



HOW TO REDUCE THE GLOBAL COST OF THE BLASTING OPERATION, TO REDUCE THE DUST AND THE WASTE RECOVERY ?

#1



Context

Shadrinsky ZOK is a metal construction company based in Russia. They have been using copper slag for surface preparation of metals prior to coating. Customer's main drivers for using copper slag have been low prices (20 to 30 times less expensive per ton than steel abrasives) and local availability of slags.

#2



Actions

- ✓ Customer has been visited and informed about the advantages of recyclable steel abrasives in terms of cost and efficiency as opposed to copper slags which can only be used one time and create huge waste.
- ✓ For maximum efficiency our sales team offered Profilium 45.
- ✓ Customer was convinced and accepted to make onsite trials which took 5 months.
- ✓ Our sales team was fully committed and ensured real involvement of the customer.

#3



Results



*35 times less consumption with Profilium 45
(Profilium 45 : 0,47 kg/m² Copper Slag : 16,67 kg/m²)*



*Dramatic decrease in dust
and waste generation*

