



# HOW TO INCREASE THE PERFORMANCE OF THE BLASTING PROCESS AND REDUCE BLASTING COST IN A MANUFACTURING PLANT FOR ARTICULATED HAULERS ?

## #1

### Context



*Our client is among the world's leading manufacturers of articulated haulers. The surface preparation process on-site were shot blasting with WS390 after welding operations and high pressure air cleaning before wet paint operations. They identified some quality issues and ask for our support to help them improve the process quality.*

## #2

### Actions



- ✓ On-site process audits by W Abrasives expert followed by trials in Test Center to identify the most relevant product to solve their issues.
- ✓ Introduction of Premium product Stainium SM318 in the shot blasting machine with continuous technical support of W Abrasives team.
- ✓ Custom training session for Operators, Maintenance and Management people, with a focus on the actual customer process and how to master it.
- ✓ Successful hotspot audit conducted with WA Cam and continuous use of WA 3D and dust checks to follow-up the results of the process.

## #3

### Results



**-6%**

*Reduced cost for maintenance*



**-15%**

*Reduced cost for abrasive consumption*



**-15%**

*Reduced cost due to increased direct cycle time (blasting)*



**-15%**

*Reduced cost due to increased indirect cycle time (pre-treatment)*



**-42%**

*Reduced cost due to improved quality*

The saving calculations comes directly from the client and the total cost savings generated by our support is -18% or € 99.000 per year.

The most important benefit is the partnership and the trust we built through this continuous improvement process. This client's ambassadorship is the main reason that we gained a new important account recently.

