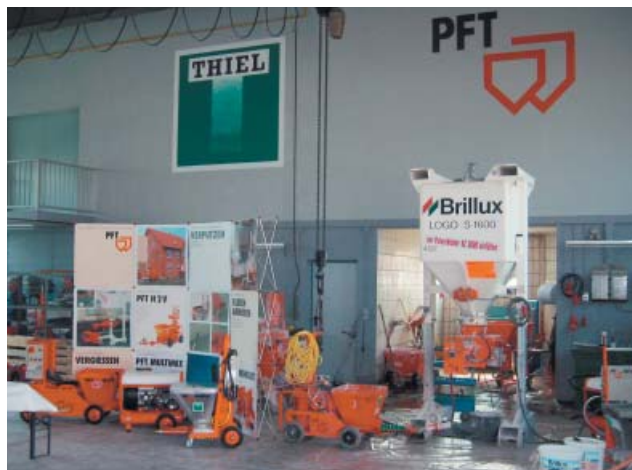


# Joining Forces: Thiel Machines and Building Equipment and Brillux ... More Than Just Paint

On 28 March 2003, the paint manufacturer Brillux and its PFT partner trader Thiel, based in Vellmar (Central Germany), held a special kind of information meeting to which craftsmen from all painting and stuccoing businesses in their catchment area had been invited. Two strong partners showed their skills together: **Thiel** ... the partner of the building trade. Authorised PFT dealer, specialised in machines and tools for painting and stuccoing firms, and

**Brillux** ... more than just paint. The specialist for high-quality products for craftsmen and Germany's No. 1 direct supplier and full-line distributor of varnishes and paints.

Numerous interested craftsmen accepted the invitation of these two reputable firms, so that the meeting was extremely well-attended. It focused not only on theoretical information, but also on practical experience. The Thiel service team offered live demonstrations of the easy and efficient application of various innovative Brillux products with the aid of sophisticated PFT machines. For example, the new VZ 3600 powder adhesive for heat-insulating composite systems was combined with the PFT N2 conveying pump, and the easy spraying of a 3 mm Rausan scraped finish with a PFT SWING II conveying pump was shown. Of



course, the visitors were also allowed to test the equipment themselves. Brillux products were machine-applied to a wall and then treated as required.

The customers were absolutely convinced by the easy handling of the machines and, what may be even much more important in daily practice, by the quick

and competent service of PFT partner trader Thiel. When the after-sales service is needed, one will see how good the cost-benefit relation of a product really is! As early as the end of the meeting, the first few machines were ordered. Brillux, a company highly appreciated by its customers, had decided to co-operate with PFT for good reasons: State-of-the-art PFT machine technology and the excellent sales and service partner Thiel, responsible for the territory of northern Hessen and southern Lower Saxony, confirmed this decision. Thanks to all the know-how gathered in several decades, Thiel puts the PFT slogan "We keep things moving" into practice every day.



**Brillux**

**THIEL**