

SAVING RM 2,100,000 ANNUALLY: OPTIMIZING SHIPPING FABRICATION GRINDING WORKFLOWS

EXECUTIVE SUMMARY

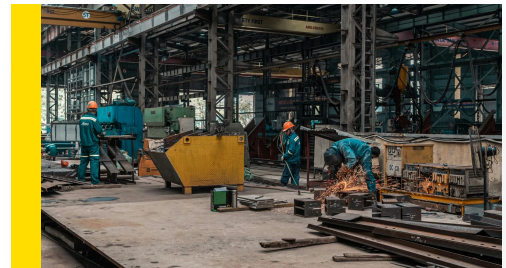
A global leader in marine fabrication and heavy container handling equipment (Malaysia) achieved a verified annual saving of over RM 2.1 million. The massive reduction was achieved by replacing overpriced European flap discs—which cost 3 times more than MKTECH's—with superior quality ****MKTECH Premium Flap Discs**** that deliver a significantly lower unit price and drastically reduced consumption rates.

THE CHALLENGE

Confidential Client Profile: A premier OEM supplier for international port infrastructure and shipping vessels, grinding thousands of square meters of high-tensile steel weldments monthly.

Primary Pain Points:

- **300% Price Gap:** The incumbent European brand was priced 3x higher than MKTECH's specification-matched alternative.
- **Excessive Consumption:** Despite the premium price, the old discs suffered from rapid wear, leading to high daily waste.
- **Production Bottleneck:** High disc consumption forced operators to stop frequently for changeovers, impacting the overall fabrication timeline.



Clean, high-precision industrial grinding for critical components.

3X LOWER

UNIT ACQUISITION COST

RM 2.1M

DIRECT ANNUAL SAVINGS

THE MKTECH FLAP DISC ADVANTAGE

MKTECH engineers proved that "expensive" does not mean "better." By identifying the right abrasive specifications for marine steel, we provided a higher-quality product at a realistic industrial price.

LOWER PRICE, SUPERIOR BUILD QUALITY

We introduced ****MKTECH High-Performance Flap Discs****. These discs are engineered specifically for heavy fabrication. By optimizing the bond density, we achieved a disc that not only costs 3 times less than the European incumbent but also lasts 40% longer. The client achieved a "double win": paying less per unit and consuming fewer units overall.



SYNERGY: OPTIMIZING SPRAY BOOTH PERFORMANCE

To maximize operational efficiency, the client also implemented ****Andreae Dry Filtration**** in their coating facilities. This ensures that the high-quality surface achieved with MKTECH discs is maintained throughout the coating process with zero technical liability.

- **Airflow Stability:** Andreae's inertia separation ensures constant booth pressure, preventing dust inclusions on the freshly ground steel weldments.
- **High Capacity:** The accordion design allows for significantly higher paint holding capacity compared to standard flat filters, reducing changeover frequency.
- **Process Efficiency:** Moving to a "Dry Facility" model for painting reduced the client's total maintenance budget and eliminated the complexities of wet-waste management.

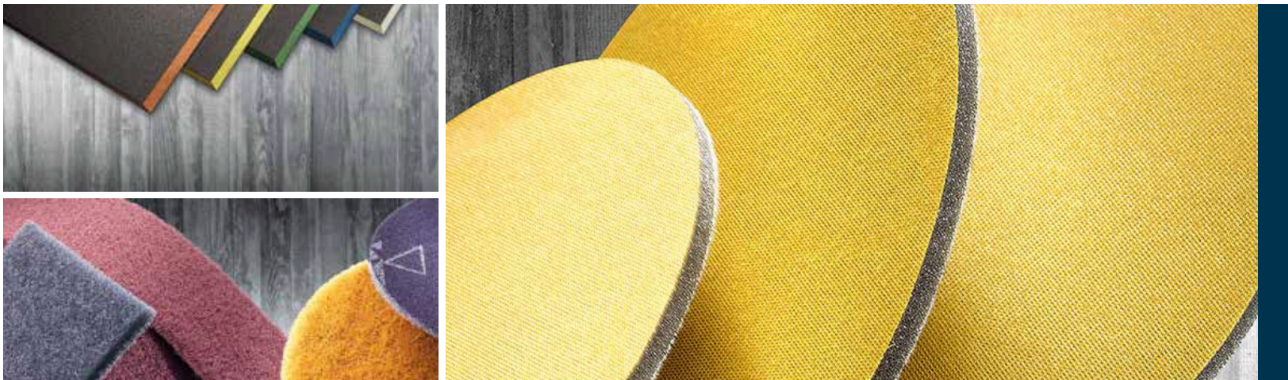


COMPARATIVE ROI DASHBOARD

Annual data audited across a major shipping fabrication facility in Selangor, Malaysia.

OPERATIONAL METRIC	INCUMBENT EUROPEAN FLAP DISC	MKTECH PREMIUM FLAP DISC
Unit Acquisition Cost	3X Higher Premium	Optimized Industrial Price
Disc Life Cycle	Short (High Consumption)	Extended (Better Quality)
Annual Consumption	85,000 Units	58,000 Units (Lesser)
Surface Integrity	Standard	Superior (No Rework)
Total Annual Spend Impact	Baseline Spend	Over RM 2.1M Reduced

Verified across high-volume shipping weldment fabrication lines.



THE TECHNICAL VERDICT

The data confirms that the client was paying a significant "brand tax" for inferior performance. By switching to MKTECH, they achieved better quality results with lesser disc consumption, all while cutting their consumable acquisition price by over 60%.

STOP OVERPAYING FOR NAME BRANDS

Our Heavy Industry team can audit your consumable spend today.

CONSULT TODAY