

# The American Cutting Edge Proven Process



AMERICAN CUTTING EDGE  
Industrial Blades & Knives



## Identify the Need

Discuss specific requirements and desired outcomes to determine if a custom solution or an existing in-stock option is the best fit to achieve the objectives.



## Alignment & Mutual Qualification

If the solution is in stock, a price will be quoted and the product shipped. If not, the ACE sales and engineering team will request and review requirements and/or samples. ACE operates in complete transparency and will not take a project that is out of scope with our expertise.



## Engineering Review

ACE engineers analyze the design specifications and a sample part and print, if available. Analysis may change bevel angles, material, and hardness in order to achieve end users processing goals. Once the part's material is verified, sourcing for the project is secured and an estimated time for the finished product can be determined.



## Customer Quote

The ACE team will provide a quote for the cost of the order that includes packaging requirements, lead times, warehousing needs, and payment terms. Quotes are valid for 30 days from the quotation date.



## Engineering Design Approval for Production

Complete and final drawings with precise tolerances are vetted with both the customer and ACE engineering departments to ensure compliance with requirements. Approvals from the customer and ACE engineering are required to move the part to the production phase.



## Production & Process Control Inspection

Production updates are provided to keep the customer informed about any production timing changes. Upon completion of production, the factory performs a thorough inspection to ensure that tolerances are accurate per the final approved drawings.



## Transit/Shipping to ACE

The ACE supply chain management team makes the final determination regarding the best and quickest delivery option for transporting the final product to ACE for fulfillment.



## ACE Quality Inspection

Upon receipt, the ACE quality team rigorously tests the final product to confirm the results of the factory process control inspection.



## Warehousing/Delivery to Customer

Whether we're drop-shipping your parts to your customers or delivering them right to your door, they will be in good hands! ACE offers a variety of delivery options including freight or your preferred carrier.



## Performance Review of Custom-Made Product

Your ACE representative will follow up with you personally to ensure your complete satisfaction.