



PARTNERSHIP WITH A PASSION FOR CUSTOMER SOLUTIONS

DELIVERING ADDED VALUE BY IMPROVING YOUR ABRASIVE PROCESSES AND APPLICATIONS

The Norton Process Solutions Program or PSP helps customers achieve optimal productivity by allowing insider access to our team of technical experts. We'll identify key metrics and programs that we can align ourselves with, document a baseline that can be measured, then implement an improvement plan to provide a WIN-WIN solution. PSP can help improve safety, quality and productivity, therefore having a much greater impact on the overall cost savings solution.



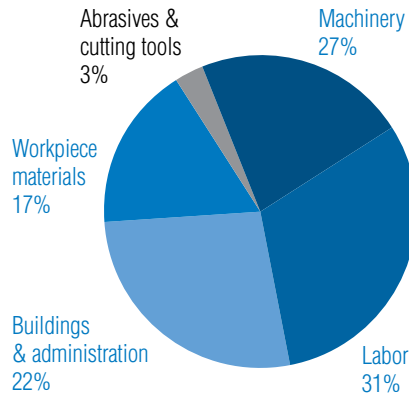
POWERFUL PRODUCT PORTFOLIO WITH AN ABRASIVE SOLUTION FOR EVERY MARKET

A portfolio of products that offer powerful, precise and user friendly abrasive solutions for every market and every step of the abrasive process. Shaping and surface-finishing solutions for all types of materials even in the most complex and challenging applications, from highly technical precision engineering to DIY home improvement.

- Bonded Abrasives
- Coated & Non-Woven Abrasives
- Thin Wheels
- Superabrasives
- Construction Blades and Equipment
- Accessories & Systems

TYPICAL COST REDUCTIONS

On average, abrasives and cutting tools account for about only 3% of total manufacturing budgets. Norton abrasive products with our proprietary Norton PSP help to minimize your total cost and maximize your productivity.



Decreasing the price of abrasives

A 30% price reduction will reduce costs per part by **only 1%**.

1%

Increasing the life of abrasives

Even a 50% increase in product life will reduce costs per part by **only 1%**.

1%

Increase overall productivity through PSP

With a 20% decrease in cycle time per part, there will be a **reduced total cost** per part of **more than 15%**.

15%



www.nortonabrasives.com



NORTON

SAINT-GOBAIN®

**IMPROVING QUALITY**
Scrap, reworks, rejects, CPK**OPTIMIZING SERVICE**
Process time, manufacturing lead-times and on-time deliveries**REDUCING COST**
Labor, materials, overhead, waste, tooling expense, abrasive cost, cost avoidance**IMPROVING SAFETY**
Lost time accidents, Worker's Compensation claims, OSHA and ANSI safety codes**ASSESSMENT WILL REVIEW AND FOCUS ON THESE AREAS****PSP PROCESS – CUSTOMER ASSESSMENT**

CUSTOMER ASSESSMENT PROCESS – A WIN-WIN SOLUTION

Understand processes and determine needs**Identify key metrics and programs****Document a baseline to measure against****Mutually align and agree on an achievable improvement plan**

RELY ON NORTON TECHNICAL EXPERTISE

The Norton team of technical experts including application engineers, the advanced application engineering group, national accounts team and product safety experts are available to assist in the PSP process. Additionally, this team offers technical training & seminars and utilizes the resources of our Grinding Technology Center which can help replicate and test real-life customer conditions and applications to optimize our customer's processes.

Case Study #1

Optimizing a Creepfeed Grinding Operation for an Aerospace Engine Manufacturer

CHALLENGE:	Increase part throughput through abrasive performance improvements.
APPROACH:	Evaluate the process directly on the plant floor. Introduce a premium creepfeed wheel technology to eliminate one of the two current rough grinding passes. Increase the feed rate of the wheel across the part.
OUTCOME:	Completion of the testing resulted in a total benefit of approximately \$867K.
COST SAVINGS PER YEAR:	<ul style="list-style-type: none"> • \$1.5K in abrasive wheel costs • \$36K in machining costs • \$3K in abrasive wheel setup costs • \$2K in dresser costs • \$42.5K total cost savings per year (36.8% improvement)
THROUGHPUT:	<ul style="list-style-type: none"> • 50% reduction in cycle time per part • \$825K in additional revenue potential through increased production capacity

Case Study #2

Introducing a New Buffing Technology to Manufacturer of Polished Aluminum Components

CHALLENGE:	Lower overall cost per part through longer buff wheel life and decreased post processing costs.
APPROACH:	Work with buff machine operators to understand the surface finish requirements for the parts. Analyze the buff process to determine the current buff head setup and compound application schedule. Introduce the Norton FAB wheel as an alternative to the traditional buffing process.
OUTCOME:	Tested and documented the complete buffing process resulting in cost savings of approximately \$311K per year (12.2%).
COST SAVINGS PER YEAR:	<ul style="list-style-type: none"> • \$188K in buff head setup costs • \$1K in compound gun setup costs • \$4.5K in workstation cleanup costs • \$17.5K in compound costs • \$12.5K in compound system maintenance costs • \$125K in part wash tank recharge costs

Contact your local Norton Representative to request your technical assessment today.



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NO-RISK TEST

