



## MEMBER CASE STUDY BANLAW PTY LTD



At a moment when efficiency has never been more important to the mining industry, Banlaw delivers fuel-management solutions that readily optimise the performance, safety, and environmental ethos of diesel-powered machinery. **Banlaw has been a long term member of Austmine and have participated in numerous events and international programs.**

### How has Austmine membership helped your company?

We have found legitimate value in a wide-range of member events, from luncheons and networking events to conferences and trade missions. The personal nature of these interactions has generated solid work opportunities and a sense of connection.

### What is the best thing you've done through your Austmine membership?

The international trade missions have been well-planned and highly productive. Time spent with tier-one miners on the missions has enriched our knowledge-base, increased our exposure, and led to valuable collaborations in those markets.

### Why is Austmine membership important to you?

Strengthening our ties to mining leaders, both here in Australia and globally, has given us a world of perspective on how the industry is addressing current challenges, and how better fuel management fits into broader picture thinking.

**The mining industry needs every practical performance enhancement it can find, but the right conversations and connections don't always happen by chance. Banlaw's approach to fuel management solutions is made stronger through active engagement with the industry's most innovative people.**



click [HERE](#) to find out more about membership benefits

# MEMBER CASE STUDY BANLAW PTY LTD.



*"Australian METS like ours have much to offer the global mining community. The energy and resources we've put into Austmine events has opened the door to productive conversations, mutual support, and lucrative work opportunities." – [Scott Kelly, Global Accounts Manager, Banlaw Pty Ltd](#)*



## THE JOURNEY

Fuel is a major cost-factor at mining sites throughout the world, and better fuel management will lead to a stronger bottom line. Banlaw's solutions give customers a powerful new level of insight and control over their fuel usage.



## THE MOTIVATION

The company's innovations are applicable to several industries (e.g. rail, transport, defence and container handling), but mining companies are uniquely poised to benefit. For Banlaw, a direct pipeline to the industry's leaders can open the door to meaningful growth.

## THE BENEFITS

A dynamic line-up of Austmine member events throughout the year provides Banlaw with an engine for deeper involvement in the METS and mining sectors. Active engagement with members leads to new insights and fresh collaborative efforts. International trade missions offer unique opportunities to showcase Australian expertise, and to put world-leading solutions in front of the companies and leaders who need them most.