FLEXOVIT USA, Inc.

PRODUCTIVITY AND COST EVALUATION. (P.A.C.E.)

Yellow indicates fields to be filled in	Blue indicates results

Wheel Size	Tool	Wheel Type	Type of Test	Operator	Location	Date	Weather	Amps
4-1/2x1/4x7/8	DeWalt	Type 27	Edge	J. Natal	Angola	02/28/18	in shop	10

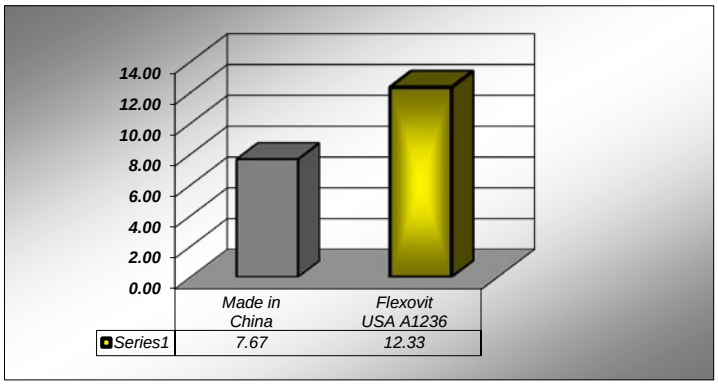
Wheel	G-Ratio	Grinding	Time	Wheel loss	Material loss	Wheel Wear		Price
		Efficiency	Minutes	Grams	Grams	Grams/Minute		$$$
Made in China	7.67	18.40	5	12	92	2.4		$2.52
Flexovit USA A1236	12.33	22.20	5	9	111	1.8		$2.76

This test data was compiled under a given set of conditions. Performance in the field may vary due to variation in the way the wheels are being used.

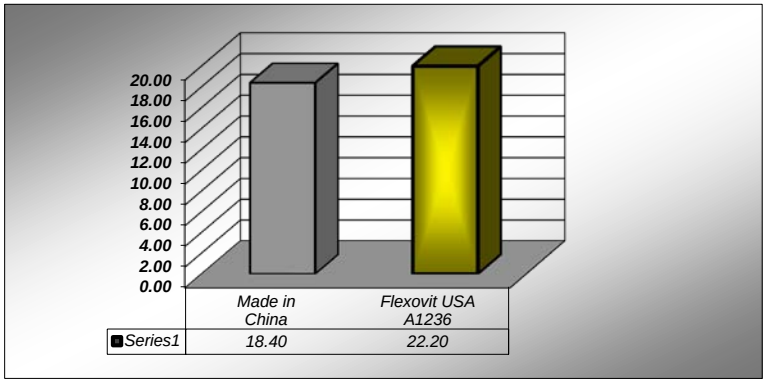
Wheel	W.W. Beginning	W.W. Ending	Material Beginning	Material Ending
Blue	150	138	1536	1444
Flexovit USA A1236	170	161	1444	1333

Material = 1018 Carbon Steel, 1/4"x4"x12"

Graph is representative of **G- Ratio**



Graph is representative of **Grinding Efficiency**



G - Ratio = Ratio of wheel loss to material removed = **Wheel Life**
Grinding Efficiency = Amount of material removed per minute = **Grinding Speed**

FLEXOVIT

Wheel Consumption

G - Ratio is a ratio that measures how much work a grinding wheel will do in a particular application. It is calculated by grams of material removed per gram of wheel used. The higher the number, the more work a wheel will do.

A. How many competitor wheels will it take to equal the life of one Flexovit wheel?

According to the G-Ratios that were established as a result of this grinding comparison it will take **1.61** competitor wheels to do the work of one Flexovit wheel.

B. Give me an example of the usage ratio versus the competitive product.

If it will take **100** competitor wheels to complete a job, according to this data, it will take **62** Flexovit wheels to complete the same job.

C. What about the money?

By factoring in the price we can calculate your savings by using Flexovit for the entire job.

100	Made in China	$2.52	=	$252.00
62	Flexovit USA A1236	$2.76	=	$171.57
	SAVINGS IN WHEEL COST:		=	$80.43 31.9%

D. Using the entire wheel, how much work can each wheel actually do, using safety guards?

Made in China	1.45	lbs. of material or	656	grams.
Flexovit USA A1236	2.63	lbs. of material or	1195	grams.
To remove	10	lbs. or	4,536	grams of material .
You need	7	Made in China	4	Flexovit USA A1236

Grinding Efficiency is a ratio indicating rate of material removal. Calculated as grams of material removed per minute. The higher the number, the faster the grinding action.

E. How long will it take each wheel to complete a job?

Consider the job is to remove **10** lbs. of material.

Made in China	will need	4.1	hours to complete the job.
Flexovit USA A1236	will need	3.4	hours to complete the job.