



CASE STUDY

Norton F980 Fiber Discs versus
Competitive Ceramic Fiber Discs

APPLICATION: **WELD GRINDING** / MARKET: **WELDING**

THE CUSTOMER'S CHALLENGE

Removing welds and weld scale burn from mass production door frames

MACHINE: DeWalt 7" portable grinder 3HP
COMPONENT: Cold rolled steel door frames

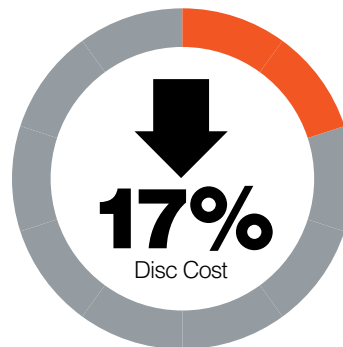
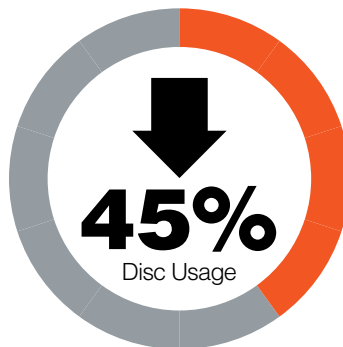
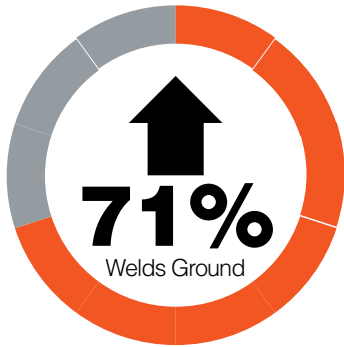
INCUMBENT INFORMATION/PERFORMANCE

Incumbent Disc: C - 7x7/8, 36 grit fiber disc

vs.

NORTON PRODUCT INFORMATION/PERFORMANCE

Norton Disc: Norton Blaze F980 - 7x7/8, 36 grit fiber disc



Performance:

Norton Blaze fiber discs ground 71% more welds than incumbent Competitive Ceramic discs.

Operators reported smoother feel and even increased versatility in occasionally grinding a galvanized door frame.

Cost Savings

Customer previously used 220 competitive discs per month, now uses 120 Norton Blaze discs per month for a reduction in pc. usage of 45%.

Norton Blaze discs also offered a price reduction of 17% in this particular case.

Total cost savings at this customer were 51% which came out to an annual total of \$6,274 saved.

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