

CASAR[®]

SPECIAL WIRE ROPES



**You always get
what you pay for**

This is our friend Chuck.

Chuck is the foreman of the company. His colleagues call him the "expert".

Chuck makes sure that work is done well, punctually and at good value.

His motto:
"I only buy the best".



And this is Detlef.

Detlef's only concern is cost. His colleagues call him "scrooge".

Detlef's motto:
"I only buy the cheapest".

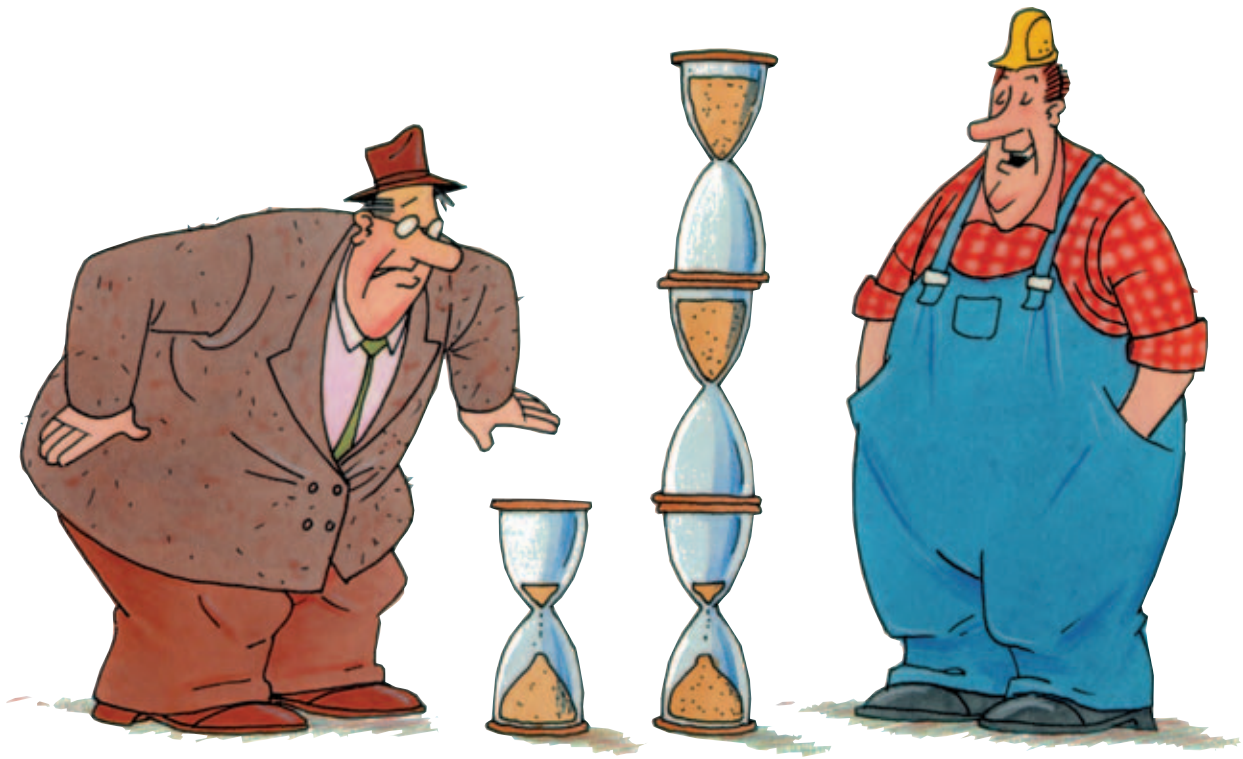
Detlef is convinced:
"Without me the company would have gone bankrupt long ago".



