

CASE STUDY

Cutting | Stone Cutting | Amacut

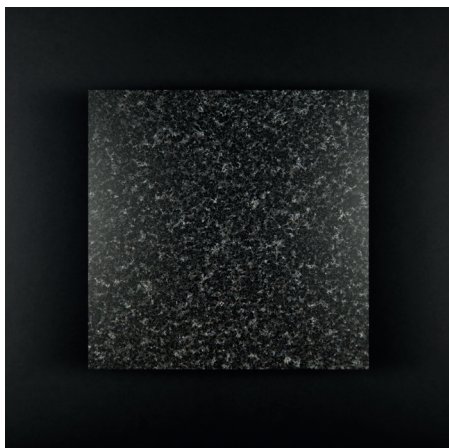
Overview

With over 25 years of experience, Euro-Roca in Spain, have grown continuously to become a leading company in the granite processing and natural stone distribution industry.

Strict process quality control allows them to maintain a commercial network with a great reputation and extensive experience in the field of natural stone.

"Partnership with Ervin has provided a product that is economical yet quality driven."

JOSE CARLOS DA ROSA
PRODUCTION MANAGER
EURO ROCA SA



Challenge

Keeping costs low allows Euro-Roca to maintain a competitive advantage in a changing market.

- Reduce running costs
- Improve durability

A successful sales strategy increases the requirements, and therefore costs, of raw materials and essential components to the process. One of these being the Amacut material supplied by their partner Ervin.

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Solution

Ervin, through its local technical support and the plant in Tipton, UK, developed a new material for the process.

With subtle changes to size distribution and durability of the abrasive, an improved product was supplied.

"Customers in the stone cutting industry rely on technical support from their abrasive supplier. Close links between Ervin sales staff and our product development team at our UK manufacturing plant is vital for providing this."

IAGO OTERO
TECHNICAL SERVICES FOR
ERVIN IN IBERIA

Result

During closely monitored and supported trial periods, Euro-Roca measured a 10-15% reduction in the consumption of abrasive per m².

- Up to 15% reduction in abrasive consumption
- Ongoing technical support for process optimisation

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