



HOW A CUSTOMER USING SAND DECIDES TO INVEST ON A RECYCLING UNIT

#1

Context



Our client is a small size company based in Thailand, cleaning steel structures with sand in an air blasting chamber. The customer knew that sand was not the proper product for his job and employees' health but did not have adapted recycling equipments.

#2

Actions



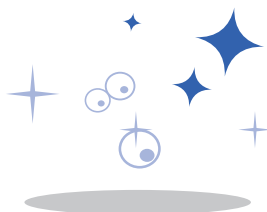
- ✓ On-site audit of the chamber, accessories and surface quality with sand done by W Abrasives Expert.
- ✓ Demonstration to explain customer how to re-use steel abrasives in air blasting.
- ✓ Modifications and improvements required for efficient recycling process defined with customer.
- ✓ Production of a customized design recycling unit for this client.

#3

Results



50%
Cost savings 50%



Surface profile (40-70 microns)
and cleanliness grade (SA 2,5) in line
with the customer's expectations



40%
Blasting time reduction

