

MEDIA RELEASE

AIMEX 2013 offers unique opportunities for miners to see latest cost-saving efficiencies

With mining companies looking at ways of increasing efficiency and reducing operating costs, Australia's largest mining exhibition, Asia-Pacific's International Mining Exhibition – AIMEX, will offer a unique opportunity to see the latest innovations, products and services to achieve these aims.

To be held at Sydney Showground, Sydney from August 20-23, AIMEX 2013 will have more than 600 exhibitors covering a total exhibition area of over 45,000 sq m.

Peter Van Iersel, executive chairman of AIMEX organiser Reed Mining Events, said that this year's exhibition was occurring at a critical time for the mining industry, both in Australia and globally.

Van Iersel, a former director of the Resource Technology Centre, part of the Commonwealth Government's Enterprise Connect division, has had more than 40 years' experience working at all levels of the Australian mining industry.

Previously managing director and a part-owner of Longwall Associates Australia, he has held senior executive roles with global mining equipment manufacturers, and been involved in the export of mining equipment to China.

"As global commodity prices are becoming more volatile, Australian mining companies are looking at ways of reducing their operating costs – and we've all seen the recent headlines highlighting contractor layoffs and even mine closures," Van Iersel said.

"Today, miners are taking a close look at where they can increase operational efficiencies, raise productivity and achieve more with less – and AIMEX 2013 will provide an ideal opportunity for that.

"Certainly they are looking at innovative products or services that offer opportunities to increase efficiencies and reduce costs – and there's a number of interesting examples of those that will be on show at AIMEX.

"But in many instances, it's a case of looking for incremental changes across all their operations – which added up, can all make a big difference in improving productivity," he said.

Key areas where miners are looking to improve the cost-effectiveness of their operations include equipment management systems and services, IT, engineering and fabrication services, and alternative sources of supply – all offerings featuring at AIMEX 2013.

“Equipment management is becoming critical to reducing costs,” Van Iersel said.

“Capital expenditure is under constant review, with mining companies are looking to get more life out of their existing equipment – so those companies offering repair and maintenance services, equipment monitoring solutions and fleet management services are seeing good demand for their services.”

IT is another area where miners are looking to bring in incremental cost reductions across the board.

“AIMEX will see a number of IT-related offerings that will help miners improve efficiency and cut costs,” Van Iersel said.

“These include mine management, asset management and process control systems, as well as systems designed to assist SMEs who are engaged as subcontractors or suppliers.

“For example, a number of miners are starting to insist that their suppliers adopt ERP systems that fully integrate their operations, and get a better handle on their cost structures,” he said.

Engineering services is another area that is thriving in today’s cost-competitive mining marketplace – and firms offering such services will have a strong presence at the exhibition.

“Small to mid-sized engineering and fabrication specialists, those supplying structures, parts and components to the mining industry, are doing extremely well.

“And those companies offering such services need to be coming to this event, as it will be an ideal opportunity to network with existing industry players and hunt out new opportunities,” he said.

Another increasingly significant area of interest is in equipment sourced from developing markets – particularly China. Again, some significant players in the Chinese-built mining equipment market are exhibiting at AIMEX.

Interest in these alternative sources of supply is occurring for a number of reasons, Van Iersel said.

“Inquiries for equipment sourced out of China are becoming stronger and stronger all the time. A key reason is pricing; it can be up to 35% cheaper than equipment from more traditional markets,” he said.

“Another driver is the increasing number of ‘two-way’ deals, where a mine will sell coal or iron ore to a Chinese customer, and look to purchase the end-products resulting from the commodities being supplied.

“Many mines, from the major mining houses, to the smaller players, are starting to strike these sorts of deals,” Van Iersel said.

“In addition, the quality is getting better all the time – every bit as good as what’s available from more traditional sources of supply.

“And that’s where there are enormous opportunities for Australian consultants, engineers, fabricators and those with manufacturing and R&D experience and expertise.

“While the quality requirements are now being achieved, Chinese manufacturers still need plenty of assistance in ensuring that the equipment they wish to sell to Australian miners meets our mining spec standards – which are among the most demanding in the world.

“AIMEX, with a number of suppliers from China, Eastern Europe and other developing markets, will be an ideal venue to see this equipment and talk to manufacturers and their representatives about opportunities in this market,” he said.

Van Iersel said AIMEX 2013 was being held an ideal time for the mining industry, due to the challenges being faced by the resources and commodities sectors.

“It presents a unique opportunity for miners to see the widest possible range of productivity-enhancing products and services in the one place.”

Visitor registration for AIMEX 2013 is now open (through www.aimex.com.au), with visitors strongly recommended to pre-register as a way of speeding their entry to the exhibition. A full exhibitor directory, including details of new equipment, products and services being introduced at the exhibition, is also available online.

AIMEX is part of Reed Mining Events’ structured calendar including:

- Mining & Engineering Western Australia (M&E WA), Perth, May 6-8, 2014
- Queensland Mining & Engineering Exhibition (QME), Mackay, July 22-24, 2014
- Mining & Engineering Indonesia (M&E Indo), Jakarta, September 24-26, 2014
- Mining & Engineering New South Wales (M&E NSW), Newcastle, October 7-9, 2014

For further information on AIMEX and other REEDMININGEVENTS, please email aimex@reedexhibitions.com.au or visit www.aimex.com.au.

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ABOUT THE ORGANISER

Reed Exhibitions excels in creating high profile, highly targeted business and consumer exhibitions and events to establish and maintain business relations, and generate new business. Every year we run over 500 events in 38 countries, bringing together over 6 million active event participants worldwide. With over 2,600 employees in 39 offices around the globe we serve 47 industries worldwide. Our network of offices and promoters extends to 65 countries. With more market-leading events than any other organiser, nobody delivers more business contacts than Reed Exhibitions.