

## Courage pays off

### 55% cost savings due to ceramic grease

“Not another blether” was the first thought of MAK Holz operations manager Adolf Macher when Rüdiger Heller explained the advantages of Bathan KF7/60M. A ceramic grease for pellet mills that reduces operating temperatures and increases lifetimes. All that with a reduction in grease consumption of 95% in comparison to regular greases. After reconsidering, Macher did a test, and was surprised by the positive effects.

For ten years, the well-established company MAK Holz in Haimburg, Carinthia, is producing pellets. “Only especially bright pellets from dry wood shavings. Mainly bags for the Italian market”, explains Jürgen Winkler, Member of the executive board at the visit of Holzkurier. We are not focusing on quantity, but quality in a manageable size. For 2016, MAK Holz plans to produce 30.000 t pellets. Additionally, MAK Holz increased their trading activities to 50.000 t/a. Since the beginning, Adolf Macher

is responsible for operations. After initial issues with temperatures of rollers, Macher managed to optimize the process in the last years. In 2014, he heard of the ceramic grease Bathan KF7/60M from BVG AG, which supposed to reduce operating temperatures und massively increase lifetime of rollers. When curiosity outbalanced the skepticism, the operations manager contacted Rüdiger Heller, CEO of BVG AG.

### Smooth ceramic particles

Heller explained Macher the effects and advantages of ceramic lubrication, and named well-known pellet producers as references. “Ceramic particles fill in microscopic irregularities of metal surfaces, and lead to a smoothening effect. Smoother surfaces of bearings signify lower temperatures, less lubricant consumption, and higher lifetimes”, Heller summarizes the product features. “When other users confirmed these effects, we started in

November 2014 our pellet mills for the first time with Bathan”, Macher recalls. For him it was important to follow the exact specifications. Therefore, MAK Holz cleaned the lubrication pipes, and put in new bearings and a new die. Roller bearings were pre-lubricated with an own construction. “Best results can only be achieved, when rollers are pre-lubricated with Bathan, and thoroughly installed”, emphasizes Heller the importance of handling. Therefore, BVG offers pre-lubricated rollers as of recently.

### The right choice

After more than one year, Macher is satisfied with Bathan. “Roller temperatures are 8 to 10 °C lower, and lifetimes of bearings increased to >4000 hours. The cost savings in comparison to the old lubricant are approx. 55%, without counting in work hours for revision. I am very pleased that we ventured the step”, concludes Macher.



MAK Holz operations manager Adolf Macher is satisfied with Bathan KF7/60M

MAK Holz pelleting team: Dietmar Münzer, Manuel Wukou-nig and Patrick Köstenberger (f.l.)



MAK's shop fitter Patrick Köstenberger pre-lubricating rollers, in the background a 25 l keg Bathan

