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MRO Case Study  
Interior Door Manufacturing  
3M Wide Belt

## Interior Door Manufacturing Case Study Study

**DOCUMENTED COST SAVINGS: \$24,336.00****PRODUCT CATEGORY: Abrasives****REALIZED: Price to Price Savings,  
Longer Product Life Savings****SUPPLY PARTNER: 3M**

### CUSTOMER PROFILE

*This door manufacturer produces and sells a broad range of high-quality engineered wood product with Solid MDF (Medium Density Fiberboard) interior doors to building product supply companies. The company's doors are used in high-end residential, condominium, hotel and commercial applications. The company manufactures and assembles its products in a 46,000 square foot, state-of-the-art facility with a production line that is set up in a flexible, efficient manner allowing the company to be very responsive to meeting customer needs.*

### THE OPPORTUNITY

In 2019, the door manufacturer was having issues with the wide belts they were using in their process of manufacturing residential doors. At the time, they were using 10 belts per month of each 80x, 150, & 220x grits. The company was experiencing issues with loading and some were tearing before end of life. They wanted a better solution around the same price point.

### SOLUTION

Stellar Industrial Supply and supplier partner 3M worked together to test several options before recommending a 3M wide belt with Paper F weight Backing which has a more rigid, stronger backing and features a premium aluminum oxide with a closed coat that resulted in a 4x longer life and eliminated the issue of belts tearing.

### RESULT

The company went from using 360 belts per year to using 90 belts. The new 3M belt not only lasted longer, it also had a lower price point resulting in \$24+K savings in cost of goods annually.

*"The relationships Stellar has made with their end-user customers gives the 3M team an opportunity to share our wide breath of products in any of their accounts. Because of this, I was able to demonstrate the benefit of an anti-static coating on 3M wide belts to help prevent some of the loading their customer was experiencing."*

- Kathryn MacKenzie, 3M Regional Product Specialist, Abrasive Systems Division

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*Sustaining win-win partnerships for Stellar value.*

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