



Bullets for Cost killers

WA COST is the right solution to reduce your global blasting costs.

Want to save money ?

WA COST is the right solution for cost killers who want to definitively reduce their global blasting costs.

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wabrasives.com/WACost.html



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BOOTH D14 - HALL 15

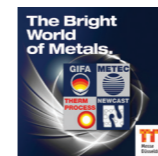
WA COST
TECHNOLOGY



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W Abrasives
your key success factor



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WINOA participates under its worldwide brand W Abrasives

More than just a commodity supplier, Winoa is always willing to team-up with its customers to provide customised and cost-efficient solutions. That's why, beside its standard products range, the company is offering - through its world-famous brand W Abrasives - a full range of premium products for foundry application, enabling the fine tuning balance between maintenance costs and productivity. On one side of the range the company can find *HPG product* (high performance grit), which provides an excellent cleaning efficiency, whilst on the other side they can find *Hybrid Shot*, a new premium product that has been developed to minimise maintenance costs whilst maintaining a sufficient cleaning efficiency for the large majority of foundries.

HYBRID SHOT
PREMIUM SERIES



MAINTENANCE
PACK



Beyond the well-known premium services (testing, training and consulting solutions) which come with the premium products, Winoa is now bringing to its customers a new global proposition focussed on maintenance costs reduction - the *maintenance pack*. Indeed, as a global leader and thanks to its extensive network of technical experts, Winoa has developed a great deal of experience in the maintenance of blasting machines, through its thousands of customer visits per year. The *maintenance pack* simply comes from the wish to share this precious knowledge, gathered during many years of technical assistance. Concretely, this turn-key solution is built around three pillars:

- **Premium product:** particularly the new *Hybrid Shot* range, specially designed to reduce maintenance costs per blasted part by presenting a favourable balance between productivity and machine wear.
- **Premium services:** in addition to testing and consulting services, Winoa has regrouped under a unique training module all the knowledge gathered over the years by its valuable team of application experts (WALUE team), who are visiting customers all over the world to optimise their blasting process. This training module has been designed both for operators and maintenance teams.
- **Premium technology:** controlling and adjusting blasting wheels' hot-spots is mandatory for those who want to master their maintenance costs, but it can be a long and fastidious process. Thanks to WA CAM technology, Winoa's application experts are able to do it on a regular basis, without requiring long machine stops.

Depending on the individual situation, this *maintenance pack* can bring maintenance costs reduction of up to 30 per cent. Of course, each customer is unique, and the benefits can vary from one machine to the other. However, the WA COST technology will estimate the benefits brought by each improvement recommendation before launching any concrete action. "Nothing to lose, many opportunities to gain, this is what we call a great deal," said the company's new customer solutions manager Joan Samuel.

Visit the WINOA stand at GIFA - hall 15 stand D14.
Contact: Joan Samuel, customer solutions manager,
WINOA, 528 avenue de Savoie BP n°3
38570 LE CHEYLAS, France. Tel: +33 4 76 92 91 57,
email: joan.samuel@winoagroup.com

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