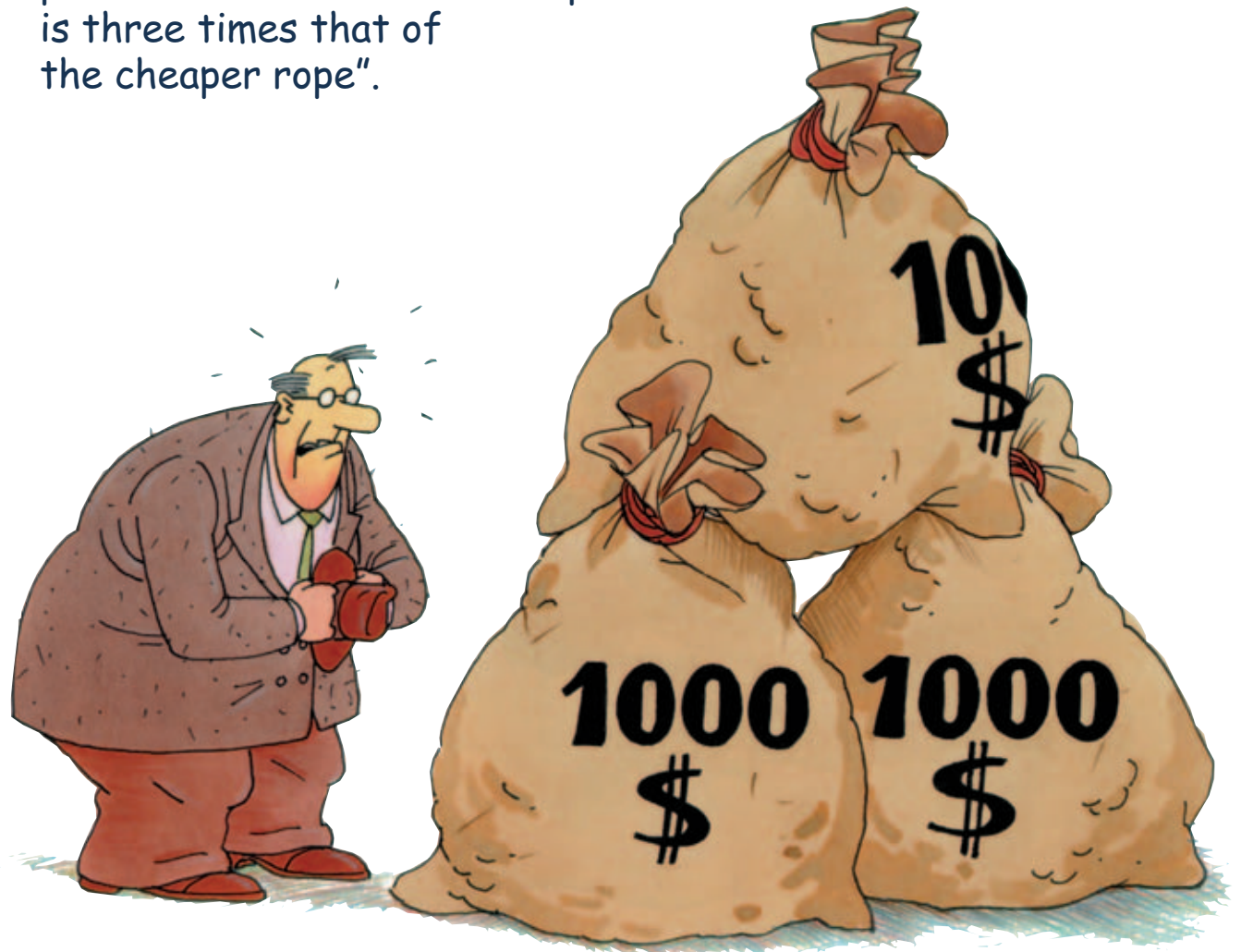
Chuck says: "For a good hoist rope from Casar I pay \$ 1500".



