



## Business Need

PMR Global is a state-of-the-art ISO 9001-2015 and AS9100D machine shop that provides precision turned and milled machine parts to industries including oil and gas, aerospace and defense. In addition to their machine shop, they also have a dedicated electronics lab providing turnkey solutions for electronic assemblies and kitting. They take pride in having over 100 years of experience supplying the highest quality products to customers worldwide.

In 2019, M&M Sales & Equipment opened a facility in the Dallas/Fort Worth area. It was then M&M's Director of Sales Jeff Westhoff reached out to PMR Global's Manufacturing Manager and Programmer Chad Morgan to introduce their product line and services. Morgan was looking for a solution to improve tool life and achieve faster run times.

## Solution

After a complete evaluation of PMR Global's production needs, Westhoff suggested a solid carbide high feed side mill from Sandvik Coromant. That same day, he provided the quote with recommended feeds and speeds, placed the order and PMR Global received the tool the next day.

PMR Global also received a tooling package from M&M which included the tool cart, hydraulic holders and chucks, and other components for a 5 axis machine. Morgan noted that while many companies provide tooling packages, he was impressed with M&M Sales & Equipment's flexibility with tooling options. "Jeff and M&M opened their entire database of products and allowed me to pick and choose the products and brands I wanted instead of being limited to one manufacturer," Morgan said. "This was extremely beneficial



## Case Study

### Company:

PMR Global

### Industry:

Oil and Gas, Aerospace, and Defense

### Location:

Burleson, Texas

### Employees:

20

### Website:

<https://pmrglobal.com/>





because different companies have different strengths and it's made the machine a complete success."

## Results

The tooling recommendations provided by Westhoff resulted in a time savings of over 1,000 production hours for PMR Global, representing over \$100,000 in savings per batch. Not only did they experience production time savings, PMR Global reduced the number of runs required in each batch, effectively increasing their production rate to five times the feed rate of the previous tooling. Fewer runs also led to longer tool life and fewer machine stops necessary to change out tools, resulting in less downtime.

As a result of reduced run times and improved feeds and speeds, PMR Global has been able to offer lower cost-per-runs and competitive quotes to their customers, a benefit their customers have appreciated throughout the COVID-19 pandemic.

The success of their relationship has led PMR Global to purchase additional tools including various end mills, drills, turning inserts and more. "Jeff and M&M Sales & Equipment have been great all around," Morgan said. "Everyone is supportive and knowledgeable about their products. They have a broad array of anything I could ask for and are quick to respond to my needs with support. I look forward to continuing our relationship and recommend them 100 percent."

M&M Sales & Equipment appreciates the ease of the relationship as well. "It's easy to work with them," said Westhoff. "Chad is a great programmer, knowledgeable in his work and open to trying new solutions and advanced programming techniques that help them run efficiently and more profitably."



*"They have a broad array of anything I could ask for and are quick to respond to my needs with support. I look forward to continuing our relationship and recommend them 100 percent."*

– Chad Morgan  
Manufacturing Manager and Programmer  
PMR Global



## About M&M Sales & Equipment



M&M Sales & Equipment is an industrial distributor specializing in cutting tools, abrasives, safety supplies and MRO products serving the needs of machine shops and oilfield supply stores with four locations in Odessa, Lubbock, Amarillo and Fort Worth, Texas. Learn more about M&M Sales & Equipment at [mandmsales.net](http://mandmsales.net).