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## Austmine

### What is Austmine?

Austmine is the Australian mining industry export association comprising companies dedicated to supplying the very best in innovative, cost efficient and practical technologies as well as services to mining operations worldwide.

### Austmine membership

Organisations interested in finding out more about what the Austmine membership has to offer are invited to contact the Austmine Executive Officer, **Robert Trzebski** at:

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# Australian mining technology breaking Olympic records

**Austmine deputy Chairman Graeme Tudor says the organisation will push for closer ties with Australia's peak mining body, the Minerals Council of Australia, after "productive" discussions with MCA Chairman and Newcrest Mining CEO Ian Smith in Beijing recently.**

An Australia-China Mining and Minerals Industry dinner held during the second week of the Beijing Olympic Games brought together Australian mining industry representatives, including Smith and MCA Chief Executive Mitch Hooke, Australian Governor-General Michael Jeffrey and Minister for Resources and Energy, Martin Ferguson, the Vice Minister-of China and Mining Association Vice President, Wang Min, and China Mining Association Vice-President, Zeng Shaojin.

Also present were successful members of Australia's Olympic swimming team, including captain Grant Hackett and medal winner Stephanie Rice.

Tudor, who is Managing Director of Australian mining software developer Micromine – a company



with a significant presence in China – said the Beijing gathering provided a good opportunity for him to discuss the growth of Australia's mining technology and services sectors with MCA, and Australian and Chinese government heads.

Australian mining equipment, technology and services providers generate an estimated A\$12 billion a year of sales, including at least A\$2.5 billion a year of exports.

Announcing

# Austmine2009

International Conference & Exhibition

*Australian Mining Technology → Global Mining Innovation*

30 – 31 March 2009, Adelaide Convention Centre, South Australia

**www.austmine-event.com.au**



“The sector is a real success story,” Tuder said. “It has grown out of one of the most competitive mining supply markets in the world, if not the most competitive, in Australia, and it is now increasingly taking that aggressive, winning attitude out to the rest of the world.”

Tuder said the MCA’s members represented the cream of Australia’s leading domestic and international miners, contractors and consulting groups.

“We (Austmine) and MCA have more in common than perhaps has been realised in the past,” he said.

“I would like to see greater recognition of the quality of Australian mining technology, and the ability of Australian companies to sell and support that technology, and services, all over the globe.

“There is no reason a big Australian miner, or contractor, working in South America, Africa, Asia, or Russia, should feel that they can’t get the best Australian technology and support in a particular location, because it’s happening already and the presence of Australian suppliers in foreign markets continues to grow. In certain cases local mining companies in some countries are using Australian mining technology to try to beat the competition, including our own mining companies.”

The Beijing business dinner drew more than 220 attendees.

Minister Ferguson said China was the largest single market for Australian iron ore, the second largest buyer of Australian copper, and the third largest destination for iron and steel. By value, around 20% of Australia’s 2006-07 mineral exports were bound for China – worth almost A\$14 billion.

MCA member companies produce up to 85% of Australia’s mineral output including precious metals, base metals, light metals and iron ore, as well as energy materials such as coal.

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## Australians make big MINExpo 2008 stand

**Austmine Executive Officer Robert Trzebski is confident numerous opportunities for members will flow from the biggest ever Australian presence at the quadrennial MINExpo show in Las Vegas, which drew record exhibitor and**

## visitor numbers as the world’s largest mining exhibition.



Organiser, the National Mining Association of America, said 38,500 visitors attended the show, up 44% from 2004, while 30% more exhibition space was filled at the Las Vegas Conventional Centre.

Austmine members were among more than 60 Australian businesses represented at MINExpo. The Australian pavilion, which also featured Queensland and South Australian government displays, comprised 33 booths.

“This time there was very strong interest from our members in being part of a united Australian presentation front. I believe we could have a much higher number of individual companies exhibiting at MINExpo next time, based on the success of this year’s event.

“Australia had a large international presence, which had 80 different countries participate. We have seen over the past five years many Australian mining technology and services companies build a much bigger global presence in line with the mining industry’s globalisation.”

Perhaps in accordance, Austmine’s membership has also more than doubled during this time.

Austrade’s Sydney-based national manager mining and infrastructure Jeff Turner said the Australian pavilion at MINExpo was the third largest country pavilion, behind the USA and Canada.

He said the Australian mining equipment, technology and services (METS) sector had built an enviable reputation in the international mining industry.

“Australia is a world leader in providing innovative and highly technical products and services, with over 60% of the world’s mining operations utilising software developed by Australian companies. Australia’s METS are found in all parts of the world,” he said. “The Australian METS sector generates estimated annual sales of A\$12 billion, with 50% of firms in the Australian sector being exporters and registering combined

exports of around A\$2.5 billion.”

