



# 7 UNEXPECTED WAYS AXIS INCREASE YOUR MARGIN

# INTRODUCTION

Axis Precision Engineering Components always offer a fair price for a job well done. We're not the cheapest but...

There's one simple reason for that.

We're extremely good at what we do – we manufacture complex components to the quality required, every time. Your parts will be exactly what you've asked for in the drawing. Nothing different, no reworking, no rejects, no hassle!

If you want **cheap and the frustration that goes with it**, that's your choice.

Axis save you money and increase your profit margin because we assure you, that the parts you receive are precisely what you ask for. First time of asking with **no nasty surprises...**

This eBook explains 7 ways we increase your margin. How many of these have you even thought about?



THAT'S US!



# AXIS GIVE YOU WHAT YOU WANT, WHEN YOU WANT IT

There are three things that most manufacturers need from a precision engineering supplier – Q.E.D.

**Quality** – you need your components to work precisely as they should. That means tolerances are spot on - your components are built exactly to the drawing, every time, without exception! Would you like that in writing?

**Expertise** – you need engineering expertise and experience so even the most complex, seemingly impossible components are right first time.

**Delivery on time** – we won't take on a project we are unable to deliver because we respect your lead time. Any errors are picked up early so the promised delivery time won't be missed!

## INCREASE MARGIN WITH AXIS

Axis give you what you want when you want it – all components manufactured to the required quality and delivered on time. There is never any reworking and so no hidden costs.

You pay once! So the cost of engineering the parts only eats into your margin once!

## NOW VS WITH AXIS

**Now** – delays and reworking of parts cost time and money to sort out

**With Axis** – these hidden costs won't happen, so your margin remains intact

# AXIS GIVE YOU WHAT YOU NEED

Axis give you Q.E.D because we have these four elements in place:

**Machines** - Axis keep on investing. We have top-end 5 axis machines to machine the tightest of tolerances

**Software** - we use quality software from OpenMind to push our machines to the limits

**Expert Engineers** - we have over 100 years of engineering experience only a phone call away

**Inspection** - Our full-time inspector ensures Quality Control is something you don't have to worry about

## INCREASE MARGIN WITH AXIS

Axis are always fit for purpose and save you both time and money, because you will never suffer hidden costs from having:

- to rework faulty parts in-house
- the hassle of sending rejects back to your supplier

Everything picked from the store conforms, exactly to the model, GUARANTEED!

## NOW VS WITH AXIS

**Now** - parts might be right but often aren't... It's a bit of a lottery

**With Axis** - Everything conforms! You're certain that the components you need are to the quality you require. And you can have that in writing - C of C and FAIRS available!



## WE ALWAYS WORK FROM CAD MODELS

We always work from model, if possible. The 3D model allows us:

- a better view of the features and highlights those that might be missed on a drawing
- to make alterations if we need to. On occasion surface boundaries will overlap, so some trimming is needed.

But, the main advantage is accuracy. You will get accurate parts every time so, when you pick your components for assembly, they fit and operate as expected. No nasty surprises.

### INCREASE MARGIN WITH AXIS

Your part will be accurate to very tight tolerances as required. No reworking, no hidden costs – if your drawings/model are spot on!

Hidden costs don't happen because you get precisely what you ask for!

### NOW VS WITH AXIS

**Now** – parts don't match the drawing and often need reworking – maybe your supplier doesn't have the experience to make complex parts?

**With Axis** – parts match drawings/model, so when you go to pick them from the store you're confident they will fit and operate as required

# YOU GET WHAT YOU ASK FOR...

*And you can get that in writing.*

Axis have a full-time Quality Control Inspector, so you can be certain that every component will match your model.

You get exactly what you asked for. You can have that in writing because we offer FAIR and Certificate of Conformity if you require either.

Importantly, the Quality Control process identifies any errors early, so they can be rectified before impacting deadlines.

There will never be sob stories about a whole batch ruined, or back-end defects being missed...

## INCREASE MARGIN WITH AXIS

Our Quality Control processes catch errors early.

So, these will not be passed on to you – no reworking, no delays, no penalties downstream!

Your margin will remain intact.

