

Fitting solutions from Weir and Trio

With Weir Minerals acquiring Trio Engineered Products, customers are already benefitting from the ease and convenience of sourcing complete solutions from a single, respected supplier.

The combination of the Trio® product range with Weir Minerals' expertise, superior materials technology and service capability is expected to deliver customers a lower total cost of ownership.

The acquisition also means Weir can now offer their customers an expanded range of crushing equipment.

"Trio is the perfect fit for Weir," said Weir Minerals Director of Strategy, Sales and Marketing Fred Bradner.

"The Trio range of cone, jaw and gyratory crushers, feeders, screens and track plants perfectly complement our existing range of pumps, hydrocyclones, valves, hose, screens, wear resistant linings, mill systems and dewatering equipment.

"Trio has always had great application expertise, which has ensured that the equipment has been well designed and configured to ensure optimal performance", Mr Bradner said. On the ground, what does this mean for existing Weir Minerals and Trio customers? For existing Trio customers, the acquisition sees Trio® products supported and developed by Weir Minerals' extensive global resources and network.

"Trio, as part of Weir, continues to deliver reliable technology as they have in the past," said Weir Minerals Global Product Manager Kurt O'Bryan.

"In addition, existing Trio customers benefit from the tremendous global service network that Weir offers at a level few competitors can match," Mr O'Bryan said.

All customers have access to a large network of expert service professionals and more than 120

service centres across the globe— one of the most extensive in the mining sector.

A network of this size has the ability to respond swiftly to customers' needs. In a market where

lost production time is measured in the millions of dollars, the benefits are clear.

"Being part of Weir adds scale and reach to the Trio offering which enables us to be there for

customers whenever they need us" said Trio Global Service Manager Eric Jones.

"It provides the customer with a level of assurance and support which is hard to find from most

other equipment suppliers", Mr Jones said.

According to Mr Jones, the benefit to Trio's customers doesn't stop at additional support.

"Everything we do is focused upon listening to the customer, making their life easier

and solving
the issues that are critical to them,” Mr Jones said.
Mr Jones believes Weir’s scale will enable greater investment in the innovative ideas
that have
made Trio successful to date.
It’s a view shared by Weir Minerals divisional Head of Services Alasdair Monk.
“Innovation has been in Weir’s DNA since its inception over 140 years ago. Our
extensive network
means we have a direct feed from customers on exactly what matters to them,” Mr
Monk said.
“This customer feedback is channelled through our global product management
structure to drive
on-going developments in our global design centres.”
“We never stand still. We’re always striving for new and better ways to solve our
customers
problems.”