



CUSTOMER GUIDE



**MADE TO
BITE**



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BITE**

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Over the last few years many ceramic based grinding wheels have been introduced to the market, offering high MRR but (relatively) short life. We know grinding wheels are judged by their MRR, speed of cut, comfort and increased efficiency by reducing grinding time and Norton Quantum Fast Cut has been our answer...

UNTIL NOW...

New **Norton Quantum3** takes the next step in optimizing production processes **EVEN MORE: even higher MRR, even longer life and even more comfortable** to use.

Norton is THE leader of reference in technology and performance.

We're shifting perceptions on grinding technology. **Feel the BITE.**

NORTON QUANTUM3: 3 KEY BENEFITS

**1**

OPERATOR COMFORT...

Reduced hand fatigue from less cutting vibration thanks to low grinding pressure required.

2

LESS GRINDING TIME...

A sharper wheel for the highest metal removal & faster cutting action. Higher throughput and process efficiency due to ceramic grains that micro-fracture even under low pressure or low angles.

3

LESS DOWNTIME & WASTE...

From longer wheel life, using fewer wheels. Reduced operating cost. Retains grain better thanks to the strong bond developed exclusively for NQ3.

NORTON QUANTUM3

NOT JUST A 'ME TOO' PRODUCT

**NQ3 isn't a gimmick or a marketing trick.
It's a real solution to real problems faced by you.**

PROBLEM

1. **Slow throughput** and high labor costs
2. Difficult, **uncomfortable grinding feel**, results in fatigue, white finger and general physical discomfort
3. **Low efficiency**, bad quality grinding results can delay semi-finished products in production processes
4. High material removing products wear down too quickly and **you have to buy a higher number of (expensive) wheels**

SOLUTION

1. NQ3 has a **high MRR**. More material is removed in a shorter period of time.
2. **Rounded (rather than pointed) proprietary ceramic grain and new bond system** used in NQ3 means easy steering and control to **glide through the work piece**
3. NQ3 competes on price and performance. The price-performance rate is optimized by **longer wheel life**
4. Thanks to a longer product life, fewer wheels are needed in a process, **reducing overall purchasing cost** and time lost by changing wheels.

KEY MARKETS & APPLICATIONS

KEY MARKETS

- Maintenance & Repair Operations
- Industrial distribution
- Engineered markets
- Welding
- Oil, gas and off-shore
- Shipyards
- Metal fabrication
- Steel construction



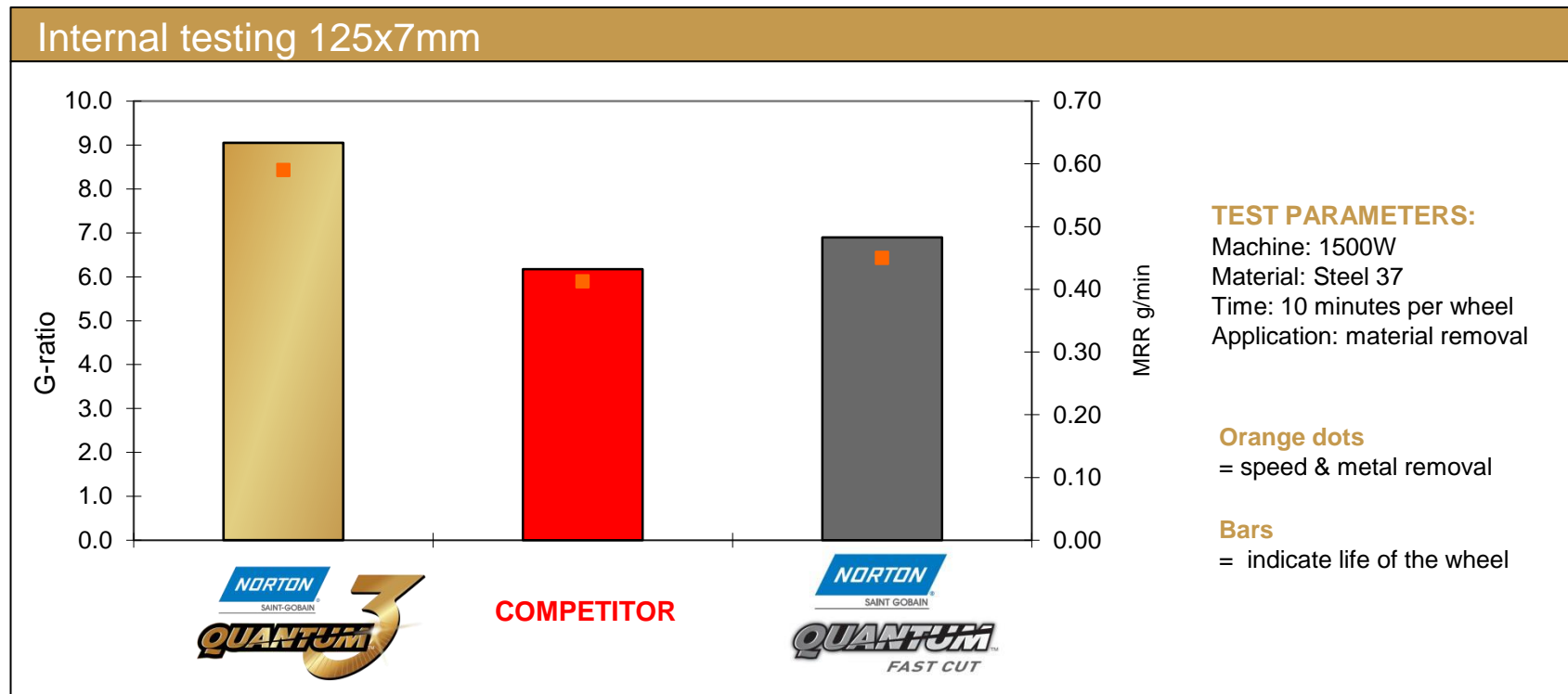
KEY APPLICATIONS (> 4mm wheel)