## NOW VS WITH AXIS

**Now** – supplier has had problems meeting delivery times and you've received parts with errors

**With Axis** – the inspection processes pick up issues before they become a problem. You'll never know how valuable this man is, because all the parts you receive will be accurate!



## EXPERTISE & THE 5 AXIS MINDSET

At Axis, our engineers are immersed in 5 axis projects every day of the year. With years of experience working with this technology we're well suited to producing the kind of complex components that once seemed impossible.

For you this means:

- With fewer operations run time is kept to a bare minimum
- Less *human* handling and so far greater accuracy as parts remain on one machine
- Incredibly complicated geometries achieved with high precision by using all 5 axes in conjunction

Fast manufacturing times and repeatable accuracy so your deadline is met!

### INCREASE MARGIN WITH AXIS

By truly working across all 5 axes, Axis engineers employ efficient methods of manufacture helping deliveries arrive on time.

In turn, this helps you keep to your deadline, avoid penalties and keep clients happy!

### NOW VS WITH AXIS

**Now** – Your current supplier may struggle with a 3 axis mindset. Manufacturing complex parts may be a step too far!

**With Axis** – Axis engineers think in 5 axes, easily work out the requirements to keep the number of operations low and the manufacturing process efficient

# DESIGN TWEAKS FOR EFFICIENT MANUFACTURING

These days, with CAD it is all too easy to design components with features that are difficult to make.

Sometimes, significant costs can be avoided by tweaking the design a little to ease manufacturing difficulty, while maintaining function and aesthetics.

At Axis we suggest tweaks and liaise with you to come to an agreement. The upshot is, efficient manufacturing and programming and so a quicker turnaround. Saving you money and time.

## INCREASE MARGIN WITH AXIS

Sometimes even the best drawing office will make mistakes!

We can help identify issues before they become a problem.

If problems persist, they could end up costing you in penalties when you fail to meet your deadline!

## NOW VS WITH AXIS

**Now** – your suppliers press on with an imperfect design, costing you time and money, because they don't realise

**With Axis** – Axis have the skills to suggest design improvements to make our job easier and your turnaround quicker. Without affecting the performance of the component, design tweaks mean the part is engineered more efficiently, saving you money in the long run





## DELIVERING ON YOUR PROMISE

You know your product is brilliant. Your machine is innovative, disrupts the market and you are, quite rightly, very proud.

Your website declares it – we're the undisputed champions of the Pharmaceutical, Medical or Petrochemical sector etc...

You are '**better, faster, stronger**'.

Brilliant, but...

There's been some complaints. Disgruntled customers with machines that need more attention than you would like...

All because the tolerances weren't quite met.

### INCREASE MARGIN WITH AXIS

You are over-promising and under-delivering, in turn hurting your reputation, brand and customer confidence.

All parts Axis deliver are *right first time* and built to the required standard. You can have that in writing! Your margin is untouched by hidden costs of your product not holding the tolerances it should for more than a couple of weeks!

### NOW VS WITH AXIS

**Now** – complaints from clients, engineers making more onsite visits, disgruntled customers, brand and reputation damage

**With Axis** – tolerances are met, parts match model, fit perfectly and operate as they should. You maintain Champion status in your niche, your reputation continues to grow!

# FRUSTRATION!

If you're making a sieve and the only function it has is *to sieve*, it doesn't matter if the holes are a bit too big or a bit too small, as long as it sieves. You can pick a supplier on price all day.

But if you're manufacturing complex components for a *Space Shuttle* you need an experienced engineering company. It is the same for any complex component in any industry. You need the part to work as designed, as per the drawing!

