



## Precision Grinding Services Solution

### **Situation:**

A custom, contract machining job shop, with CNC turning and machining center capabilities, is experiencing declining sales as they lose several key customers due to foreign outsourcing. This company needs to develop new business quickly as their profitability is in jeopardy.

### **IPG Solution:**

This company needed a partner who could compliment their current capabilities and would enable them to develop new solutions and products, enter new markets, and capture new customers. IPG provided our Precision Grinding Services, and supported the grinding with our Process Engineering capabilities. IPG offered a committed partnership approach, which developed a strong working relationship and ultimately provided substantial sales growth.

### **How We Do It:**

Our team begins by developing a full understanding of our customer's situation. We assist their team with new product and process design, add our full array of precision capabilities, and provide on-time delivery, product quality, and outstanding customer service.

### **Benefits:**

The IPG Precision Grinding Services solution provides our customer with:

- Additional capabilities that allow them to develop a substantial aerospace customer and grow their sales and profits.
- A reliable partner, who assists their team in developing, assessing, and continually improving the measurable process performance.