- Black steel
- Weld removal
- Weld cleaning
- Pipe bevelling
- General material removal
- Duplex, high chrome alloys
- Hard alloys



QUANTUM3 vs. COMPETITOR

MATERIAL REMOVAL RATE



RESULTS...

CUTTING SPEED:

Competitor claim: product cuts faster

NQ3 answer: NQ3 cuts 30% faster than competitor

LIFE:

Competitor claim: product lasts longer

NQ3 answer: NQ3 lasts 25% longer than competitor

PERFORMANCE:

Competitor claim: product triples output (metal removal)

NQ3 answer: NQ3 has 25% higher performance, removing equivalent of more material with less wheel wear

MRR:

Competitor claim: product removes more material with a longer life wheel

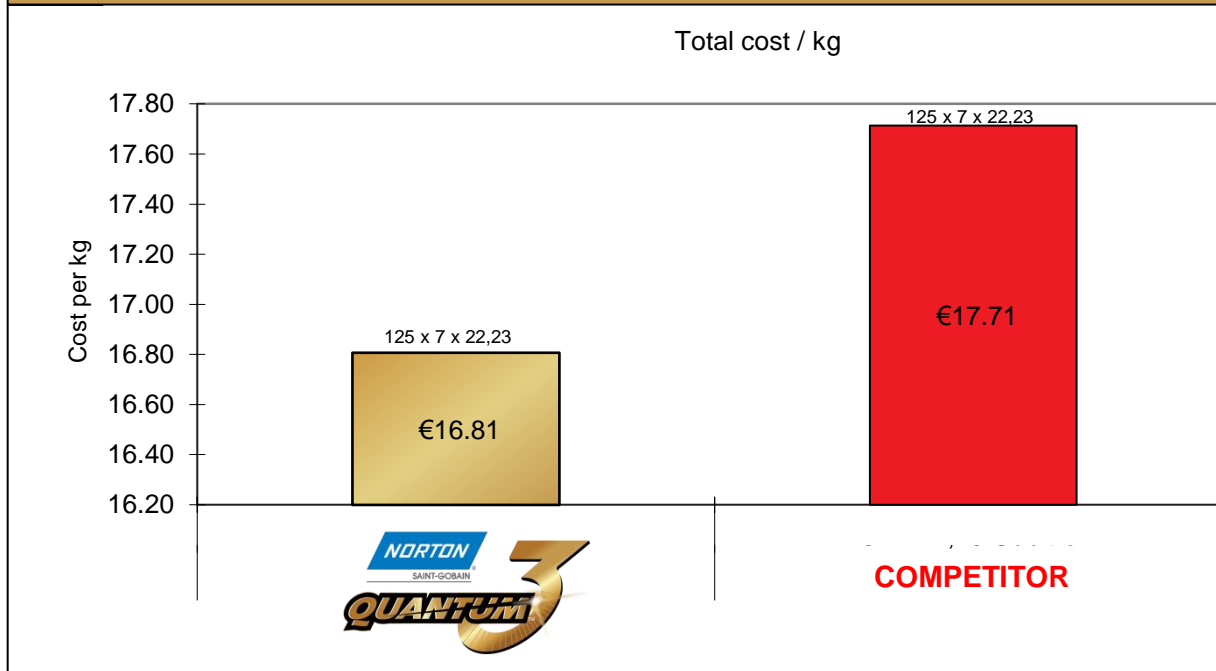
NQ3 answer: NQ3 brings both longer life & removes equivalent or more material in a shorter time

