

QUALITY COATED ABRASIVES

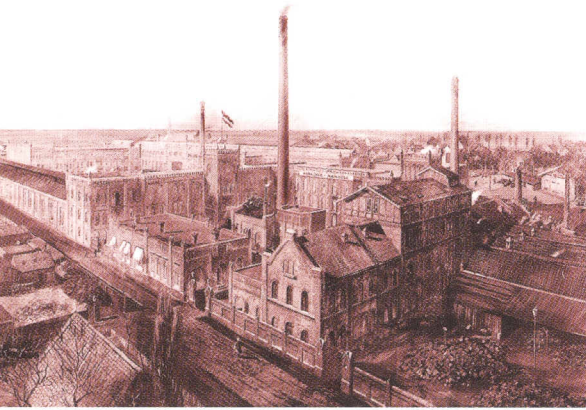


# Improving Your Processes Thru Customized Solutions





# Tradition. Leadership. Excellence.



### Modern Outlook Born of Tradition

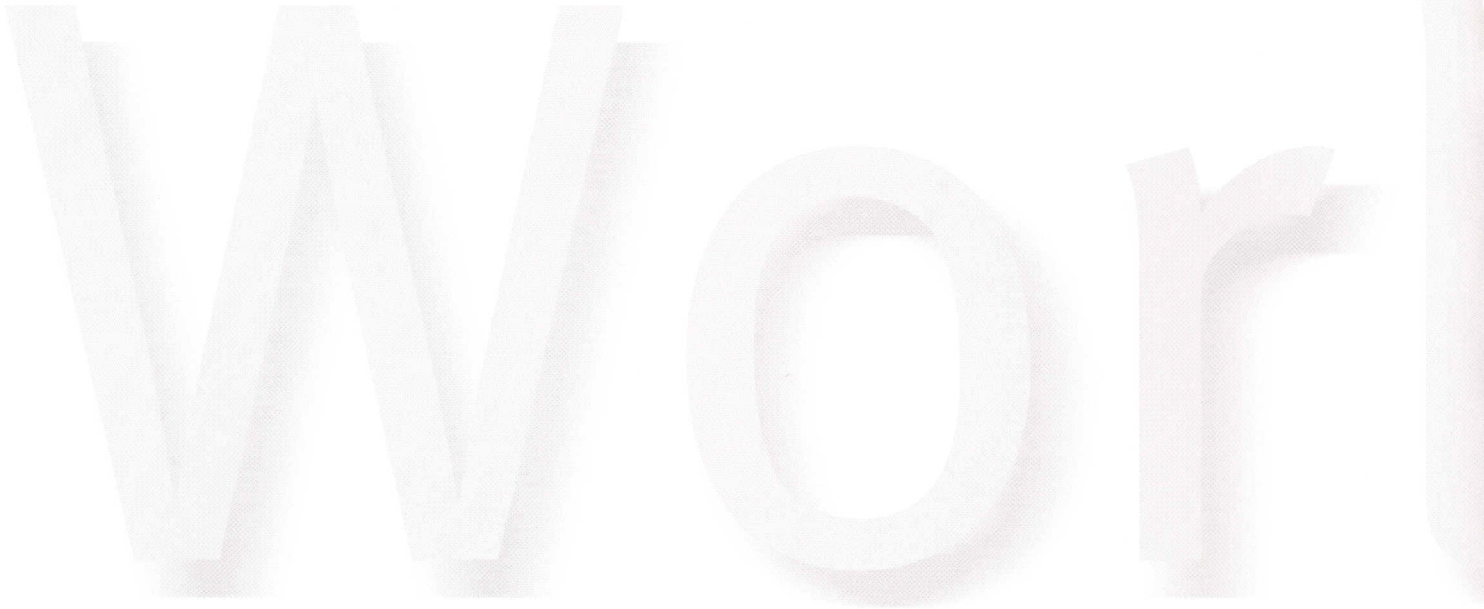
For over 130 years, VSM has established itself as a leader in the coated abrasives industry.

Focusing on customer's needs and making those needs top priority is VSM's main objective.

VSM Abrasives has an extensive knowledge of the coated abrasives market, an expansive Technical Services team and a Research and Development department who is constantly

working on new and innovative products for the abrasives industry.

With a vast product line that extends from Zirconia Alumina to Ceramic abrasives, for applications ranging from metal grinding to wood finishing, VSM has the products necessary to provide the right solution for your abrasive needs.



### Global Player

VSM's management team quickly reacts to market trends throughout the world and is one of the first to develop new and innovative products for worldwide sale. Once these new products are developed they are sent to local VSM conversion facilities. This gives the VSM manufacturing plants throughout the world the ability to adapt to their customer's requirements in the best way possible. This strategy guarantees universal, consistent quality from country to country.





## The Subsidiaries

Many years ago, VSM realized the need to expand their business around the globe. Export sales were growing which led to the founding of international subsidiaries and the building of worldwide distribution networks.

Today, VSM has manufacturing subsidiaries and distribution groups available to provide customer support in any area of the world. From the

United States to Hungary, these networks provide local technical assistance and offer manufacturing capabilities in major countries. No matter what part of the world your business is located in, VSM has a facility available to serve your needs.

