



# CASE STUDY

## Profile Premium Liquid Compound and Profile Finish

### The Customer's Challenge

The customer has a high-volume boat production line. Costly clean-up and materials were diminishing profits. An evaluation of their process and the products used was needed to find cost savings.

APPLICATION: **POLISHING/FINISHING** | MARKET: **MARINE**

COMPONENT: Boat hulls, decks, and small parts

#### INCUMBENT INFORMATION/PERFORMANCE

Incumbent Compound: Competitive 3-step process of compound and gel coat



#### FARÉCLA PRODUCT INFORMATION/PERFORMANCE

UPC #	PART #	SIZE
<b>PROFILE PREMIUM LIQUID COMPOUND</b>		
78072700165	PRL101	1 Liter
78072700166	PRL106	1 US Gallon
<b>PROFILE FINISH LIQUID COMPOUND</b>		
78072700164	PRF101	1 Liter
78072717214	PRF106	1 Gallon



## Lowered Costs by \$31,620

Cost Savings



## 25% Less Time Per Boat

Time Savings



## Reduced Process Steps

Production Savings



## Reduced Product Waste

Product Savings

### Customer Process:

The customer was polishing forty boats a day in a four-day working week. Each boat had a three-step polishing process, with heavy clean-up, adding to labor costs and product waste.

### Cost Savings:

The Profile Premium Liquid is a water-based compound with a high viscosity. There is less splatter and clean-up, reducing costly labor time. We were able to reduce one step in the process on black or darker colored boats, and two steps on white or lighter colored boats. Taking these steps out of the current process saved polishing time by 15 minutes per boat.

Total cost savings at this customer was \$2,635 a month for a total estimated saving of \$31,620 annually.

[www.nortonabrasives.com/en-us/farecla](http://www.nortonabrasives.com/en-us/farecla)

#### USA CUSTOMER SERVICE:

Toll Free Phone: 1 (800) 551-4413  
Toll Free Fax: 1 (800) 551-4416

#### CANADA CUSTOMER SERVICE:

Toll Free Phone: 1 (800) 263-6565  
Toll Free Fax: 1 (800) 561-9490

FORM #8909 REV. 07/21

© Saint-Gobain July 2021.

Farela and Norton are trademarks of Saint-Gobain Abrasives. All other trademarks are the property of their respective owners.

