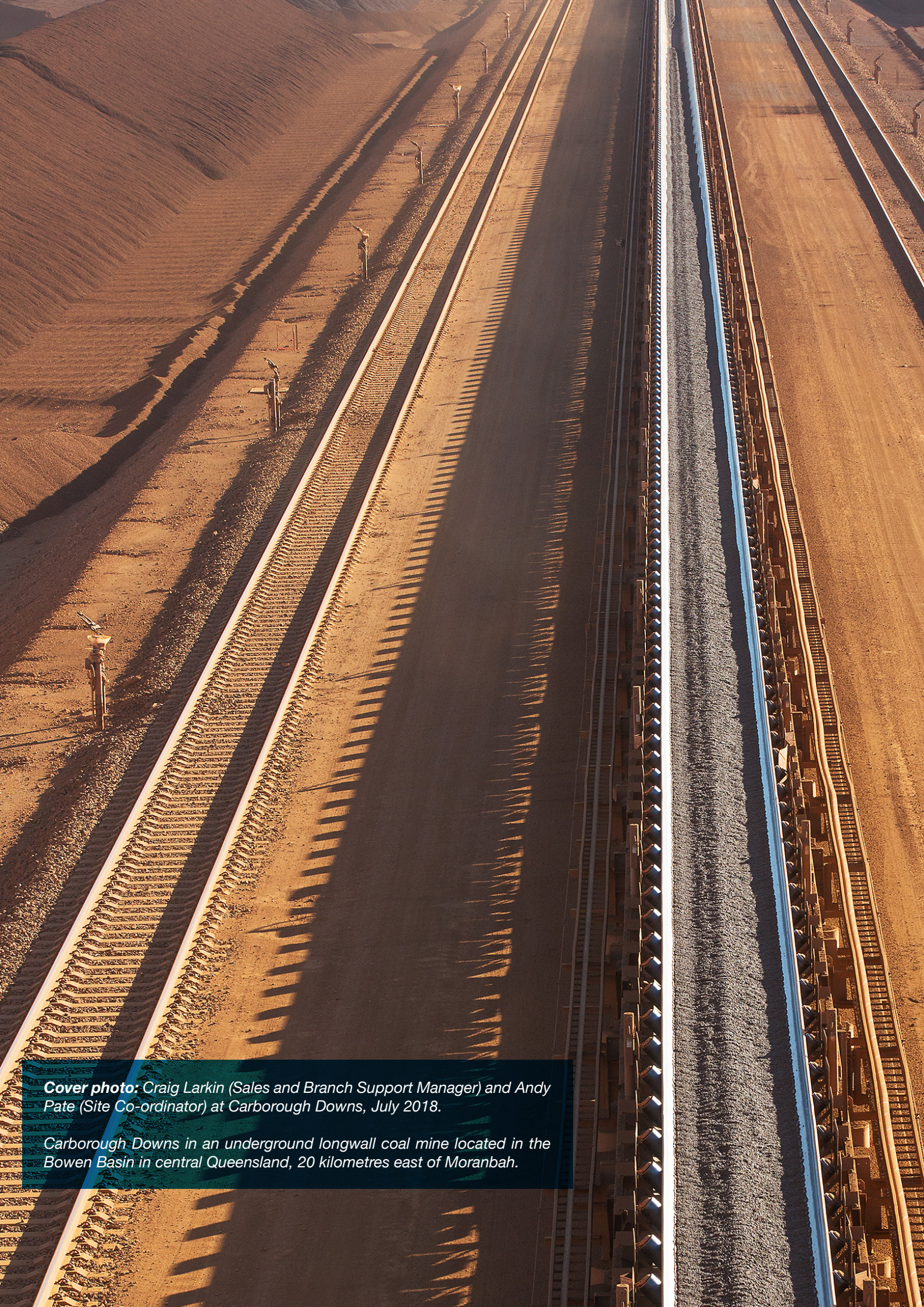


# A Year in Review

2018





**Cover photo:** Craig Larkin (Sales and Branch Support Manager) and Andy Pate (Site Co-ordinator) at Carborough Downs, July 2018.

Carborough Downs in an underground longwall coal mine located in the Bowen Basin in central Queensland, 20 kilometres east of Moranbah.

# Fenner Dunlop Sales and Marketing Update

## Welcome to Fenner Dunlop Australia's Year in Review!

The following pages provide an overview of **TEAM Fenner Dunlop's** achievements over the last twelve months, delivering head to tail **Engineered Conveyor Solutions (ECS)** for our customers. Fenner Dunlop provides a unique offering of Australian manufactured belting products supported by a national service network of branches strategically placed close to our customer base. In addition to the service network of branches the acquisitions of **Australian Conveyor Engineering (ACE)**, **Belle Banne Conveyor Services**, **Statewide Belting**, **Rescan** and **LEC's** has made our ECS strategy a reality.

At Fenner Dunlop we have had an incredible year including the opening of new branches in Newman, Rockhampton and Karratha, securing new service contracts, retaining existing belting and service contracts, and providing turn-key conveyor solutions to name a few.

Many of the past year's achievements have been based on providing innovative solutions for the customer base in Australia and overseas.

I am very fortunate to be able to work across many aspects of the Fenner Dunlop group of companies, and I get to see firsthand many amazing contributions and results from our TEAMS. The most rewarding part of my role has been watching the development of our people across the country to achieve their goals and the personal pride they take in working for an Australian manufacturer. The enthusiasm our people show towards working for Australian manufacturers is incredible, and often commented on by our customers as a badge of honour.

With the positive outlook for the mining industry across many commodities and the recent acquisition of Fenner Dunlop by Michelin, the future looks very bright.

A special mention goes to Renata Hjelmström (Fenner Dunlop - Marketing Manager) for putting in many hours of work with her colleagues to make this publication a reality.

We hope you find this magazine interesting. