

The One-Month Bucket Guarantee

An exclusive and powerful program

that will help you reduce your overall cost of abrasives, improve productivity and reduce or eliminate unsafe working habits at no extra costs.



WALTER
Surface Technologies

Only the best.™

Take a look around. Stay ahead of the curve.



Today's competitive marketplace makes it essential for companies to adapt to new realities and evaluate ways to improve performance, productivity and find ways to make daily operations more cost-effective.

As the global industry leader in surface treatment technologies, Walter has developed the One-Month Bucket Guaranteed Program, to help you reach these targets in your grinding, cutting, finishing and brushing operations.

***Done in your working environment,
based on your challenges.***

HOW DOES IT WORK?

MONTH 1 – Current process evaluation and data collection

We will use simple buckets to capture a snapshot of your usage and expenditures and get operators' feedback.

MONTH 2 – New process evaluation using only Walter products

After analysis, our territory managers will provide recommendations to optimise abrasives usage and working processes using solely Walter products. We will then collect information and operator's feedback the exact same way we did in the first month, while paying weekly visits to realign suggested processes if necessary.

RESULTS – Documented cost saving report and recommendations

We will then present you with a productivity report highlighting where you can save and make recommendations on process improvements and safer working practices.

We can't prove any savings? No worries, we will credit the difference!

Register today and be the next one to achieve new levels of productivity by using the best products.



.....
Customer's Printed Name

APPROVED BY:

.....
Signature

.....
Territory manager

.....
Date

.....
Signature



REDUCE REUSE REPLACE

"Only the best"



The WALTER Bucket Program

This program will:

- ✓ Reduce costs
- ✓ Increase efficiency
- ✓ Promote safety

Contact us today to participate!

Visit walter.com or contact your WALTER SALES REPRESENTATIVE

 **WALTER**
Surface Technologies

REDUCE REUSE REPLACE

Our extensive industry experience has allowed us to build strong business relationships with our clients across the country. What have our clients told us they are looking for? A reduction in the cost of abrasives, improved productivity, reduction or elimination of unsafe working habits while maximising dollars spent!

Walter guarantees it can help, through the implementation of its Bucket Program.

How the Bucket Program works

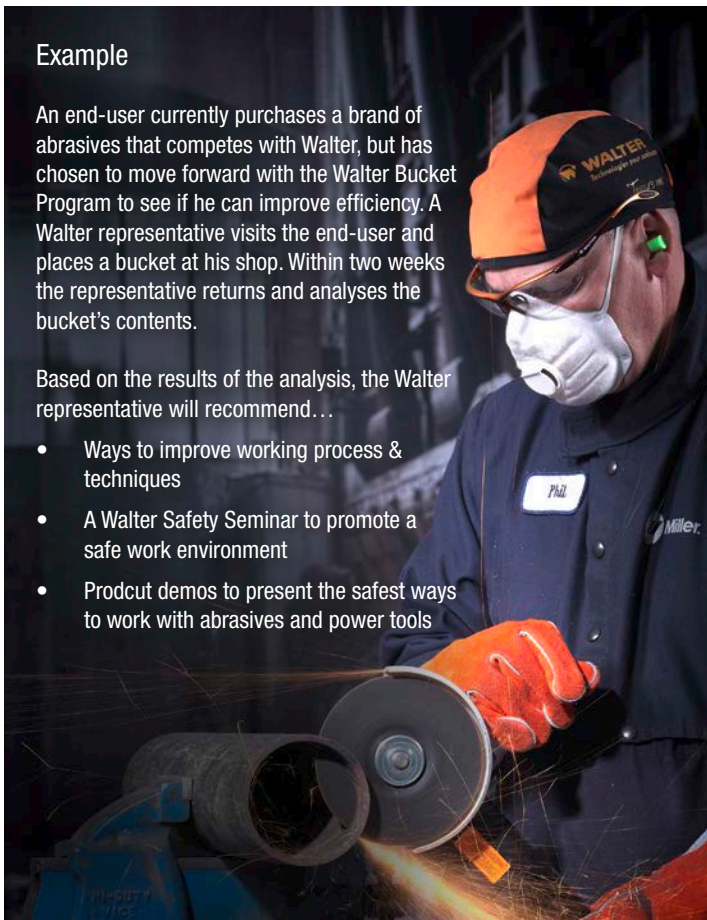
1. Walter and your distributor will place buckets in strategic locations within your facility
2. Your employees simply throw their used abrasives and brushes in the buckets.
3. Your Walter sales representative will return for a visit within two weeks in order to analyse the contents.
4. Through the analysis we will provide recommendations to optimise your use of abrasives and your working process.
5. A cost savings report will be presented to you, recommending how and where you can save!

Example

An end-user currently purchases a brand of abrasives that competes with Walter, but has chosen to move forward with the Walter Bucket Program to see if he can improve efficiency. A Walter representative visits the end-user and places a bucket at his shop. Within two weeks the representative returns and analyses the bucket's contents.

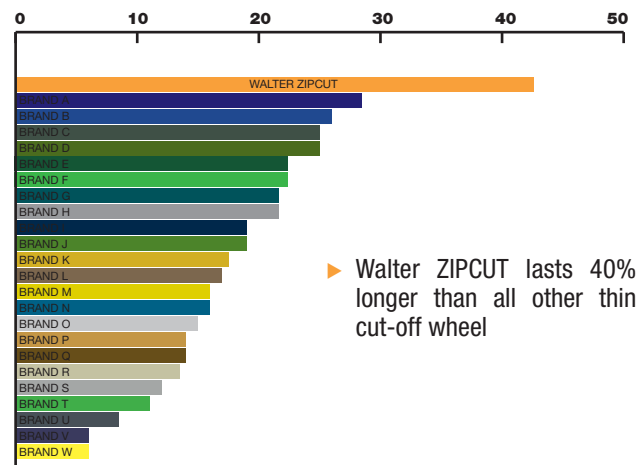
Based on the results of the analysis, the Walter representative will recommend...

- Ways to improve working process & techniques
- A Walter Safety Seminar to promote a safe work environment
- Prodcut demos to present the safest ways to work with abrasives and power tools



ZIPCUT - Comparative test of 5" cutting wheels

Total number of cuts on 1/4" hot rolled steel plate



► Walter ZIPCUT lasts 40% longer than all other thin cut-off wheel

COST SAVINGS EXAMPLE

Brand X

\$3.00 x 1,000 wheels (annual usage)
= \$3,000.00 (cost of abrasives)

Walter

\$3.50 x 700 wheels (based on chart, est. annual usage)
= \$2,450.00 (cost of abrasives)

\$550.00 SAVINGS!

NOTE: Savings vary based on product and annual consumption

Contact us today to meet with a representative
1-888-JWALTER (1-888-592-5837)

WALTER.COM

Available at: