

**CASE STUDY**  
Blaze R980P Flap Discs

APPLICATION: **WELD GRINDING** | MARKET: **WELDING**

**THE CUSTOMER'S CHALLENGE**

This facility had a strong relationship with the competitor and their Zirconia High Density flap discs despite the astronomically high price of the discs. We were brought in on a distribution partnership initiative to provide cost savings and grow business.

*INCUMBENT INFORMATION/PERFORMANCE*

Incumbent Disc: 4-1/2 x 5/8-11 Type 27,  
40 grit Zirconia high density flap disc

vs.

*NORTON PRODUCT INFORMATION/PERFORMANCE*

Norton Disc: Norton Blaze - 4-1/2 x 5/8-11 Type 27,  
40 grit standard density flap disc

*MACHINE:* Makita 4-1/2" Right Angle Grinder

*PART MATERIAL:* Mild steel 90%, Stainless Steel 10%  
Structural Truck Parts

*PART SPECS:* 1/4" Flat Bar Stock



**Norton Wheel Achievements**

Two big take-aways from this case study were:

1. Operators experienced a smoother feel while grinding with the Blaze R980P with minimal pressure compared to the incumbent. The overall stock removal performed by Blaze R980P standard flap disc over the competitive Zirconia High Density by 32% increase.
2. The Norton Blaze R980P flap disc improved on the Zirconia High Density flap disc life by over 10%. It also showed a 20% decrease in price. Both of these resulted in a cost savings to the customer of 28%.

**Management Assessment**

The resulting cost savings were 28% in comparison to incumbent disc. Based on this particular customer's prior usage of 160 flap discs per month, an annual cost savings in this application totaled \$8,212.

**FORM #8833**

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