

# Flat-top surface

What to use GIRON flat top surface for?

The service life of steel woven-wire screens is, by considering a same wire diameter, directly linked to the quantity of raw material to wear out without modifying the mesh and relaxing the wires network.

Use the GIRON flat-top surface, it is the warranty to reach :

**+30% of service life**

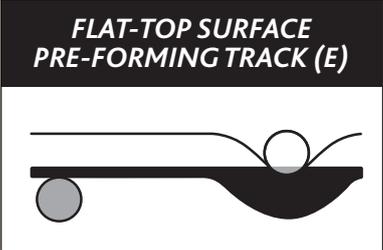


**+30% of service life**

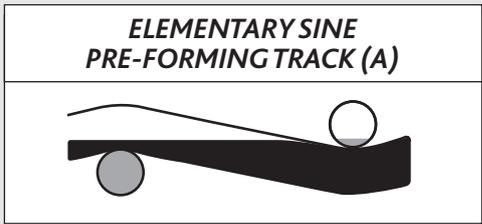
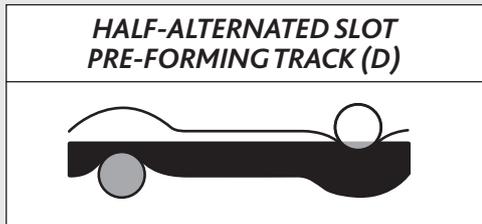
With the flat-top surface, the aggregate does not strike any obstacles except the mesh; friction wear sliding effect.



**Documentary evidence**



With any other pre-forming track, the undulation's heads are in the way of the aggregate, so, the wires wear out quicker. Impact + friction wear effect.



**BUT IN THE END, WHAT THE +30% SERVICE LIFE REPRESENTS FOR OUR CUSTOMERS?**

- For example, let us take the case of a customer working with :
- a 12 sqm two decks screening machine, producing 120 tph of upgraded aggregates
  - equipped with 4 screens per deck, meaning 8 screens at 300€ purchasing cost per unit
  - getting a 240 000 tons yearly production of upgraded aggregates
  - normal consumption of 4 sets/year/deck, meaning the purchase of 32 screens annually
  - average market value of considered upgraded aggregates (crushed limestone) ≈ 12€/T

**Benefits details here-behind**

### 1 - COST-SAVINGS FOR PURCHASING DEPARTMENT

Cost-saving for the purchasing department is evidenced by the reduction of required screens quantity to upgrade a same aggregate volume. In our example here-above, the financial gain represents **-25% on the screens budget** only by using the GIRON flat-top surface.

#### ELEMENTARY SINE PRE-FORMING TRACK (A)

Screen's service life = 240 000 Tons / 4 sets = 60 000 Tons of upgraded aggregates before stopping production to change the screens

Annual purchase cost:  $32 \times 300\text{€} = 9\ 600\text{€}$

#### GIRON FLAT-TOP SURFACE PRE-FORMING TECHNOLOGY (E)

GIRON flat-top screen's service life = 60 000 Tons +30% = 78 000 Tons of upgraded aggregates before stopping production, Meaning 240 000T / 78 000T = 3 sets

Annual purchase cost:  $3 \times 8 \times 300\text{€} = 7\ 200\text{€}$  €

**-25% cost-saving**

### 2 - BENEFITS IN TERMS OF SCREENING MACHINE PROFITABILITY

An important point for our customers is to maximize the production cost-efficiency. This is evidenced by reducing the aggregate production cost per ton upgraded. In our example here-above, the cost-effectiveness represents **-25% on the Euro per produced ton, and avoid 1 production stop = profitable additional upgraded aggregates of 960 tons.**

#### ELEMENTARY SINE PRE-FORMING TRACK (A)

Annual purchase cost:  $32 \times 300\text{€} = 9\ 600\text{€}$

→  $9\ 600\text{€}$  for 240 000T production = 0.04€/ton

→ 4 mountings/removing per year, meaning 2 technicians for 4h per deck, equivalent to 64h per year only for removing the screens

#### GIRON FLAT-TOP SURFACE PRE-FORMING TECHNOLOGY (E)

Annual purchase cost:  $3 \times 8 \times 300\text{€} = 7\ 200\text{€}$

→  $7\ 200\text{€}$  for 240 000T production = 0.03€/T

**-25% production cost-saving** directly imputable to screens efficiency

→ 3 change of screens' set a year, meaning 2 technicians for 4h per deck equivalent to 48 hours per year only for removing the screens. So, 8 hour-savings of screening machine maintenance

**-25% maintenance time-saving**

and above 8 hours dedicated to production instead of maintenance:  $8 \times 120\ \text{tph} = 960\ \text{tons}$  upgraded aggregates ready to sell meaning

**+0.4% of profitability**

### 3 - ADDITIONAL PROFITS DUE TO SALES GROWTH

In our example, taking into account the screen's service life for a same purchase price, the gain represents a **sales growth of more than 200 000 Euros**. This additional turn-over can only be obtained by producing with flat-top surface. Even an extreme low purchase cost cannot reach the benefits of the potential sales growth.

#### ELEMENTARY SINE PRE-FORMING TRACK (A)

Purchase cost to fully equip the screening machine:  $8 \times 300\text{€} = 2\ 400\text{€}$

Before the total wear of the screens, the screening machine will produce 60 000 tons of upgraded aggregates

→ Potential sales growth for the customer:  $60\ 000\ \text{Tons} \times 12\text{€/T} = 720\ 000\text{€€}$

#### GIRON FLAT-TOP SURFACE PRE-FORMING TECHNOLOGY (E)

Before the total wear of the screens, the screening machine will produce 30% more, meaning 78 000 tons of upgraded aggregates

→ Potential sales growth for the customer:  $78\ 000\ \text{Tons} \times 12\text{€/T} = 936\ 000\text{€€}$

**+30% "free production" to sales growth**

**THE GIRON FLAT-TOP SURFACE - THE WARRANTY OF SAVING MONEY**