



HOW TO INCREASE PRODUCTIVITY AND REDUCE BLASTING COSTS AT A RAIL MANUFACTURER?

#1

Context



Our client is a plant that manufactures rail for high speed trains and trams in UK. Their end user is very, very strict on the quality level and consistency. Since a few months they decided to use EA material but they want now to increase productivity and reduce their cost. They already tried a lot of abrasives (chilled iron also) but it was not successful. They needed to be reassured we can provide exactly the same specifications of abrasive before all. That's why they contacted us.

#2

Actions



- ✓ On-site **Process audit** by our Consulting experts.
- ✓ 3D roughness profiles are measured at each visit. The customer wants now the hard resin profiles in order to make a reference in the factory.
- ✓ Providing of the **same size distribution** (EA provides a mix of 2 grades GH16/14 and a hardness much more narrow than EA: 62+/-1 HRC).
- ✓ **WA CLEAN** on their QC team to follow accurate cleanliness and improve traceability.
- ✓ **Training** sessions

#3

Results

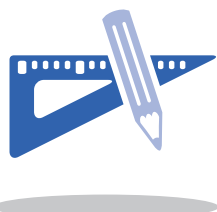


-20%

Consumption of abrasive should decrease by 20% compared to competitor's product.



They made the decision to switch to our abrasives.



They want to share our technical reports with their other plants to enjoy them to do the same.



We expect to reduce their blasting cost due to the minimum threshold of cleanliness the WA CLEAN will determine.

