

Member Profile: Axian Technology, Inc.

Axian Technology, Inc. is a privately held, precision machining company that was founded in 1959 in Phoenix, Arizona. The manufacturer currently has 60 employees working at three area plants. The Phoenix headquarters is a modern manufacturing complex that produces machined parts and assemblies. The nearby Glendale plant handles vacuum heat treating and brazing, while the Scottsdale plant produces consumer products.

Axian's current owner, Charles "Van" Morrison, purchased the company in 1980 from a group that included his father and the company's founder, Dan Anderson. "We don't operate as a job shop, but as a full partner with our customers," says Mr. Morrison. "Those customers depend on us to provide consistent quality, delivery and service." The company has been certified by most of its customers for ship-to-stock product supply. Axian is also ISO 9001:2000-certified and AS9100-compliant.

The primary market for Axian Technology is aerospace engine components. Other markets include the medical industry and electronics, as well as model railroading, a hobby that has become a niche market for the company.

At one time, Axian was the world's largest manufacturer of reloading dies, according to the company. "We were a contract manufacturer, but we did more of those than everyone else combined," says Mr. Morrison. Today, Axian is not only a manufacturer of precision parts, the company has developed Click



Change, a unique tool-holding device designed to help other precision machining companies improve their processes. The patented device allows 5-second insert changes.

"The hardest single job you do on a lathe is change tools or instruments," explains Mr. Morrison. "There is a lot of skill involved, and it's fraught with problems. If you put an insert in the wrong way, tighten the screws too tight or strip out the screws, you've got problems. It takes a skilled person about 2 minutes to change an insert. That's 2 bucks every time a tool is changed."

According to Mr. Morrison, Axian's innovative device will reduce insert-changing costs. "Our toolholder can change an insert in 5 seconds, and it's absolutely fool-proof," Mr. Morrison continues. "People see that it solves the problem. They have a \$60-an-hour machine and they want to cut their labor cost. Our product will help them do that.

"We've got a tiger by the tail with this toolholder," states Mr. Morrison. "It's a \$400-million market and everybody wants the device. People who run

production are very quick to get on board. They need the toolholder throughout their shops. It's certainly a tool that helps us compete with the rest of the world."

Axian hopes to interest other PMPA members in the workholding device. The company is a relatively new member of PMPA, so Mr. Morrison is only beginning to take advantage of the benefits of membership. "We are just starting to use the Listserve," he says. "We will be participating in the Technical Conference and some of the other meetings for the first time." Axian will also have a booth at the Precision Machining Technology Show (PMTS).

A 25-year member of the National Machine Tools Association (NMTA), Axian joined PMPA in 2006. "I thought it was time to join some other industry organizations," Mr. Morrison says. "The company is growing, so we needed to expand our horizons. We're doing that with PMPA."

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