

**NORTON**

SAINT-GOBAIN

**WINTER**

## CASE STUDY

Increase production throughput  
using Norton Winter Core Drills

APPLICATION: **FLAT GLASS DRILLING**  
MARKET: **CONSTRUCTION GLASS APPLICATION**



### THE CUSTOMER'S CHALLENGE

Increase production throughput to meet tight construction deadlines.

MATERIAL: Float Glass  
DIMENSION: 1000 x 1000 mm  
THICKNESS: 4 mm  
REQUIRED SURFACE QUALITY: No chipping

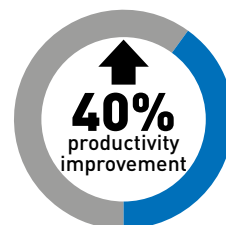
MACHINE: FORVET  
COOLANT: Water  
DRESSER: Slab

**COMPETITOR:**  
DIMENSION: 7 x 95 x G1/2

**NORTON:**  
PRODUCT: Norton Winter G-Drills Slotted  
SHAPE AND DIMENSION: 7 x 95 x G1/2  
WHEEL SPEED: 7600 RPM  
PROCESS PARAMETERS: 70 mm/min

### RESULTS

COMPETITOR PROCESS: 50 mm/min  
NORTON WINTER PROCESS: 70 mm/min  
QUALITY OF FINISH: Good  
NEW BUSINESS WIN: 300 pieces/year  
PRODUCTIVITY IMPROVEMENT: **40%**



Norton Winter Core Drills achieved 70mm/min compared to the competitor's product which achieved 50mm/min. **This is a 40% productivity improvement!** The customer was able to speed up the drilling process and get an **additional 300 pieces of glass a year** without compromising the quality.



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