## It's frustrating when it all goes wrong...

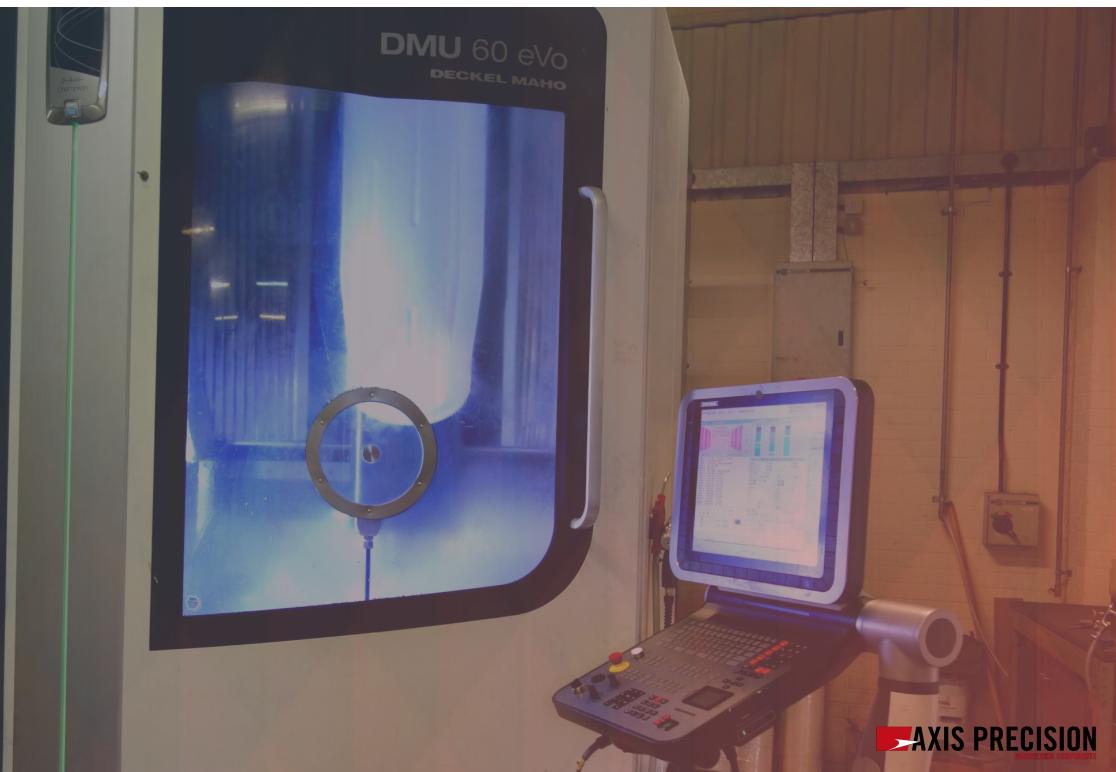
Here's a quote from an anonymous client, who was at the end of his tether. Frustrated with incorrect parts, it had got to the stage where...

*"Everything I pick up is wrong. There is something wrong with every part. It's not been anodized. It's got a hole missing. It's the wrong shape, the wrong size. The interference fitting is wrong.*

*Something little all along the way is wrong, because we've used shoddy suppliers. We need to use decent people."*

You need the assurance that if you draw to ten or two micron tolerance, what you get through your stores in four weeks' time will be exactly what you've asked for in the drawing. Nothing different.

And that is what you get with Axis!





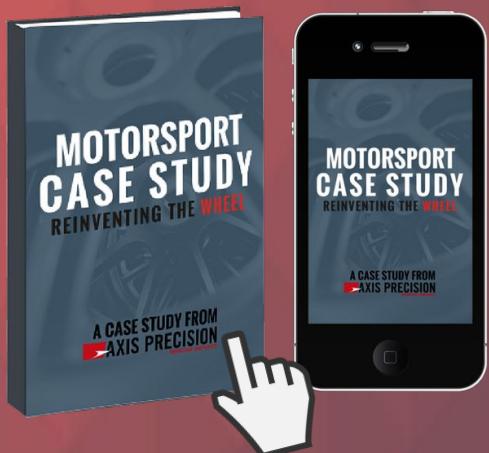
So now you understand the 7 ways Axis can save you money and increase your margin. How many of these were you aware of?

1. Quality, Expertise & Delivery on time
2. Machines, Software, Engineers & Inspection
3. Efficiency; Work to Model not Drawings
4. Inspection; the part you pick works when you fit
5. Expertise; 5 Axis mindset
6. Experience; design tweaks for efficient manufacturing
7. Accuracy; so you deliver on your promise

You may be surprised? But you will definitely save time, money and frustration...  
So here's what you need to do next:

## READ OUR CASE STUDY

Find out what it's like to work with Axis



## OR CONTACT US

CALL US ON  
**01268 271144**

OR USE OUR CONTACT FORM