- USA
- Germany
- Great Britain
- France
- Canada
- Mexico
- Poland
- Sweden
- Switzerland
- Spain
- Hungary



# Solutions

## We Produce Quality

### The Key to Quality

VSM is dedicated to providing customers with superior products and solutions for their customer's coated abrasive needs. Quality products are not just produced but are created by understanding the entire production process and how the coated abrasive product performs in an application.

VSM's highly trained Research and Development staff has been successful in developing coated abrasives that far exceeds the competition. Engineers work closely with the sales and marketing depart-

ment in determining quality standards for new products that will conform to the customer's ever evolving applications.

In developing new products, vertical integration is the key to VSM's success. Being vertically integrated, allows VSM to control the entire manufacturing process from the formulating and blending of all resins, to the finishing of backing materials, to the producing and testing of all finished products. VSM's state-of-the-art manufacturing systems monitor

every step of the process, which helps guarantee VSM's highest level of quality.

As part of this quality process, VSM is proud to be ISO 9001 certified. This certification ensures VSM follows strict guidelines in producing quality products time and time again. ISO 9001 has been part of the culture at VSM, and is one of the key elements to producing quality products.



*Fully electronic control of the production process*



*ISO 9001 certified stock*



*Closed loop manufacturing*

# - Development - Partnership - Products olutions

## Solutions for Your Abrasive Needs



*Understanding Applications*



*Recommending Products*



*Providing Solutions*

VSM's Technical Service team is recognized as one of the most highly trained and knowledgeable in the coated abrasives industry. Along with outside sales representatives and a network of local distributors, they've developed a strong understanding of their customer's processes and product needs. Their objective is to understand your application in an effort to help determine the right VSM product for your process.

This product and application knowledge allows for testing of a variety of potential products on the way to recommending a real solution – the right abrasive for a particular job. VSM realizes you're looking for more than grinding and finishing products,

you're looking for an abrasive that can most effectively reduce finishing costs while increasing production efficiencies.

For all kinds of applications and tasks, VSM supplies the right abrasive tools: belts, discs, sheets, rolls and other abrasive products in a wide range of dimensions.

- **Silicon-carbide abrasives** are good for grinding plastics, paints, rubber, wood products, titanium alloys and occasionally cast iron.
- **Aluminum oxide abrasives** are the most common abrasives used for grinding metal and wood.

- **Zirconia Alumina abrasives** are ideal for metal grinding applications favoring high stock removal rates under high pressures.
- **Ceramic Grain abrasives** are self-sharpening grains with an aggressive cut used specifically for metal applications under medium pressures.
- **COMPACTGRAIN abrasives** are a multi-layer grain coated product that wears down layer-by-layer ensuring long life and consistent surface roughness. These abrasives are generally used for metal finishing.



# Com

## Customer Focused

# to you

### A Strong Team

A strong customer support team is essential in achieving customer satisfaction. It is through quick deliveries, sound advice, and immediate action that VSM is able to develop long-term relationships with customers.

VSM's in-house staff understands the importance of making a customer's needs their number one priority. Not only are VSM products and technical staff among the best in the industry, but VSM's customer service department is considered second to none when it comes to servicing clients.



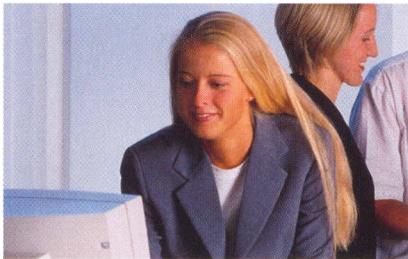
*The sales team*

# committed

- Support

- Advice

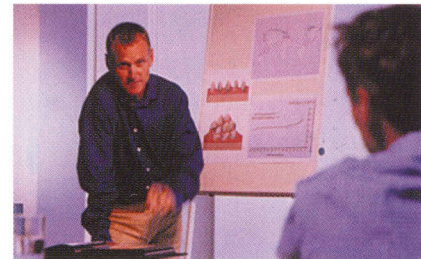
- Sales



*Customer Service*



*Advice*



*Training*

## The Benefit for You

The concept of service takes center stage at VSM! Working closely with customers in understanding their unique processes allows VSM to evaluate more accurately which abrasive product would be best suited to a specific application. It is through this close working relationship that VSM is able to help customers improve productivity and decrease manufacturing costs. VSM's highly trained technical experts are glad to assist with any application concerns or questions that may occur during production. They also work in training customers and dis-

tributors in understanding coated abrasives more thoroughly, allowing for a more active role in the solutions process. Technical Services is only a phone call away whatever the question or need might be and if required are available for on-site visits.

Global success at VSM has been accomplished by setting up subsidiaries in key market territories. Being able to locally service customers allows for quicker response times and immediate individualized attention. In addition, manufacturing lead times

are short, allowing for quick delivery on specialty products as well as same day shipment of stock products.

The goal of VSM Abrasives Corporation is to establish a close partnership with you, their customer. Working together towards a common goal and enjoying shared successes is what makes VSM your best choice when choosing a company for your coated abrasive needs.

## VSM · Vereinigte Schmirgel- und Maschinen-Fabriken AG



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