

Consumable Abrasives Cost & Consumption Reduced For Automotive Manufacturer



£177k Cost Saving Over One Year



Reduced Consumption



Improved Sustainability



When a premium UK automotive manufacturer in the North West of England requested we look into reducing the consumption and cost of consumable abrasives used in their paint shop, we examined the latest products being introduced to the market and set up an on-site trial to evaluate the options, with great results.

Working in partnership to achieve savings

Rubix prides itself in developing long term relationships with customers through our MRO product knowledge and supply chain, and our added value services. One such service is our Insite™, which delivers all the benefits of a branch set in the heart of a customer's facility.

At this automotive manufacturer's

premises, we have had an Insite™ in operation since 2010, which has delivered considerable savings over the years through reduced total acquisition costs, improved production efficiency and reduced working capital. Furthermore, we implemented lineside deliveries and a vending solution through Invend™, which has also provided valuable savings.

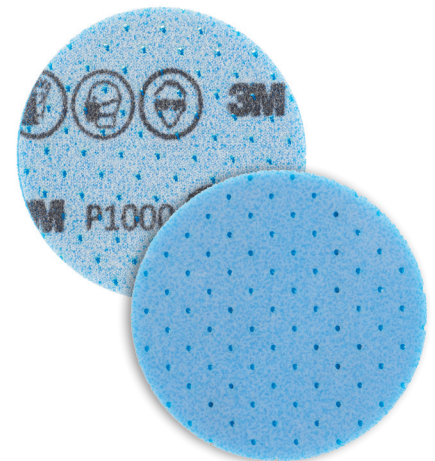
One new area the automotive manufacturer was keen to address was in the paint shop where an increasing number of consumable abrasives were being used. We reviewed this with the manufacturer and investigated ways of reducing usage, but no suitable solution was found and, at the initial time of looking, there was no alternative that delivered the same quality result so essential to the customer.

Staying ahead of the curve

However, we continued to look at new products as they were introduced over the coming months to check for suitability. When 3M invited us to a preview of a new range of flexible abrasive foam discs in development, designed specifically

for use in the automotive sector, our interest was piqued.

We discussed this new product development with our customer and recommended a series of trials to ensure the same performance levels would be achieved and that both cost and consumption could be reduced in a real, rather than a laboratory, setting.



Putting product to the test

Early trials on hand sanding SUVs were agreed by the customer's paint technical support team to evaluate this new abrasive.

The results were conclusive: per car, 42 of the existing P1000 abrasive pads



case study

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were used at a total cost of £29.40 (£0.70p per pad); compared to the new 3M flexible abrasive P1000 foam discs where just six discs per car were used at a cost per car of £11.70 (£1.95 per pad). Whilst the saving may seem small - £17.70 per car - in one year's car production this actually equates to an incredible £177,000 saving!

Further trials were conducted with the automotive manufacturer to reconfirm usage and performance. These trials were successful and the customer has now changed to the new 3M flexible abrasive P1000 foam discs.