

FOR IMMEDIATE RELEASE

**FLSMIDTH'S DELMAS SUPERCENTER BENEFITS AN INCREASING NUMBER OF CUSTOMERS AS AN  
EXTENSIVE AFTERMARKET HUB**

FLSmidth's major investment in establishing its Delmas-based Supercenter just more than a year ago as an extensive aftermarket hub is benefiting an increasing number of customers. This is the first FLSmidth Supercenter to open on the African continent and only the seventh of its kind worldwide. The Delmas-based Supercenter will provide strategic stockholding, rebuild, repair and manufacturing facilities, as well as a training centre and a base for the construction team.

The FLSmidth Delmas Supercenter is geared to offer warehousing, rebuild and repair capabilities that support plant efficiency and safety. The facility works alongside customers to boost their competitive advantage and fortify their safety record, since repairs and rebuilds take place off site in a controlled environment. The Supercenter itself has established an exemplary safety record, with zero lost-time injury hours recorded from when it began construction at the beginning of 2012 to when it became operational in June 2013.

"The FLSmidth Delmas Supercenter has already established itself as a star player in our vast service network," Stephan Kruger, general manager, says. "The establishment of this state-of-the-art facility demonstrates the company's intention to become a partner of choice to its customers. It forms part of FLSmidth's global strategy to bring critical services closer to customers and, to date, we have undertaken many diverse projects focusing on the rebuild, repair and supply of products."

Kruger comments that one of the most important benefits to customers is that rebuilds and repairs are undertaken by an OEM, bringing in-house engineering competence to bear on all the work performed, based on readily available manufacturing data records of all this equipment.

In addition to rebuilds and repairs, the FLSmidth Delmas Supercenter conducts trial assemblies of equipment before it is deployed to customer sites. During this process, no-load testing and verification of all operating parameters are carried out, effectively minimising the potential

challenges often experienced during installation and commissioning and accruing savings in time, labour and site costs.

The integrated sales efforts of the South African FLSmidth organisation have seen the bookings of nearly 150 Supercenter orders since opened, of which 85 are currently active. Examples of this work include the manufacture, assembly, testing and supply of 13 vibrating screens and feeders that included a combination of single and double deck machines. The largest unit was a single deck screen with an overall assembly height of 5.5 m and a total mass of 32.5 t. The smallest was a 1.8 m wide by 4.8 m long screen. Kruger says this ability to produce both very large and small machines demonstrates the flexibility of the facility.

“Reducing costs for our customers is a major driver and the Supercenter has afforded us the opportunity to participate in cost saving initiatives with our customers in regard to new equipment, as well repair, rebuild and complete refurbishments,” he adds.

“As a major global player, FLSmidth was able to invest in South Africa with the technology and competencies necessary to ensure sustainable partnerships with our customers. This show of intent underpins our level of commitment, not only to our South African customer base, but also to customers in other African countries. FLSmidth has a large installed base of products throughout Africa and this facility supports the cost effective operation of our equipment in the long term.”

In line with the company’s regional and global strategies, best practice systems and processes have been implemented at the FLSmidth Delmas Supercenter from the start and Kruger says the next step, currently underway, is to become ISO 14002:2004 and OHSAS 18001 compliant.

Corporate Social Investment remains a strong focus for FLSmidth in South Africa and several projects are currently being assessed. Over the past year, the FLSmidth Delmas Supercenter has actively contributed to the local community through a directed employment strategy. This has seen local residents being employed across a broad range of functions and equipped with the necessary skills and competencies required for these positions, which has had an impact on reducing unemployment in the local community.

“FLSmidth remains committed to offering its customers and the mining industry a One Source solution,” Kruger concludes.

FLSMIDTH SUPERCENTER UPDATE PIC 01: The FLSmidth Supercenter in Delmas offers rebuild, repair and manufacturing capabilities, such as welding of an underflow chute pictured here.

FLSMIDTH SUPERCENTER UPDATE PIC 02: A vibrating screen mounted on a fully automated rolling frame. In addition to repairs and rewelds, the FLSmidth Delmas Supercenter conducts trial assemblies of equipment before it is deployed to customer sites.

FLSMIDTH SUPERCENTER UPDATE PIC 03: The new shot blasting facility at the FLSmidth Delmas Supercenter.

FLSMIDTH SUPERCENTER UPDATE PIC 04: Submerged arc welding equipment at the FLSmidth Delmas Supercenter.

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