QUANTUM3 vs. COMPETITOR

PROCESS COST REDUCTION

Norton Quantum3 adds real quantifiable value to the production process in **cost reduction**

Field test at end user, The Netherlands (230x7mm)



Cutting & grinding are a cost factor that you want to avoid. See the benefit of increasing throughput and decreasing downtime..
How NQ3 can **SAVE YOU MONEY!!**

TEST PARAMETERS:

Machine: 1400W

Material: Black steel

Company: Steel construction / welding

Time: 10 minutes per wheel

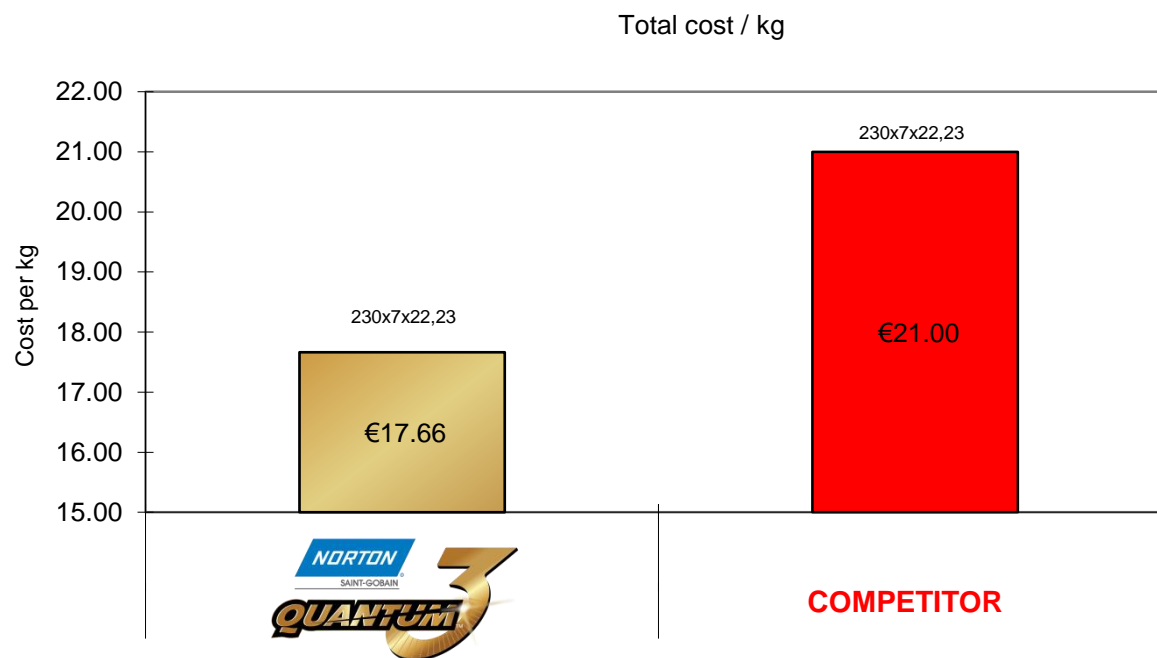
Application: reworking joints under medium pressure

QUANTUM3 vs. COMPETITOR

PROCESS COST REDUCTION

Norton Quantum3 adds real quantifiable value to the production process in **cost reduction**

Field test at end user, The Netherlands (230x7mm)



PROJECTED SAVING:
 1000kg material removed
 = €3340 saved!!!
 = c. 20% cost saving vs. competitor



More than € 3,00 saved per kilogram of removed material with the most comfortable wheel...the solution for operators and buyers alike.