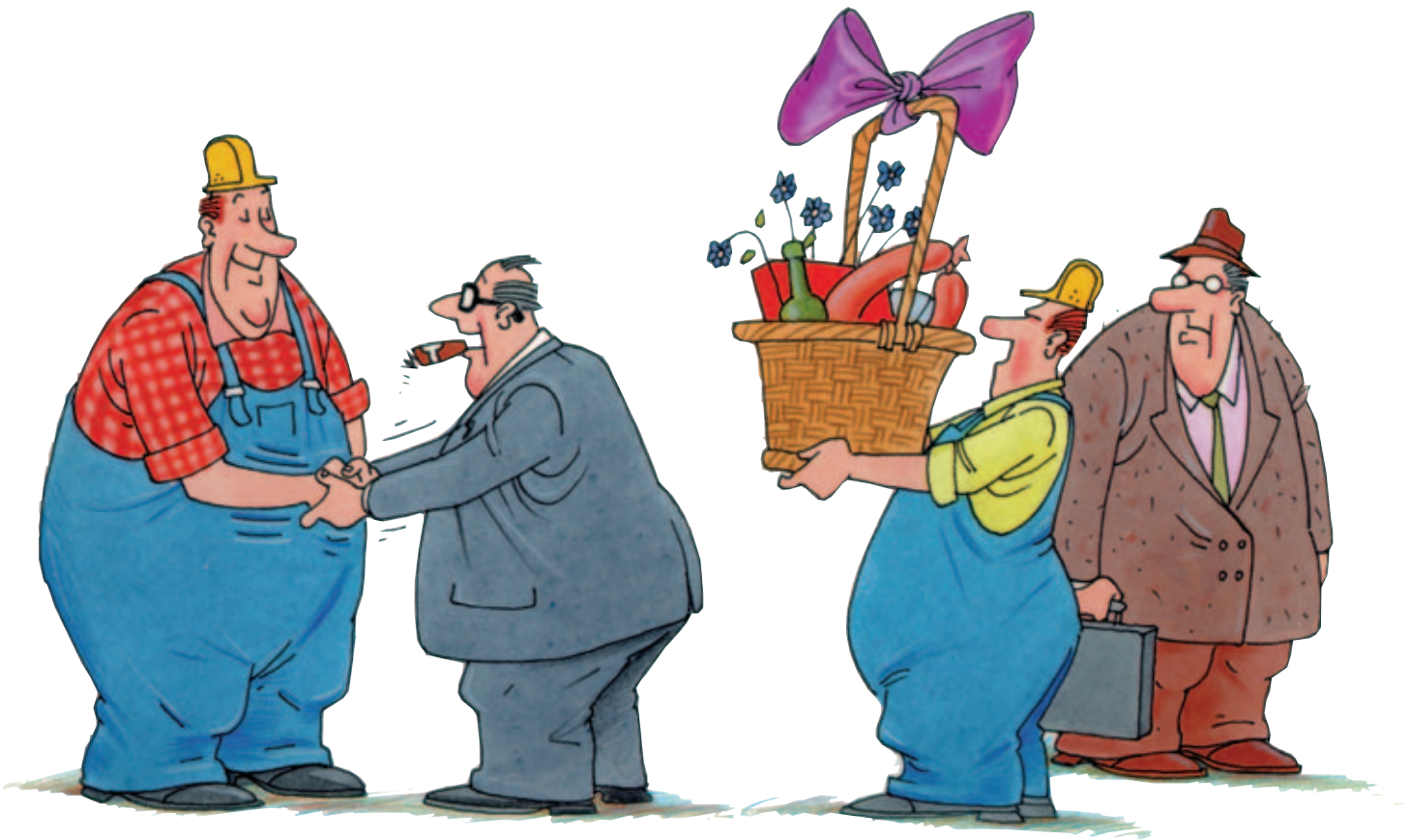
Detlef is convinced: "Chuck is crazy! There are hoist ropes available for only \$ 1000".



Chuck proves to Detlef: "Service performance of the Casar rope is three times that of the cheaper rope".



Detlef realizes: "I have to buy three ropes for \$ 1000 each to manage the same work!"



The boss is happy: "With Casar Special Wire Ropes the company saves money".

Note:



A typical example:

Crane Ropes for steel mills

The following case history is based on actual experience comparing standard 8 x 36 construction ropes with Casar Stratoplast.