Trzebski said of the importance of such international trade forays, like the one organised earlier this year to Chile, that these create more opportunities for Australian-based mining technology and supply companies. Their value was underlined by the emphatic follow-up activity being generated in emerging markets such as Brazil, parts of central Asia and Sub-Saharan Africa, and other countries in Latin America.

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## Micromine appoints new CEO

**Leading Australian mining productivity software and services provider Micromine has a new Chief Executive Officer.**

Peter Rossdeutscher has assumed responsibility for building on Micromine’s strong market position, and strengthening relationships with clients, employees and industry partners. Micromine’s founder, Graeme Tuder, will continue to be involved in the company’s operations.

Born and educated in Perth, Western Australia, where Micromine is based, Rossdeutscher was most recently Managing Director, Asia Pacific and head of the Global Alliance Division of IT peripherals company Targus Inc. During his tenure, sales more than doubled and service levels improved to world class. He also spent seven years in Asia heading IT giant Gateway Inc where he led 240 employees across 14 countries, and served as CEO of A\$420 million industrial firm, Arena Asia.

Rossdeutscher has a Bachelors degree in Computer Science and a Masters degree in Marketing, both from Curtin University of Technology. He served as an Avionics Technician in the Royal Australian Air Force.

“The company has grown exponentially over the past three years and has an aggressive growth strategy for the future,” Tuder said.

“The new position of CEO is essential to achieve our growth ambitions and Mr Rossdeutscher’s experience and proven leadership abilities make an excellent fit for the role.”

The new CEO said he was “thrilled to join Micromine at this exciting juncture”.

“The company has a superb foundation in place, so the opportunities to further support clients are enormous. We will continue to focus on strengthening Micromine’s position as a leader in software research & development,

consulting services and worldwide distribution.”

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## Merger sorts new leader

**Leading mining sorting technology providers, UltraSort and Commodas, have joined forces to create a newer and stronger market leader.**



According to UltraSort Managing Director Sydney Goodman, the combination of Australia's UltraSort and Commodas, part of Norway's Tomra Systems ASA, is set to deliver an even greater range of state-of-the-art sensor based recognition and sorting solutions, and increased global support for equipment in the field. Using sophisticated detection, processing and separation technology, their machines remove waste material from ores economically, at high speed and with close to 100% accuracy.

The latest range of sorters can identify complex and previously unrecoverable ores, with high resolution solid state and multi-laser optics operating four times faster than any other known system on the market.

Tomra, through wholly owned subsidiary TiTech AS, has acquired UltraSort and joined it and Commodas, the other leading mining sorting technology business in the TiTech division. Tomra described UltraSort as a “strong strategic fit with Commodas”, with the two units combined producing a market leader in the segment.

Commodas and UltraSort together have about 150 sorting systems at mining operations around the world.

Goodman said both TiTech and Commodas had a long history of supplying sensor based sorting equipment for industrial and mining uses, and their reach to over 40 countries worldwide would “enable our company to provide customers with an even better level of products and service”.

The company would continue to

trade as UltraSort from its existing Perth and Sydney premises.

“Going forward, we will be using the international sales and service centres of Commodas in various countries to attend to local sales advice and service in those countries,” Goodman said.

“We will continue to supply machines and spares from our local factories in Australia to our clients worldwide, and will supply sales and service to our Australian clients from our local factories as well. In addition we will offer services and sales to our international clients as appropriate, to ensure the highest level of service and technical expertise is provided worldwide.

“Now part of a new corporation, we will be the sole market leaders in the sorting field and we look forward to this new phase of growth of our business with a great deal of excitement, enthusiasm and passion for the tasks ahead.”

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## Scanalyse maps future growth course

**Early success in South America, coupled with widespread demonstration of the cost benefits delivered by its unique MillMapper surveying technology in Australia, have put Scanalyse on a path to significant export growth over the next few years, according to the company's Chief Executive Peter Clarke.**

In the face of expected tougher times for the global mining industry due to lower commodity prices, this confident prediction is based on the quality and ostensibly, the positive implications of data generated over the past two years since MillMapper was launched in Australia.

“We've been extremely fortunate with our timing ... because we've been able to get the technology out there into the industry when people have felt comfortable about spending some money and seeing whether this technology is going to do something for them or not,” Clarke said.

“We have got it to a point where we can demonstrate how the technology is helping to reduce operating costs, increase production revenue, and also improve mill inspection safety, because of the experience we've had over the past 12-18 months

## Scantech cements world leading position

**Australia's world leader in the supply of on-line analysers for the bulk materials market, Scantech, will continue to expand its product range over the next 12 months as it seeks to consolidate its position as the second biggest international supplier of the valuable analytical technology.**

Coming off a record 2007-08 year, when the company posted a 28% increase in revenues to A\$13.68 million and ended the period with 238% higher (year-on-year) orders on hand of A\$8.5 million, Scantech believes there is a ready international market for its CIFA350 Carbon in Fly Ash Monitor, successfully installed at the Tarong coal mine in Queensland, and other new products.