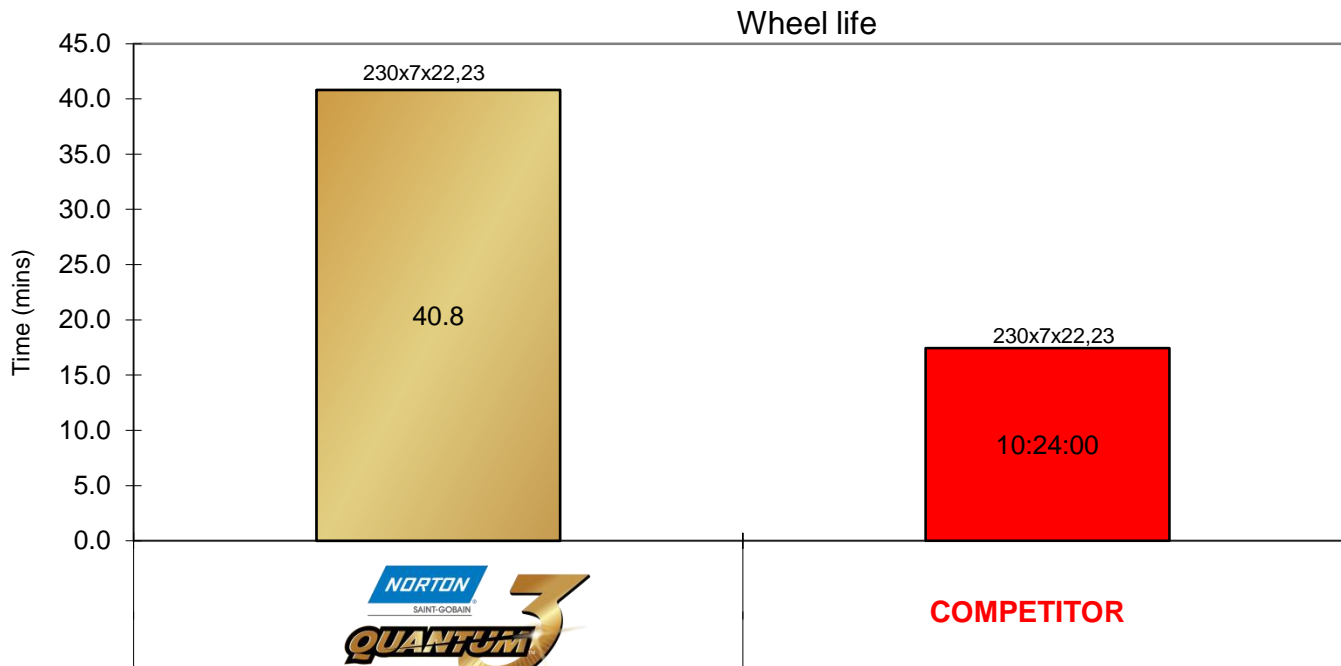
QUANTUM3 vs. COMPETITOR

GRINDING PERFORMANCE

Life of the current ceramic wheels in the market is short. NQ3 removes more metal over a longer time thanks to significantly extended wheel life.

Field test customer: Voortman, Rijssen, The Netherlands (230x7mm)

RESULT:
NQ3 lasted over 50% longer = reduced downtime & cost!!



TEST PARAMETERS:
Machine: 2600W
Material: Black steel
Company: Steel construction
Time: 15 minutes per wheel
Application: edge grinding under light pressure



NQ3 HAS GOT PEOPLE TALKING



“

This wheel is super comfortable, it doesn't seem to wear down.. It keeps on grinding! Can I keep it?

”

“

I'm grinding with little pressure, but it still removes a lot of steel!

”

“

It's very easy to use and feels comfortable, no vibrations

”

“

I could go on for days with this, that easy and with a super result

”

“

Can I keep this wheel?!

”

PRODUCT PORTFOLIO & AVAILABILITY

Norton Quantum3 is our **TOP PERFORMING** grinding wheel containing ceramic grain technology.

AVAILABLE NOW!

From 1st March 2016 Norton Quantum Fast Cut will be phased out and replaced by Quantum3.

'Official launch' will be at the International Hardware Fair, Cologne 6th-8th March 2016.



| SAP CODE | SAP DESCRIPTION | DIMENSIONS | SPEC | TYPE |
|-------------|--------------------------------------|---------------|------------|------|
| 66253371361 | NQ24P-115x7.0x22.23-T27 Nor-Quantum3 | 115x7,0x22,23 | NQ24P-BF27 | 27 |
| 66253371362 | NQ24P-125x7.0x22.23-T27 Nor-Quantum3 | 125x7,0x22,23 | NQ24P-BF27 | 27 |
| 66253371363 | NQ24P-150x7.0x22.23-T27 Nor-Quantum3 | 150x7,0x22,23 | NQ24P-BF27 | 27 |
| 66253371364 | NQ24P-180x7.0x22.23-T27 Nor-Quantum3 | 180x7,0x22,23 | NQ24P-BF27 | 27 |
| 66253371365 | NQ24P-230x7.0x22.23-T27 Nor-Quantum3 | 230x7,0x22,23 | NQ24P-BF27 | 27 |



CONTACT US



For more information, or to request a free sample, visit our website:

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