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Multotec Aims To Become Leading Global Screen Media Solutions Provider

Building on a platform of robust growth in the African market that has positioned it as the market leader, Multotec is now focusing on replicating its local successes to become the leading screening media solutions provider in the international arena.

Rhodes Nelson, newly appointed managing director of Multotec Manufacturing, says that over the past four decades the company's screening media activities have been key to the company's growth. Nelson has worked within Multotec Manufacturing for the past 15 years and over the past four years was deployed in various operational roles in preparation to take on this leadership role.

"Our vision is quite simple – we want to become the No 1 screening media technology solutions provider for the minerals processing industry worldwide within a five to ten year period," Nelson says. "We intend to accomplish this by drawing on our substantial industry experience to establish structures that will appropriately service our overseas customers. This development will be expedited by the fact that today there is a high level of connectedness in the global mining industry in terms of technology. Whether through industry forums, movement of personnel between companies, or communication through social media, mining industry players know what's out there and aspire to keep pace with technological advancements."

In 2003 Multotec embarked on the first leg of the journey to internationalise the company in a way that would allow it to participate in the global knowledge economy, increase the skills and experience of its personnel and identify new markets and applications. Today, this is being advanced by harnessing the company's global customer base to leverage design innovation. Partnerships with customers are an important component of this initiative, allowing Multotec to become far more integrated in a knowledge economy that is moving forward at a rapid rate.

"Many of our screening media personnel have been with Multotec for decades and so we've accumulated almost a generation of wisdom and learning that has resulted in a keen understanding of market trends and the requirements of these markets, especially in the minerals processing and

beneficiation arena,” he says. “We recognise that it is imperative to document this knowledge and incorporate it into systems and support structures that will take the company forward into its next growth phase.

“At the same time, we’re putting a lot of emphasis on developing and retaining the critical technical talent among our newer staff members and setting them on a path to develop the levels of technical capability necessary to service global customers. In line with the majority market we’ve secured in the African region this represents a new chapter for Multotec, as we move forward in terms of succession planning and sustainability. As a maturing operation, we’re now looking at the bigger picture and at the longer term and believe the development of these skills will also boost the country’s economic sector in general.”

Nelson adds that as customers come under increasing pressure to extract maximum value from their existing assets the screening media market is evolving from being purely a buying market to one that demands added value.

“It’s an interesting fact that while the actual screening media represents about 2% of the total capital cost of the solution, the screen’s efficiency is totally dependent on the screening media and how it performs in terms of the feed envelopes that render downstream beneficiation processes optimally and efficiently,” he continues. “The real spend comes into play on the opex side where replacement and maintenance of screening media and the support sub-frame surfaces constitute the major operational costs.

“Allied to this is that the deteriorating quality of today’s ore bodies requires us to optimise screening media performance on a continual basis. While screens are originally specified for a certain grade of ore, as the grade changes over time and invariably deteriorates so the screen performance must be adjusted and improved. In a sense, the interaction of a screening media supplier with the customer is never-ending so we need to develop a sound understanding of each customer’s applications as the R.OM. feedstocks continuously vary over the life of mine.

“In addition, as a result of the depletion of skills sets on the mines, screening media OEMs like ourselves are now called upon to be the solution providers and are being held accountable for the

equipment we supply. Therefore, as the technological complexity of our products escalates we're increasingly being measured on performance.

"We're taking all these elements into account as we move towards realising our vision to become the world's screening media supplier of choice," Nelson concludes.

SCREEN MEDIA SOLUTIONS PROVIDER PIC 01 : Rhodes Nelson, managing director of Multotec Manufacturing, says the company intends to become the No 1 screening media technology solutions provider.

SCREEN MEDIA SOLUTIONS PROVIDER PIC 02 : The innovative Multotec TeePee screen panel which ensures increased open area and drainage.

SCREEN MEDIA SOLUTIONS PROVIDER PIC 03 : The injection moulded polyurethane TeePee screen panel complete with Saddle Top frame.

SCREEN MEDIA SOLUTIONS PROVIDER PIC 04 : The Multotec Saddle Top frame which offers a unique pinless panel fastening system that is growing in demand worldwide.

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