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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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Chile MoU firms growth pact

A new era of co-operation between Australia and Chile on the exchange of mining expertise, innovation and technology is underway after Austmine and Minexport Chile AG signed a Memorandum of Understanding at the recent Asia Pacific International Mining Exhibition (AIMEX) in Sydney.



Signing of the MoU in Sydney on 4th September 2007.
(L to R) José Luis Balmaceda, Ambassador of Chile, Andrés Costa, Chairman of Minexport Chile A.G., Austmine Chairman, Alan Broome.



Austmine Chairman, Alan Broome.

Part of a broader co-operative trade framework established between Australia and Chile, the Austmine-Minexport MoU is expected to provide a basis for greater interaction on mining technology research, development and commercialisation. It could also provide an avenue for Australian and Chilean companies to integrate product lines and services.

Witnessed by Australian Transport, Infrastructure and Energy minister Patrick Conlon and Chilean Ambassador to Australia, José Luis Balmaceda, the latest agreement signing follows last year's entry by the two countries into a Mining Co-operation MoU.

With Australia's exports to Chile approaching \$A200 million a year and foreign trade between the two countries exceeding \$A320 million, the latter continues to grow in stature as a trading partner in Latin America and as a base for Australian companies accessing markets in the region. More than 60 Australian companies involved in industries such as mining, agribusiness, science,

innovation, financial services, tourism and education in Latin America, are based in Chile.

Austmine Chairman Alan Broome said stronger transport and shipping links and the growing political and trade ties between Australia and Chile created a positive setting for bigger future trade flows.

"Chile is one of the thriving nations of Latin America."

"Much of the country's growth has been a result of a growing mining industry, and demand for new technologies in this industry has created many opportunities for Australian companies.

"One of the key (Australian) Federal Government trade agenda items is to increase mining technology and service exports from the current \$2 billion a year... to \$5 billion in the next 4-5 years. We think one-third of this will be going to South America.

"It is an exciting time because the resources sector worldwide is booming, the demand is there for mining technology, equipment and services, and Australia is seen as a world leader."



Making the right moves

Be prepared. It's the fundamental maxim observed by participants in the emergency rescue and training field. But for a leading specialist that has worked with BHP Billiton, Barrick Gold Corporation, Newcrest Mining and Zinifex in Australia, it's not enough. "Be better prepared", is its version.

Queensland-based group BLP Training & Services has trained soldiers, security personnel, elite sportspeople, fire fighters, paramedical crews and miners to be as well prepared as they can be to handle emergencies.

The company also has a proven track record in the provision of man power in the field of emergency services in remote and difficult locations and conditions.

BLP Group operations and training manager Grant Doyle said newer resource-sector contracts included alliances with Thiess and Dyno Nobel in Queensland, and an extension of its long-term contract at the BHP Billiton-operated Groote Eylandt Manganese Company (GEMCO) operation in the Northern Territory.

"That [Groote Eylandt] is a good example of what we do in the mining industry," he said.

"We provide the operational capability and support to the local community in regard to emergency rescue, heights recovery, fire fighting, ambulance and paramedic care, as well as security."

"We also conduct the on-site and GEMCO induction and specific training, such as basic first-aid, working at heights and confined space entry, and fire extinguisher and fire warden training."

Doyle said BLP had extensive experience operating emergency services in high-risk and remote regions. The group pioneered the concept of emergency service operations (ESO).

"Our intent was to provide a better service for high risk and remote operations."

"BLP integrated its security, fire and paramedical services into one, multi-functional capability...which leads the industry in its ability to provide multi-capable emergency service personnel who are highly efficient in the provision of security, fire and paramedical services.

"These operations provide clients with a more cost-efficient service that eliminates the need for separate service utilities."

A quality-endorsed and registered training organisation, BLP can deliver hands-on training to better prepare emergency personnel, chemical response teams, fire-fighting teams and natural-disaster aversion management or rescue teams for any operational engagement.

Engineering a Vision

BHP Billiton, Dyno Nobel and Shell Australia are among the early adopters of a state-of-the-art engineering design system developed in Australia and licensed exclusively around the world through United Group Resources.

VirtualVision, a 3D photo-realistic site 'walk-through' tool, is an innovative and cost effective solution that allows users to view site assets and systems remotely, boosting the effectiveness of planning and engineering design resources.

United Group Resources, a business within ASX 100 company United Group Ltd, started rolling out the technology a year ago. At a time of widespread and severe shortages of competent engineering personnel, and increasing costs of maintenance and project delivery, VirtualVision offers a means by which assets owners and service providers can more effectively use their skills base, according to United Group Resources global sales manager, technologies, Johnny Cates.

"VirtualVision provides a visual assessment of sites and infrastructure linked to defined locations from a virtual plot plan or site map."

