



# 5 PURCHASING TRENDS IN THE PRECISION MACHINING INDUSTRY

— THAT WILL MAKE YOUR LIFE EASIER. —



**AXXIS**  
Corporation

# 5 PURCHASING TRENDS

---

In today's competitive economic climate, it can be difficult for purchasers to find the precision machined parts they need within their specifications. If you're in this situation, you understand the challenge of finding a precision machining partner that will provide high quality parts, on time and within budget, who will also go above and beyond to source materials and provide the necessary service and support to make your life easier.

To help you in your efforts, we've outlined the top five purchasing trends in the precision machining industry that you should be aware of when selecting a partner to fulfill your precision machining work.

1

## THE ABILITY TO SOURCE MATERIALS

As you may know, many companies are feeling pressure from material shortages of various types of metals used in the precision machining process. This is due to a large increase in demand over the past few years, as a result of economic growth in the manufacturing industry. For this reason, you want to be sure to do your research and find a precision machining partner that has a large supply of material, and the network to source material for your project needs.

For this reason, Axxis Corp. has been able to significantly help our customers through our ability to source materials for you. We work with a range of materials that our team can quickly source for your upcoming project, including:

- **Stainless steel**
- **Aluminum**
- **Brass**
- **Titanium**
- **Steel**
- **Copper**
- **Basic plastics**
- **Engineered plastics**
- **And more**

# 2

## EXPEDITED LEAD TIMES

You expect to receive your orders quickly – and with good reason. There’s nothing worse than putting countless hours into a custom project, only to find out that your completed order won’t be ready until after you need it. You want a supplier that you can depend on for timely delivery, especially when your workload gets busy and project deadlines change regularly.

When selecting a precision machining partner, you want to ensure that they are focused on taking the extra steps to reduce lead times for their customers. While there are some cases where orders may take significantly longer, there are small steps that any company can take to speed up the process of receiving orders.

## HOW AXXIS ENSURES EXPEDITED LEAD TIMES

- Removes unreliable suppliers from our supply chain
- Brings external processes in-house when possible
- Communicates effectively with our customers
- Shares demand forecast with our suppliers
- Automates order processing workflows

# 3

## CUSTOMER SERVICE

Customer service can either make or break a business relationship, so it’s crucial to evaluate the communication quality of a machining company starting with your very first interaction with them. It’s a good sign if they respond promptly to your emails or phone calls and are available when you need them.

According to RapidDirect, ensuring good communication between a customer and a machining service provider is key as it promotes the success of your production job and paves the way for continued collaboration. Your precision machining partner should produce both quality and timely results, as well as make the process of doing business together an enjoyable experience for all those involved.

# 4

## QUALITY & EXPERIENCE IN YOUR INDUSTRY

While quality and experience in your industry may seem obvious, these specifications are imperative for the overall success of your machining projects. Your precision machining partner should bring a thorough level of knowledge, expertise, and experience to every project you give them, and this is made even easier if they have produced high-quality results within your specific industry for similar organizations.

According to TeleTec, a company with an experienced managerial, technical, and manufacturing team that has a wealth of knowledge is vital because the more experienced they are, the more hands-on they can be with new projects. If the company has prior experience in your specific industry, they are also more likely to identify and offer solutions for your needs that they've had past success with.

It's also important to look for a precision machining service provider that has relevant certifications, as those are a good way to determine how established and credible they are in the industry. For example, Axxis is ISO 9001:2015, ISO 13485:2016, AS Compliant, and FFL approved which shows their commitment to a high level of excellence in technology, products, and services.



# 5

## INNOVATION/DESIGN SUPPORT

The history of precision machining dates back to the industrial revolution. Over the years, there have been many innovations aimed at improving production processes to enhance customer satisfaction. Precision machining companies who are focused on continuous innovation are more likely to improve their processes, offer you new and improved products and services, increase their efficiency, and ultimately, save you money.

Design support is also an important factor to look for in a precision machining partner, especially if you're interested in creating a custom solution. If you plan on providing your own designs, it's still beneficial if your precision machining partner understands and has the design capabilities to make adjustments if need be. Axxis utilizes Solid Works and Esprit CAD/CAM systems for programming which allows us to offer diversified services that surpass our customers' design requirements.

## EXPERIENCE THE AXXIS DIFFERENCE

There are many precision machining shops across the United States, many of which share similar traits. However, the critical points that we outlined above are what separate the good shops from the great ones. At Axxis, quality and customer service are our number one priority, and we look forward to the opportunity to serve you. We encourage you to learn more about Axxis' precision machining capabilities. To Experience the Axxis Difference, visit our website here.

## ABOUT AXXIS

Established in 1959, Axxis Corp. is in the business of producing high-quality machined parts and components for use in many specialized industries including aerospace, power generation, fluid and gas measurement, medical device, automotive aftermarket, and military.

Our 40,000 sq. ft. facility is a full CNC machine shop that uses cutting-edge equipment and software for quickly manufacturing quality components. We offer a wide range of services from simple and advanced machining to finished products.



AEROSPACE

POWER GENERATION

FLUID AND GAS MEASUREMENT

MEDICAL DEVICE

AUTOMOTIVE AFTERMARKET

MILITARY

**Ready to Experience the Axxis Difference?**

We'll help you get your next project rolling.

**Maegan Cline**

**(833) 234-1764**

**[mcline@axxiscorp.us](mailto:mcline@axxiscorp.us)**

Visit: **[axxiscorp.us](http://axxiscorp.us)**