



Winoa : el mejor proveedor de soluciones de
granallado por abrasivo

Winoa es el número 1 mundial de fabricantes de
granallas metálicas.

Con sede social en Francia, 80 redes de ventas repartidas por todo el mundo, unidades de producción en los cinco continentes, el grupo Winoa ofrece una amplia gama de soluciones de granallado por abrasivo, adaptadas a las necesidades específicas de numerosas industrias .

Cierto número de clientes americanos se les ha dado a conocer el concepto Premium y una nueva gama de productos : la gama HPG (High Performance Grit). Granalla de Alto Rendimiento para el desarenado de piezas de fundición (bloques motor, discos de frenos, ejes traseros de vehículos, bombas, conducciones, equipos de obras públicas, etc)

Este producto Premium ha sido especialmente desarrollado para el sector de la fundición.

Este enfoque no ha sido facil. Las piezas moldeadas requieren una gran cantidad de granalla angular.

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Evidentemente, el cliente quiere reducir su tiempo de granallado, reducir su precio de compra sin renunciar al compromiso de la calidad.

El concepto Premium y la gama HPG se han introducido con éxito en las dos fundiciones americanas más importantes.

Este proceso lo ha puesto en marcha Craig Wallbak, miembro del equipo WALUE del grupo Winoa.

“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 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

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

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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.

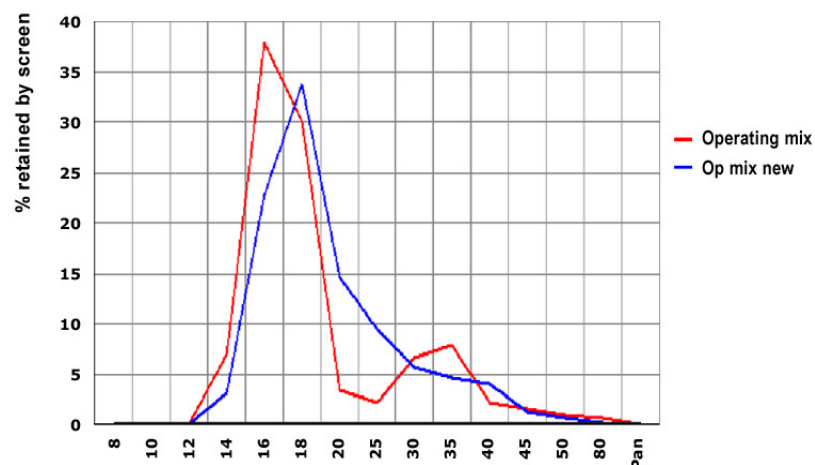
Necesidades específicas de la industria de la fundición

La necesidad de una de las más importantes fundiciones ha sido identificada : reducción del coste de la operación de granallado; en este cuadro, la utilización de los productos HPG contribuye a reducir los tiempos de granallado y reducir el consumo de granalla.

¿Cuáles son las expectativas del cliente?

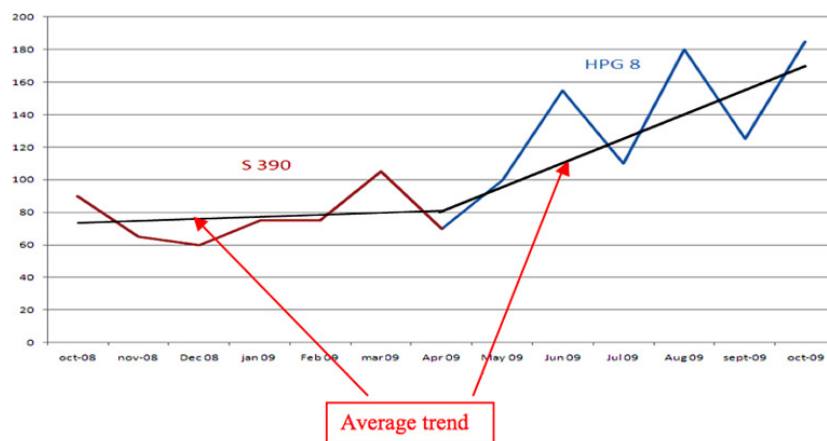
Se han identificado 4 necesidades :

- Rendimiento óptimo en cuanto a duración de vida de la granalla y eficacia en el desarenado.
- Mejora de la limpieza y de la apariencia de la superficie granallada
- Resistencia a las velocidades de proyección más elevadas
- Tecnología reservada para ciertas máquinas (que permitan medir los beneficios del HPG)



“La primera ventaja, visible rápidamente desde el comienzo del ensayo, fue una estabilización de la mezcla operativa. En un segundo tiempo, gracias a la tecnología particular del HPG fue reducir el tiempo de granallado. Finalmente, el consumo de granalla se ha reducido gracias a la calidad del HPG y a los reglajes adecuados de la máquina que han permitido reducir los desechos”

Resultado de limpieza



Resultado comparativo entre el WS390 y el HPG8

Toneladas granalladas con 1 Tn de abrasivo

Como conclusión, se obtuvo el mismo grado de limpieza reduciendo un 10% el caudal de granalla, con lo cual se ha reducido el coste energético así como el consumo de granalla.

Conclusion

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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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