"The modelling software captures and stitches together up to 10,000 digital images to create a photo-realistic 3D 'walk through' of the environment. The graphical user interface (GUI) provides free roaming and path navigation, either by way of a mouse or keyboard to simulate a remote 'being-there' experience, with 360-degree horizontal views, text and image recognition tools to identify site assets all from your laptop or PC."

Cates said VirtualVision allowed engineering personnel, stakeholders and contractors to centralise operations but retain direct desktop access to remote sites. It could be used as an asset and systems management tool, as well as for construction and maintenance reviews, stakeholder viewing, operator training, risk management and health and safety analysis.

"The product increases operational and maintenance efficiencies, reduces costs related to travelling to remote sites, reduces exposure to risks and allows an organisation to draw from a great resource pool as they are no longer reliant purely on personnel physically on-site," Cates said.

A vision for the future

Documentation tagging and the ability to 'zoom' in for detailed viewing of assets were also possible.

"The products are customised for each user by United Group Resources before being supplied on CD in a standard format compatible with any computer," Cates said.

Users in the mining, utilities and oil and gas sectors have already seen reductions in resource overheads and improved planning, auditing, maintenance and estimating efficiency. In constructability and maintenance reviews, VirtualVision has been used to authenticate the progress of work and enable engineers to refer back to the original installation to deliver visual reporting back to project management to minimise new installations and work risks.

A major engineering and services company, United Group Ltd provides industrial maintenance, manufacturing, engineering, transport facilities management and corporate real estate services to companies and governments around the world.



Gekko cuts cyanide use, costs

A new gold/silver recovery plant in southern Argentina features cutting-edge technology from Australia that is expected to deliver to the operator significant environmental and operating cost benefits.

Gekko Systems supplied its unique InLine Pressure Jig and InLine Leach Reactor to Minera Santa Cruz at the San José mine in Patagonia. Minera Santa Cruz is co-owned by Minera Andes (49%) and joint venture partner and operator Hochschild Mining plc.

The total cost of the processing plant was less than \$A10 million, with a second stage planned following successful commissioning of the initial facility.

San José ore responds well to pre-concentration, hence the use of a gravity device (InLine Pressure Jig) in the process flowsheet. The unit significantly reduces cyanide use at the site.

The InLine Leach Reactor treats concentrates from the gravity/flotation circuit.

Minera Andes said the modular gold and silver recovery plant manufactured by Gekko

Systems would contribute to San José's low operating cost profile. The operation is forecast to produce 61,000oz of gold and 3.1 million ounces of silver annually. The project's average operating costs are predicted to be \$US200/oz of gold equivalent.

"A formal decision has been announced by the San Jose joint venture operating company aimed at doubling production in 12-to-18 months from the June 2007 start-up," the mine operator said.

Proven and probable mineral reserves at start-up were 1.16Mt grading 7.7 grams per tonne gold and 406 grams per tonne silver.

The internationally recognised InLine Pressure Jig is a high yield, high recovery gravity separation device being used to recover free gold, sulphides, native copper, native silver, tin/tantalum, diamonds and garnet. The InLine Leach Reactor has been used to increase recoveries of both free gold and sulphide related gold with its rapid leach kinetics and capacity to leach coarse and high grade gold concentrates.

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World class laboratory to open its doors

Leading laboratory services provider Amdel Ltd is on track to complete a major expansion of its facilities in Adelaide, South Australia, where it is investing more than \$A10 million in its new Wingfield laboratories.

The company's chief executive officer Steve McAllister said the Wingfield complex would enable Amdel to meet the ever increasing demands of clients for a single laboratory to satisfy their entire mineral analysis requirements, from exploration, assaying, grade control and mineral processing solutions for process control and plant optimisation.

With completion scheduled for March 2008, the expansion would ensure Amdel continued to excel as a premier one-stop-shop for minerals testing across the base metals, uranium, iron ore, gold, nickel, minerals sands and bauxite markets.

A centre of excellence

Amdel has been one of Australia's leading laboratory service companies since 1960.

It carefully selected the 16-hectare Wingfield site in mid-2006 as one which could host a world-class Centre of Excellence for the minerals and exploration markets, and accommodate future expansion. The laboratory complex design focused on the utilisation of new techniques to create a highly energy and water efficient operational site.



Wingfield is a prime industrial estate 10km north-west of the Adelaide CBD with excellent access to major trucking and shipping corridors.

Amdel was successful in October this year in being awarded under the Innovation and Investment Fund for South Australia (IIFSA) a \$A1.84 million government grant for the expansion, which is seen to support sustainable job opportunities in South Australia.

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Smart state recognises clever company

Engineering and export success have been hallmarks of Queensland company Ludowici's growth over the past decade.

