

BRICKS

Time for expansion in the construction industry is now

Africa's leading manufacturer of a wide range of concrete block, brick and paving machinery, Pan Mixers, stresses that now is the time for contractors to consider expanding their business and sourcing additional avenues of income.



VB4X - side view

FINDING A SUITABLE SITE

"If a need exists and the right material can be sourced, it makes sense to start another business - provided you have the necessary management, quality control and technical skills to operate a plant. All that is required is finding a suitable site, access to the right materials and an investment in reliable and technically-advanced brick and block-making machinery. Most importantly, there needs to be a demand within the area, and the ability to pay for the products at an acceptably-profitable price. If that exists, then there is no reason why a well-managed manufacturing business should not be successful," Walter explains.

Contractors have the opportunity to rapidly expand profits by providing their own supply needs, according to Pan Mixers South Africa - a market leader in the industry for more than 34 years.

The Johannesburg-based company is encouraging building contractors to consider producing their own concrete building products to supply the needs of their business and that of the surrounding communities - a move that could vastly increase business and profits.

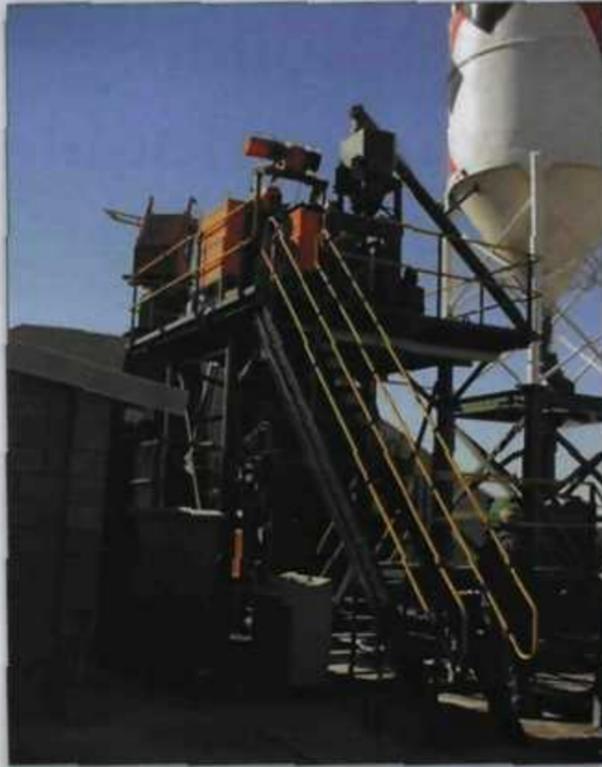
They are a leading manufacturer of a wide range of concrete block, brick and paving machinery, turbine and counter-current pan mixers and batching plants for the concrete, refractory and ceramic industries. The company have been servicing the needs of local and overseas customers since 1976. PMSA brickmaking machinery, in the Johannesburg area alone, produces 2 000 000 bricks a day.

Pan Mixers managing director, Walter Ebeling, says that an investment starting from R200 000 is all that is needed to set up a small brick, block and paving operation. Depending on local raw material and product selling prices, he believes that returns of between R14 000 and, in exceptional circumstances, up to R90 000 per month can be achieved.



VBI Econopac

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VB4X during production

Pan Mixers can assist in carrying out a feasibility study with prospective clients to ensure that a business case does exist for the products that are being considered for manufacture.

"Competing manufacturers of concrete products may have competitive advantages with regards to pricing of raw materials and efficiencies of scale, so it is not enough to assume that just because someone else is doing well that a new business would do well too. Therefore: preparation, determining what size machinery is best suited to your requirements and a feasibility study are important," Walter continues.

MANUFACTURE CONTINUALLY

However, he explains that the price of the machinery is not the only consideration when purchasing a new plant. To be profitable, the plant has to manufacture continually and make products of a high standard. A machine that does not mix the materials properly will require more cement to make good quality products, and ultimately force production costs to rise.

"If a machine breaks down and you cannot get support or parts from the supplier, then the costs of downtime and loss of production can be much higher than the initial difference in buying a cheap product, as opposed to one of better quality.

Sometimes it is tempting to think about starting with a cheap machine, but more often than not these businesses fail or never get to the stage of upgrading to better quality and more reliable machinery.

Pan Mixers SA understands how important it is for their customers to be able to continue producing quality products to stay profitable," Walter concludes.

Once the plant is installed, it is essential to train the operating staff and to actively manage and control the business. Poor control of the manufacturing process will lead to lower productivity and higher breakages - resulting in less profit.

Pan Mixers SA provides market leading support to thousands of customers worldwide and the company's brickmaking machinery in the Johannesburg area alone produce more than 2 000 000 bricks per day.



VB4X in action



RE-600 Econopac before dispatch