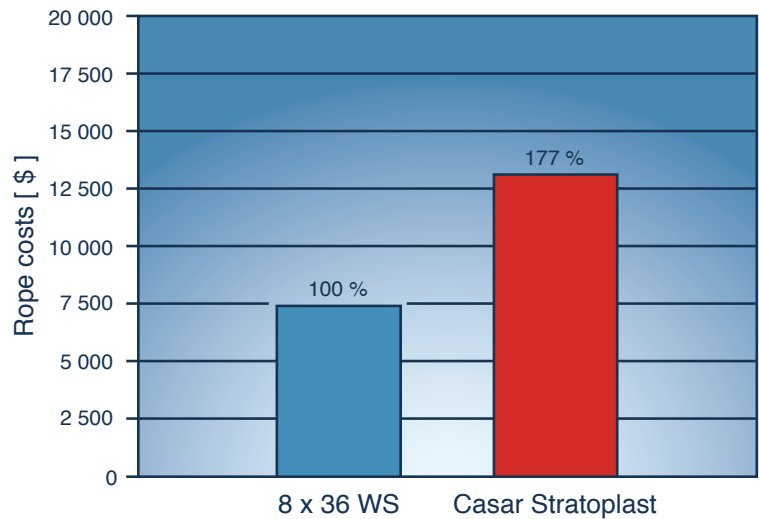


Fig 1: Comparison of rope costs

The initial price for Casar Stratoplast was 77% higher than that of the general purpose rope (Fig.1).

Adding the costs for installation, which are the same for both ropes, the price difference between the two constructions was reduced to only 47% (Fig.2).

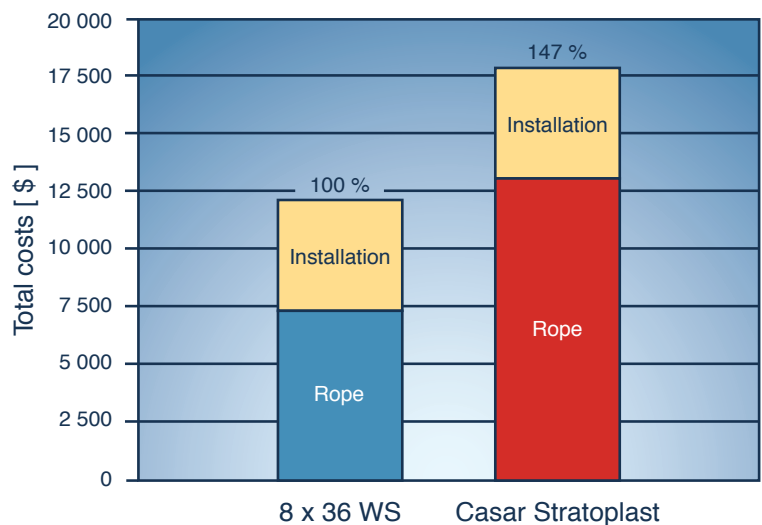


Fig 2: Costs of rope + installation

The tonnage produced with Casar Stratoplast was almost three times higher than that of the general purpose ropes (Fig.3).

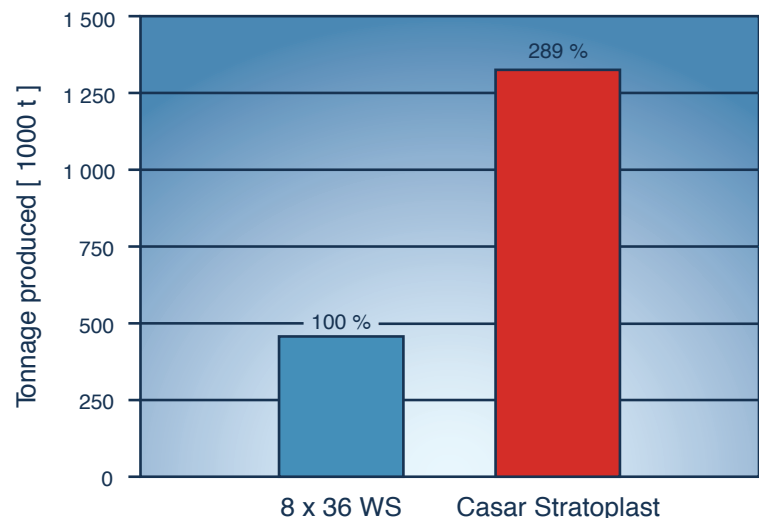


Fig 3: Comparison of production

The tonnage produced using Casar Stratoplast, divided by the cost of the ropes (including installation costs) was 97% higher than that of the general purpose rope (Fig.4).

The Casar Stratoplast produced almost twice as many tons per \$ than the standard rope.

