



CASE STUDY

Norton Gemini RightCut Cut-Off Wheels
versus Competitive Ceramic Cut-Off Wheel

APPLICATION: **SHEET METAL CUT-OFF** / MARKET: **METAL FABRICATION**

THE CUSTOMER'S CHALLENGE

Cutting sheet metal 3/32" thick up to 48" in length for machine housings.

MACHINE: DeWalt Flexvolt 60V max angle grinder
AMPS: 13 Amp equivalent
RPM: 9,000
COMPONENT: 3/32" thick sheet metal up to 48" in length

INCUMBENT INFORMATION/PERFORMANCE

Incumbent Wheel: Ceramic 4-1/2" x 0.045" x 7/8" Type 01/41 cut-off wheel
Test Wheel Measured Thickness: 0.075"

VS.

NORTON PRODUCT INFORMATION/PERFORMANCE

Norton Wheel: Gemini RightCut 4-1/2" x 0.045" x 7/8" Type 01/41 cut-off wheel
Test Wheel Measured Thickness : 0.050"
(UPC: 662528**23602**)

Performance:

This test was in a sheet metal fabrication account making machines for moisture removal in material manufacturing large metal housings. The account felt they were good with their current ceramic "best" tiered cut-off wheel source.

Operators were cutting 3/32" thick material and up to 48" in length. For this test the operators would cut 41" of the same type of sheet metal with each wheel.

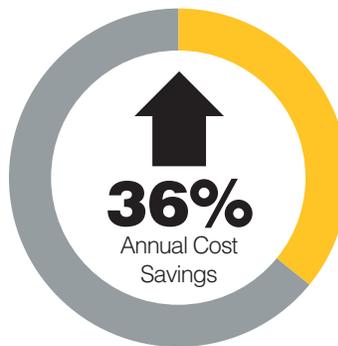
Wheels were measured before and after test. The Norton Gemini RightCut wheel showed a 6% increase in wheel life over the incumbent ceramic cut-off wheel. Cutting speed was close to the same at ~ 2 inches per minute. The ceramic cut-off wheel measures at 0.075" thickness and the Norton Gemini RightCut measures at 0.050" thickness which results in less kerf loss as well.

TECH TIP

The Gemini RightCut wheel is a good choice all purpose wheel with the ideal thickness to enhance performance on sheet metal, but is thick and robust enough for thicker materials.

Cost Savings and Results

In testing our "Good" tier versus the competitor's "Best" tier, the customer is receiving a 32% price reduction from the incumbent wheel. Annual cut-off wheel usage will decrease by 6%. Their management team agreed that with the price reduction along with lower wheel usage they would achieve a 36% cost savings.



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