarking to see what the industry is doing and to make sure that we're among the top precision machining companies.

"We do a lot of benchmarking with technology," he continues. "We want to be able to accomplish more secondary operations in-house, so we're looking at future expansion to CNC chuckers and multi-axis machines to help us accomplish that."

The company also uses PMPA benchmarking to help with non-technical areas such as its financial operations and employee benefits program.

The PMPA Listserves are another service that Mr. Izzo's company takes full advantage of. "Our middle and upper management people use the Listserves every day to see what's happening," he says. "Through the Listserves, we've hooked up with a member company to acquire three Davenport machines. And, we got suggestions on where to go when we were redoing our epoxy flooring systems."

The Listserves have also been useful to Prime Screw Machine in its product quality program. "Our quality assurance manager, Kathy Dibble, probably uses the Listserve the most and benefits from it more than anybody," says Mr. Izzo. "She's used it for information on everything from specialty gaging to progressive quality procedures."

Mr. Izzo stresses the importance of servicing customers and how PMPA helps his company in that area. "The PMPA lets us see what others in the industry are doing. We then use that information to help maintain and improve our own customer service."



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