

Case History

Number: CH 24

Type: RB 316 Z op Type Code: 31636

Description: Aluminum oxide bonded to a specially woven heavy duty cotton cloth backing. Antistatic.

Region: Southeastern, U.S.

SIC: 2511

Account Manager: Frank Pipes, T139

Machine: 52" x 103" four head wide belt sander

Workpiece(s): Hardwood solid furniture

Application: Finish sanding face/back of table tops

Competitive Product: Ekamont RKX 80/100

Products Tested: 1st Head - RB 316 36 Z op, grit 80/100, EB13, 2nd Head - CB 115, grit 120, EB12, 3rd Head - CB 115, grit 150, EB12, 4th Head - BS 118, grit 180, EB12

Test Results: Improved life and finish over Ekamont product. Customer placed order even though RB 316 36 Z op was more expensive.



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