The company derives about 80% of its sales outside Australia and now has more than 720 of its on-line analysers installed at sites in nearly 40 countries. About 10% of these were commissioned in 2007-08.



“While Scantech's competitors concentrate on one or two products, we have a range of products which provide solutions to meet customer demands,” company Chairman Peter Pedler said.

“The Mark IV range of elemental analysers provide solutions tailored to the coal, cement and minerals industries while a range of ash gauges is tailored specifically to the requirements of coal producers and the steel industry.”

Scantech's microwave gauges provided solutions in a range of applications, while its natural gamma analyser was a proven performer, Pedler said.

Managing Director David Lindeberg said sales of Scantech's GEOSCAN analyser in the cement industry were up in 2007-08, at 25 units, while enquiries continued to climb. “GEOSCAN sales to the minerals sector ... demonstrated continuing strong demand

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## Scantech cont.

in the iron ore industry and exciting potential in the copper industry," he said. "Strong TBM 210/230 [moisture monitors] sales to platinum, iron ore and copper operations, mainly in southern Africa, confirmed the importance of this technology for stand-alone metal accounting and moisture control applications.

"The minerals sector is still under development, with good potential in the next five years," Lindeberg said.

Scantech chief research scientist Ken Smith said the company believed the CIFA350 "will have an important role in boiler control in coal burning power stations".

"It provides very useful on-line data which can assist in fine tuning the boiler for peak efficiency," he said.

"This is particularly useful when coal from a variety of sources is being burnt.

"Another important function is in CO2 emission monitoring and reporting. Carbon that remains in the ash does not contribute to CO2 emissions, so if unburned carbon is accurately measured a more precise calculation of CO2 emission can be made.

"We don't have any technology which can measure SO2 in flue gases. However, we can measure the sulphur in the feed coal. We can also measure other elements in the coal, such as calcium, which can capture the sulphur in the ash rather than allowing it to be released as SO2. This allows coals to be blended to give optimum sulphur capture.

"Our R&D focus is on adding new products to our range and ensuring that our existing products remain up to date. Any new technology that we adopt must be compatible with our approach to on-line analysis and must fill a market niche that our existing products cannot fill."

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## Scanalyse cont.

and the data that has been generated.

"That can now be analysed and show the cost cutting aspect, which is increasingly important because that's the pressure that's going on now."

Positioned in the market now as world leading grinding mill condition monitoring technology, MillMapper was originally developed at Western Australia's Curtin University in Perth with the support of mining industry partners Alcoa, Kalgoorlie Consolidated Gold Mines and BHP Billiton.

MillMapper uses calibrated laser scanner data captured inside a mill within minutes to determine thickness at several million points on all liner surfaces with millimetre accuracy. Patent-protected proprietary software provide operators with a high-density 3D colour-coded thickness map of the mill (shell, feed and discharge ends), allowing them to rapidly and accurately determine liner condition for the entire visible liner surface.

Conventional mill measurement methods such as ultrasonic gauges only provide a few arbitrarily selected measurements, are prone to human error and require an operator to enter the potentially hazardous environment of the mill.

Clarke said Scanalyse had already captured an estimated 30% of the Australian market and was now making a concerted effort to break into the South American market.

"Entry into Chile and Peru has been achieved, starting in January 2008, and several major sites are now using the technology," he said.

"As a result of an Austmine hosted tour to Brazil in April and a recent visit to follow up leads Scanalyse has now commenced operations in Brazil on two mine sites with several others expected to follow suit over the next few months.

"We looked at Chile first because of the large

amount of copper mining and processing, which requires grinding mills and generally large grinding mills. The industry there has been developed over the last 20 years rather than the last 50-60 years, which means there are quite a few of the more modern plants designed with the large SAG or AG mill, followed by a couple of ball mills.

"That type of processing, and that type of circuit and equipment, is very appropriate for our technology. Essentially it's a critical path processing line and if any of those components gets shut down then the whole mine site stops producing, and so it's in those sort of mission critical elements where you need to maintain your equipment at a much higher level because you don't have any redundancy."

Clarke said the US, Canada and parts of Africa also represented important future markets.

"At the moment exports would only be about 10% of our total revenues," he said.

"But we would expect that over the next couple of years we would grow that quite dramatically, and in 3-4 years time probably 75% of our income should come from overseas."

Scanalyse has doubled its workforce in the past 12 months and is preparing for a further round of recruitment.

"It [recruitment] has been a constraint on growth," Clarke said. "It's been very difficult to find experienced and high quality personnel who've really got the ability to help us take this technology to the international marketplace.

"That could be the silver lining for us in the storm clouds that are brewing. There are sites closing down and there are people who are now looking for work. So I think we stand a better chance of finding people that we need."

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