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Metalworking Case Study  
Troy's Ornamental Iron Craft  
Product Cost and Labor Cost Savings

## Metalworking Case Study

2021 DOCUMENTED COST SAVINGS: **\$10,450.00**

PRODUCT CATEGORY: **Product Cost,  
Labor Cost Savings**

SUPPLY PARTNER:



### CUSTOMER PROFILE

*Founded in 2003 and located in Stanton, California, Troy's Ornamental Iron Craft Inc. specializes in custom architectural and ornamental metal projects for commercial, industrial, and residential clients.*

### THE OPPORTUNITY

Newly hired Stellar Industrial Supply employee Patrick Matthews had worked with Troy's Ornamental Iron Craft in the past as a supplier. In his new position with Stellar, he quickly identified an opportunity to replace the abrasives they were using to not only lower Troy's overall costs but also achieve better operational efficiency. Troy's had been purchasing their abrasiveness directly and were purchasing on price. Working with a representative from Walter Surface Technologies, they identified an economical solution that fit the niche need of Troy's. Together, Patrick and the Walter rep., Jose Zavala, visited the facility and left samples for them to try out.

### SOLUTION

Even though the Walter abrasives were more expensive, they had a 2x-3x longer product life span over the previously used abrasive, making them more cost effective. Additionally, there was a labor cost savings as the new discs did not need to be replaced as often. By integrating the Surfox weld cleaning system, Troy's also realized a 50% time savings on cleaning welds.

### RESULT

After the initial success, Stellar and Walter Surface Technologies now supply Troy's with 100% of their abrasive needs. As Stellar continues to expand their supply support into other areas of Troy's business, including drilling and shaping, power tools, safety, and MRO, they have also developed built in stocking agreements for Troy's. This ensures there is dedicated inventory available for Troy's when they need it, eliminating potential supply chain issues.

*"Delivering Only the Best - Patrick and Jose have helped Troy's Ornamental work better by bringing them new products and processes that improve their productivity, efficiency, and safety."*

- JM Maayoufi, Senior Sales Director, Western USA, Walter Surface Technologies

STELLAR



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STELLAR

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*Sustaining win-win partnerships for Stellar value.*

STELLARINDUSTRIAL.COM