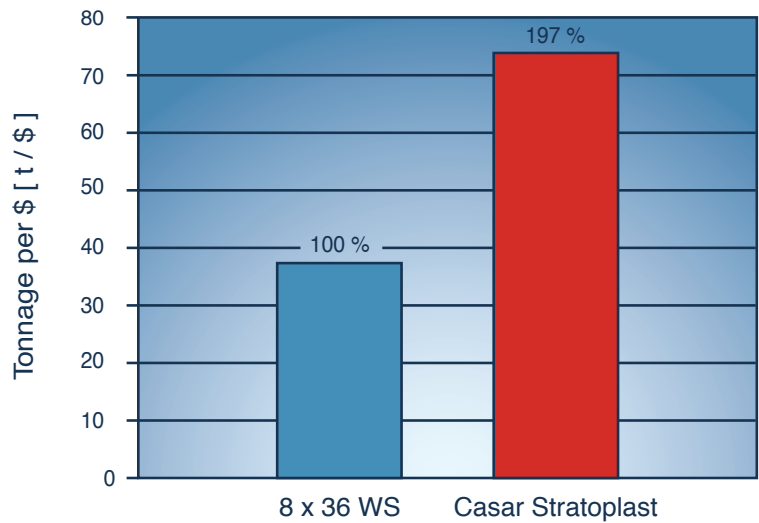


Fig 4: Tonnage per \$

The cost per ton for buying and installing Casar Stratoplast represents only 48% of the cost per ton when using a general purpose rope (Fig.5).

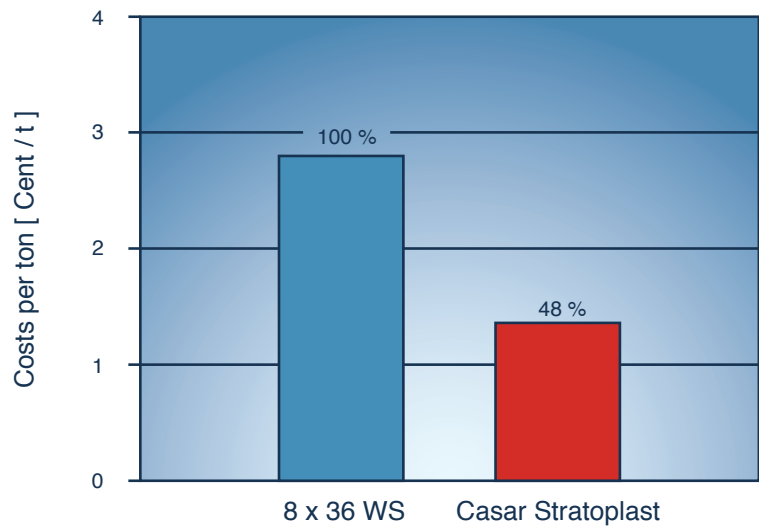


Fig 5: Costs per ton

In order to produce 1.3 million tons, three sets of general purpose ropes were purchased, installed and discarded. The same amount was produced with a single set of Casar Stratoplast, at only half the cost (Fig.6).

You always get what you pay for - at Casar you get even a bit more.

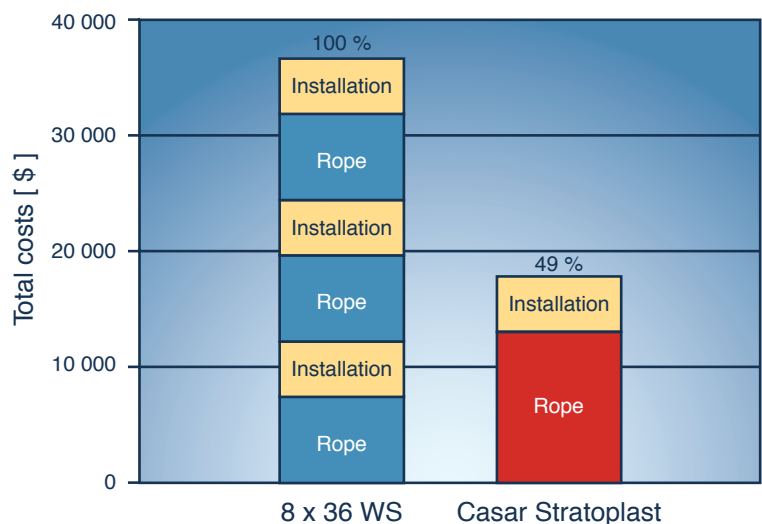


Fig 6: Costs for 1.3 mio. tons



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