

QUADRA VS COMPETITORS

GENERAL OVERVIEW

Main competitors in term of quality are the GERMAN manufacturers. They are also considered as worldwide leaders: **MASA** and **HESS**. Second, we can consider ITALIAN (**FORMINPIANTI**) and SPANISH (**POYATOS**) manufacturers.

Other competitors can be found in Europe but not as famous as the ones mentioned previously. In Europe we can find **PRENSOLAND**, **ROMETA** (SPAIN), **EUROIMPIANTI**, **WEISS** (ITALIA). Those competitors have a lower quality and a lower service as the other brands.

We can meet many other constructors from TURKEY and CHINA, but those are low cost quality and only for prices hunters. If a customer is making comparison between us and them then you can consider he is not serious. It is not necessary to explain all details of our machines to this type of customer, who puts these "low cost manufacturers" in front of us or other European manufacturers.

To get more information about all of mentioned competitors see details on their website.

KEY POINTS TO INSIST ON

All arguments mentioned on our technical document are very important to mention once working with a customer (especially professional customer) in front of our main competitors:

- Frame on level O
- Quick mould change
- Easy adjustable height for production
- One unique vibrating table for each press model
- Motors position for vibration
- Patented vibration

Whereas a potential customer who is not professional will focus more on the type of products manufactured and the production capacity.

INFORMATIONS ABOUT EACH MAIN COMPETITOR

MASA

Vibration motors are located under the press. No possibility to adjust the vibration from rear to front. Also access for maintenance is not easy. The price is higher because of the civil engineering work which consists in making a large pit under the press. Hydraulic group is located in a big container with a great distance of pipes delivering all components. There is a huge maintenance work for this type of hydraulic system and a greater risk of leaks on the plant. In addition, their machines consume lots of spare parts, with higher prices.

HESS

Vibration motors are located in front of the press exit side. Access to the engines is difficult for maintenance. No possibility to adjust the vibration from rear to front. Large presses have 2 vibrating tables. It requires more maintenance and greater consumption of spare parts. In addition, their machines consume lots of spare parts, with higher prices.

POYATOS

Vibration motors are located under the press. No possibility to adjust the vibration from rear to front. Also access for maintenance is not easy. The price is higher because of the civil engineering work which consists in making a large pit under the press. The press frame, very light and fragile, does not allow working with steel pallets and requires heavier maintenance. In addition, their machines consume lots of spare parts.

LEVEL OF PRICES OF OUR COMPETITORS

MASA and **HESS** are usually 15 to 20 % more expensive than us. When making offers, there are some items that need to be done by the customer locally – ref to many parts on the batching plant like aggregates beans, mixer support frame etc... For the production plant parts like press hopper, safety grills, etc...it will be mentioned by the customer. Also few points will be mentioned as options such as electronic adjustable vibration, pallet magazine etc...

POYATOS will be around 20 to 30 % cheaper than us. This is justified by the difference in technology.