

Press information

New purchase - money saved!

At first glance, this probably seems a contradictory conclusion. It was drawn by Lothar Schreiber, a specialist contractor, after he bought three conveying systems of the PFT SILOMAT C 140 type and used them over several months. For him, the current price comparison between new purchase and leasing, is clearly in favour of the purchase of his own machines.

The Schreiber Stuck-Putz-Trockenbau GmbH in the Lower Franconian municipality of Motten (district of Bad Kissingen) could celebrate its 25th anniversary in April 2017. Right on time for the anniversary, the new head office with 900 m² storage space and 230 m² space for the administration was inaugurated: "Now we have everything under one roof. Previously, warehouse, work equipment and offices were distributed over several buildings in Motten and Schmalnau", reports Lothar Schreiber. Meanwhile his staff comprises 20 employees, his construction sites are spread all over Germany. Stucco work, plastering work and drywall work are part of the range as is the painter's section. His company has specialised on facade renovation and restoration of monuments.

When scaling his company Lothar Schreiber has always taken mechanical support and the use of silos with conveyors for granted. Pneumatic conveyors take over the fully automated material transport of the dry mortar from the gravity-fed silo to the mixing pump or mixer. In this way, the staff does not need to unload, carry and distribute sacks on the construction site.

"However, during the past years, fees payable for silos and conveyors to the material suppliers have become a problem", explains Schreiber. The specialist entrepreneur's response was to think about purchasing the required machine technology himself. He contacted his specialist dealer, Riedel Baumaschinen GmbH in Bad Homburg, Germany and visited them to get information about possible equipment for his company. After extensive consultation, he decided in

Press contact:

Denise Färber | Phone +49 9323/31-805 | Fax +49 9323/31-770 | faerber.denise@pft-iphofen.de
Knauf PFT GmbH & Co. KG | Einersheimer Straße 53 | 97346 Iphofen, Germany | District court of Würzburg | HRA 4374

favour of the PFT SILOMAT C, a gravity conveying unit as a trailer version. The device version “C 140” stands here for a conveying distance of 140 metres, for example when using Knauf MP 75. The PFT SILOMAT C 140 conveys at a maximum feed pressure of 2.5 bar about 20 kg of dry mortar per minute, all this without problems and without generating any dust. “The use of these systems saves expensive work interruptions. We do not have to dispose of any paper sacks and the construction site is tidied up more quickly”, says Lothar Schreiber. The most important advantage of the eventually three new PFT SILOMAT C 140, however, comes to light when comparing costs. “First of all, I am no longer bound to material manufacturers who offer silos with machine technology in a package”, explains the professional, “my own conveyor systems give me more independence in this point.”

This is how the amortisation calculation of Schreiber company looks like:

Annual consumption plaster material in t per SILOMAT	300 t
Leasing costs per ton of material	€ 15 /t;
minimum fee € 130 per silo	
<u>This corresponds to leasing costs of</u>	<u>€ 4,500 / year</u>
Investment PFT SILOMAT including accessories	RRP: € 10,000
Wear parts/service	€ 400 / year
Break even after	about 2.5 years
<u>Savings/profit after 5 years</u>	<u>€ 16,000</u>

The maintenance of the three new PFT SILOMAT C140 is done by the service department of the specialist dealer Riedel, Bad Homburg at the flat rate stated in the table. Apart from the significant cost saving, the easier handling of the new machines, and mainly the fact that they are available literally around the clock are important to Lothar Schreiber. “This flexibility is extremely important to our business”, is the conclusion of the specialist contractor, who strongly recommends colleagues in a comparable position to make a cost comparison of new purchase/leasing. “In our case, the decision was clear....!”

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(Photo: Knauf PFT GmbH & Co. KG)



Conveyor systems can be connected to any gravity silo with a diameter of 250 mm. Gravity feeds the material into the conveying pot.

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