



## CASE STUDY

Osborn provides world-class finishing solutions for a high performance exhaust manufacturer, resulting in radical cost savings and reduced downtime.



### The Challenge

A high performance exhaust manufacturer was using a rubberized aluminum oxide radial brush as their solution to clean and finish exhaust cans and weld joints. Annual spend was \$200,000 and they were urgently searching for a more optimum solution.

### The Solution

Osborn's technical sales expert was engaged by a national distributor partner to assess the end user's challenge and find a solution. After assessing the challenge, Osborn's technical sales expert and product design engineering team developed, prototyped, and tested a 9" ceramic grain radial ATB™ brush. The brush was engineered with longer trim for more flexibility and finer grit to maximize brush life and improve the finish; without a secondary finishing operation.

### The Results

Increased brush life, leading to increased productivity and profitability is becoming more important than ever. Not only for productivity gains throughout the life of the brush, but avoiding costly process downtime during brush changeovers.

Original estimates of twice the life of the incumbent brush were doubled after putting the Osborn solution into production. Not only did the life of the Osborn solution provide upwards of four times the life of the incumbent brush, it provided a better overall finish and increased the end user's throughput. All of these factors combined resulted in an astounding \$120,000 cost savings to the end user.

For more information, visit [osborn.com](http://osborn.com).

### About Osborn

- Global leader in surface treatment and finishing solutions
- 1,250 employees worldwide
- Sales offices in 13 countries
- Customers in 120 countries
- Established in 1887

### Project

Develop a long lasting, cost saving brushing solution for exhaust can and weld joint cleaning and finishing.

### Industry

Performance exhaust

### Solution used

Ceramic Grain ATB™ Brush

### Customer savings

\$120,000

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*"The performance and longevity of the Osborn radial wheels is far and above previous products we have used."*

**Machine Shop Manager**

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