

## THE BEST VALUE IS SELDOM THE LOWEST PRICE

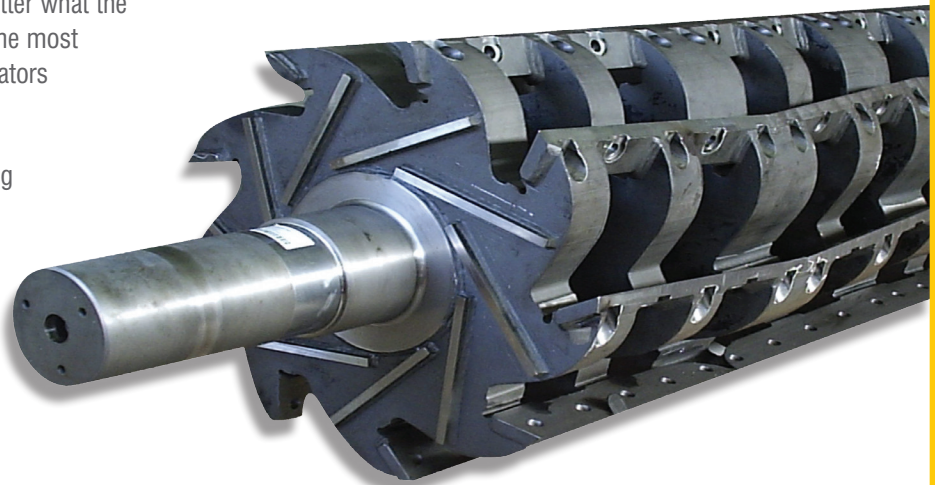
Obviously, every application is different and knife sharpening requirements change based on throughput and usage. But, no matter what the application or usage rates, replacement knives are the most significant operating costs associated with disintegrators

### EXAMPLE

A typical granulator running near capacity processing Post Consumer or other abrasive materials, will require two knife changes or sharpenings per week, minimum.

Most competitors' granulator knives have about 8 mm - 9.5 mm of regrind of which about 1 mm is removed per sharpening. That means one set of knives will last nine sharpenings or less than five weeks in this application.

The Herbold Rotor and Knife design provides 18mm of regrind capacity, nearly twice that of competitive models. This equates to 18 sharpenings and an average life expectancy of nine weeks. Factor in the knife savings (outside knife adjustment and consistent blade to screen clearance) the yearly savings is impressive, providing unmatched value.



### DO THE MATH

#### Competitor's Knives

- 52 weeks / 5 week usable life = about 10 sets of knives annually
- Average cost per set of knives = \$2,000
- **Total annual knives expenditure = \$20,000**

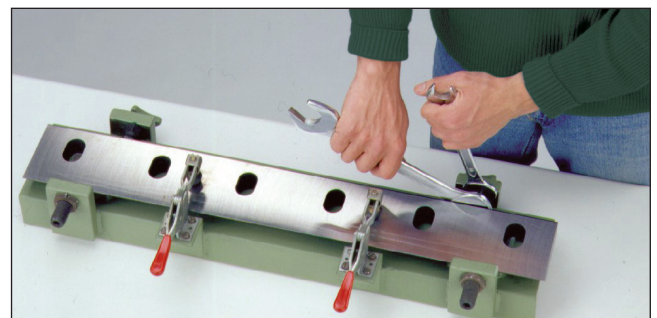
#### Herbold Knives

- 52 weeks / 9 week usable life = about 6 sets of knives annually
- Average cost per set of knives = \$2,000
- **Total annual knives expenditure = \$12,000**

**HERBOLD USERS SAVE UP TO \$8,000 ANNUALLY  
in knife costs alone!**

### OTHER BENEFITS

- The Herbold Knife jig allows all adjustments to be made quickly and easily outside of the granulator
- Herbold granulators maintain a "constant cutting circle" which provides a consistent "gap" between the knives and the screen.



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