



CASE STUDY

Cutting Wool Pads

The Customer's Challenge

Evaluations of the customer process noted the high cost associated with application pads being disposed prematurely and large external laundering costs of the wool pads.

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

COMPONENT: Boat hulls, decks, and small parts

INCUMBENT INFORMATION/PERFORMANCE

Incumbent Compound: Competitive wool pads not holding up as long, and high laundering costs



FARÉCLA PRODUCT INFORMATION/PERFORMANCE

UPC #	DESCRIPTION	QTY
CUTTING WOOL PADS		
66623391309	8" Double-Sided	6
66623391315	8" Single-Sided	6
66623391318	3.5" Single-Sided	6



Customer Process:

The customer was polishing boats using a competitive product and three-step process. Because of the competitive compound having petroleum based fillers, this caused the pads to fill, requiring an extreme laundering process to get them clean for reuse.

Cost Savings:

First, the customer changed to Farécla compounds which are water-based products allowing easier use, reduced steps in their process and less clean-up. That cost savings is on another case study. Second, the customer will see less pad use and inventory reduction as the Farécla system is easier to clean. Regarding the wool pads, the customer reduced their external laundering of pads by \$3,039 on average per month and brought the cleaning process back into their facility for total control of their waste. Total annual cost savings is \$36,468.



Lowered Costs by \$36,468

Annual Cost Savings



Reduced Process Inventory

Inventory Savings



Reduced Product Waste

Product Savings

www.nortonabrasives.com/en-us/Farecla

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