Currently being stepped up in significant emerging mining and processing equipment markets in South America and Asia, the export drive and Ludowici's innovative product development were recently in the spotlight when the company won the major gong in the large manufacturing and mining category of Queensland's annual Smart State Awards.

Presented by former state premier Peter Beattie, the award was for innovation and Ludowici's demonstration of its ability to develop and commercialise innovative equipment for the mining industry.

Business development manager Jim Cronin said innovation in design and manufacturing was a focus of the company's in-house research and development, and its collaboration with groups such as the CSIRO and universities.

Established in 1858, Austmine member Ludowici has its head office and new state-of-the-art manufacturing base in Brisbane, Queensland. It services the Australian market from offices in Queensland, Western Australia, New South Wales and South Australia, and the international market mainly via subsidiaries in Chile, the USA, China, India and South Africa.

"Ludowici works closely with the major mining companies, CSIRO, universities and industry bodies to develop leading edge innovative technology for mining markets in Australia and overseas."

Cronin said the company was building a long-term sustainable business in Latin America and was committed to growing its footprint there by organic or acquisition growth.

"We have an operation in Chile with staff of 11 people and have used it as the base to grow sales in Chile, Peru, Argentina, Bolivia and Colombia," he said.

"We are also working with CVRD in Brazil and hope to achieve sales in the near future.

"In India we have opened a sales and service operation in Chennai and have achieved initial sales of \$A1.5 million.

"India is a target country and we will build a long term business as equipment suppliers to the Indian mining industry.

"We have achieved ongoing sales in both countries and continue to exhibit at mining shows to promote our brand. In 2008 we will exhibit at Expomin in Chile and IMME in Kolkata, India."

With total annual sales of some \$A145 million and about 570 employees, Ludowici is intent on expanding its mining business globally.

"The Ludowici brand name represents reliable, leading edge equipment and is truly a global brand," Cronin said.

"Expanding our global footprint into target mining markets is a priority strategy."

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New Qld export award for 'smart' company

Austmine member Runge is vying for recognition in this month's Australian National Export Awards after taking out the Premier of Queensland Export Award in the services category.



The leading mining software and consulting services company was named at the end of October as one of Queensland's top export firms, a year after being recognised by the Queensland Government as the state's Smartest Company.

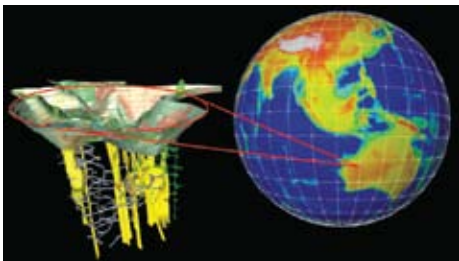
The National Export Awards reward outstanding export achievement in a services industries such as consulting, finance, insurance, legal, health, community and engineering.

Runge has remained at the forefront of new technologies and software development for more than 30 years and now boasts 15 offices globally, spread through North America, Latin America, Africa, Europe and Asia.

Business development manager Pat Williams said Runge epitomised a "smart" company with its innovative approach to developing and selling software for mine planning and management, the provision of technical training courses, its investment in research and development, and its world-class consulting skills and expertise.

With customer mines scattered in remote locations around the world, Runge has developed techniques to maintain contact and foster business ties with miners from Alaska through Sweden and to outback Australia.

Williams said Runge had embraced



Assistance for new SME exporters in the Mining Sector

TradeStart, Austrade's program for assisting new and emerging exporters, has appointed a new Export Advisor, Sonja Holoche-Ertl to assist companies in the mining technology and services sector boost their exports. Sonja is based at Australian Business International Trade Services and is working with Austmine members and other mining suppliers to implement the TradeStart program.

Support is available for small-to-medium mining service and product suppliers in NSW, QLD, VIC and TAS. Businesses can receive assistance with; identifying export business opportunities and potential distributors or partners, assistance with international strategic and marketing plans, support with overseas market visits, and participation in trade exhibitions through Austrade's offices located in over 60 countries.

If you are considering getting into export or looking at growing your exports in existing markets, the new Export Advisor, Sonja Holoche-Ertl can assist.

Contact Sonja at Australian Business International Trade Services on Sonja.holoche-ertl@australianbusiness.com.au or 02 9458 7458.

Webex technology to meet clients online – using a rich set of interactive, multimedia features for meetings. "This means we have been able to provide software demonstrations to many customers around the world – without leaving the office," he said. Runge also provided "web delivered" mentoring across different time zones.

Williams said the cost of travel and doing business with remote mining industry clients had been prohibitive in the past but was now viable, thanks to internet technology.

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New Members

Innovative Conveying Systems International Pty Ltd
 United Group Resources Ltd
 Conymet Duratray Pty Ltd
 BLP Training and Services Ltd
 A.C. Whalan & Co Pty Ltd
 Crusader Hose Pty Ltd
 Louminco Pty Ltd
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