

## In conversation with Erich Eisenlohr

### What exactly is your role, Erich?

Together with my team, I conduct inspections and maintenance work on silo and brine facilities and conveyor systems. Our patch covers all of Switzerland, Austria and Germany and extends into other European countries. We inspect and maintain facilities that come from our workshop as well as external facilities. Every year, our team of eight works on many different properties.



Erich Eisenlohr, responsible for the service and maintenance team at BL Silobau AG, describes his work routine.

### How often does a silo need to be maintained?

There are no general rules. It really depends on the location and the construction of the silo. We recommend that our customers have an initial service carried out five years after commissioning. For a ten-year silo, it makes more sense to inspect this more regularly, around every one to three years. Our work involves conducting an inspection on site. This involves different measurements, like the resistance of the wood or moisture. Our customer then receives an evaluation report. If necessary, we then put together a quote for the required maintenance work and perform the repairs.

### Are you often out and about, then?

I would say that my job is around 50% office work and 50% on-site work with customers. I like this combination. I've been working at BL Silobau AG since 2006 and I find my work very varied. Spring is high season. Silo and brine facilities are in particular need of care after a tough winter. Depending on the situation, we go out as a team or on our own.

### How has your work changed in recent years? And the requirements for your team?

The work has become more demanding in the sense that more data is recorded. At the end of the day, the silo constructions are also becoming increasingly complex. Thanks to our many years of experience, we are constantly developing our products and learning from our work in service and maintenance.

### What are the day-to-day challenges of your job?

They are quite varied. The trickiest situation is when I need to convince a customer that the silo has reached the end of its shelf life and needs to be replaced.

### And what do you particularly enjoy about your job?

I like working with the team. We get along really well with each other.

