



## HMAC USA Reduces Marginal Blasting Costs by 33% with W Abrasives HPG.

Hitachi Metals Automotive Components USA LLC, HMAC USA, recently switched from using W Abrasives S550 steel shot to W Abrasives HPG 6.

HMAC USA is a automotive casting facility located in Lawrenceville, Pennsylvania, with a manufacturing / machining location in Wellsboro, Pennsylvania and an additional manufacturing/machining plant in Effingham, Illinois. They specialize in Ductile Iron castings, precision machining and assembly for the OEM automotive industry. HMAC's product mix consists of safety suspension components, and brackets. HMAC's customer base includes Ford, Chrysler, General Motors, BMW, Mazda, Nissan, Subaru, Mitsubishi, Honda, VW and others.

Although HMAC was not experiencing any operational challenges within the blasting phase of their operations, W Abrasives introduced a new and innovative solution to improve the process. With total confidence in the HPG and the technical support provided by W Abrasives, HMAC's blasting operation team along with the W Abrasive technical team went ahead with the HPG 6 trial in one of HMAC's Disa blasting machines. The results were exceptional.

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HMAC experienced a 33% reduction in marginal blasting costs reaching tens of thousands of dollars in savings. The categories in which savings were realized are abrasives, common costs, management, manpower maintenance, spare parts, wear parts, and energy. One significant indicator of total overall improved blasting was the ability to continue with greater efficiency while blasting with only five wheels and shutting down the other two wheels in their seven wheel blasting machine. In addition to shutting down these two wheels, the life of each blasting wheel could be extended by one week.

“HMAC is an industry leader in providing ductile iron safety critical castings to the automotive market. Our relationship with W Abrasives has enhanced that position. W Abrasives' unequalled technical support and superior product selection delivers the unique customer/supplier relationship that all manufacturers strive to establish in this intensely competitive environment”. (Robert Harter VP Mfg.)

HPG is just one of the solutions W Abrasives has introduced in its line-up of premium products, designed to reduce the overall cost of blasting operations. HPG, high performance grit, is specially designed to improve shot blasting performance in the foundry industry. It works faster, it lasts longer, and its capacity for removing contaminants and cleaning are unequalled.

HPG is a total package product that includes technical expertise to support all blasting operations with W Abrasive customers. The Premium product HPG is supported by W Abrasives technical experts who will analyze the machine

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conditions, the operating mix, the efficiency of the process, the results achieved, and the total cost of the operation. This technical support is part of the Premium package offered 'free of charge' by W Abrasives and one example of how W Abrasives is leading the industry in blasting efficiency through innovation and providing solutions to their customers.

Following the trial with HPG 6, HMAc has fully converted one blasting machine to this operating mix and is in the process of introducing HPG into its second blasting machine. W Abrasives would like to thank the employees at the HMAc Lawrenceville plant and the W Abrasive employees that helped to put together another successful trial with W Abrasive products.

## **W Abrasives: The Best Abrasive Blasting Solutions Provider**

W Abrasives is the number 1 worldwide producer of metallic abrasives. Headquartered in France, it has 80 direct offices worldwide with production facilities on five continents and offers the widest range of abrasive blasting solutions, adapted to the specific needs of numerous industries. Some customers in the USA were approached with the introduction of the Premium concept and a new range of products: the HPG range, High Performance Grit for the desanding of engine blocks, brake discs, HGV rear axles, pump bodies, flues, and roadway accessories.

This Premium product was specially developed for foundry applications. This approach was not so easy. Blasting molded parts requires large quantities of grit.

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Obviously, the customer wants to reduce blasting times and also cut costs while making no compromise with quality.

The Premium concept and HPG range were successfully introduced in the two largest foundries in the USA. The work was managed by Craig Wallbank, a key member of the Winoa Group's WALUE team.

## **Specific needs of the foundry industry**

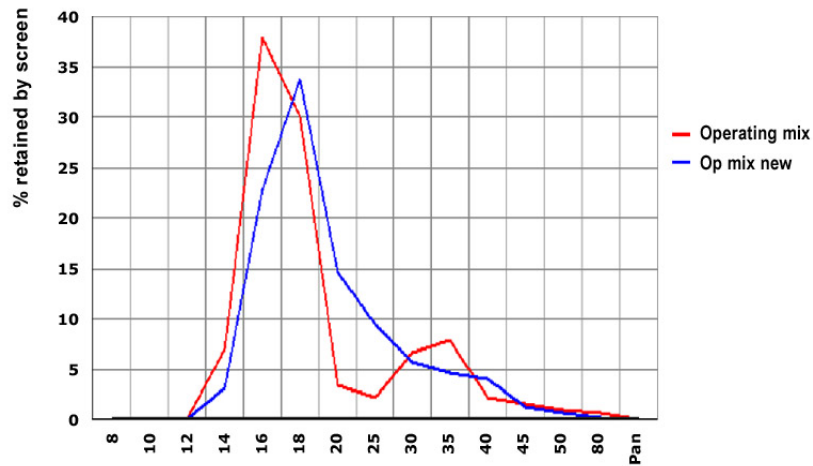
The need of one of the major foundries was identified: cutting the cost of blasting operations. No doubt, using HPG products to help reduce blasting times and lower the consumption of abrasives was the solution.

## **What were the customer's expectations?**

Four were identified:

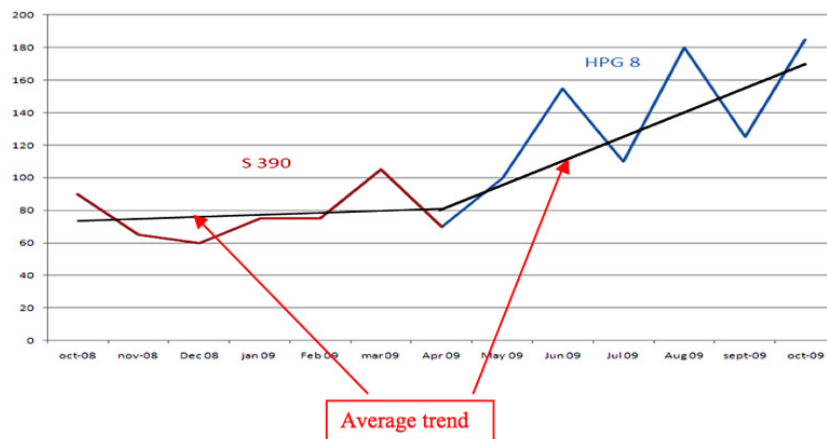
- Optimum performance in terms of working life and desanding efficiency
- Improved cleanliness and appearance of blasted surfaces
- Resistance to higher throwing speeds
- Technology reserved for certain machines





“The main benefits were quickly apparent. Firstly, stabilization of the working mix. We then looked at lowering the amount of time it takes to blast certain components, then at reducing the amount of abrasive that is thrown to help lower consumption.”

## Cleanliness



The conclusion is that desanding is at least the same as before with 10% less amps, so 10% less abrasive thrown. Comparative results obtained with WS390 & HPG8: Tons blasted with 1 ton of abrasive.



## Conclusion



By staying in tune with our customers and sensing an unmet need, we apply our technology and knowledge to add value to their blasting processes. The WAlUE team observes customers' blasting processes, finds and recommends the most fitting technological solution.

Each customer is considered unique, deserving a unique service. That is why W Abrasives and its Premium Product HPG were chosen.

With a dedication to customer value creation, W Abrasives takes a step forward from traditional abrasive manufacturing and offers customers from numerous industries products and services that are specially designed for their needs.

By developing new solutions to bring higher productivity and efficiency, W Abrasives not only contributes to the overall improvement of blasting processes but also achieves complete customer satisfaction.

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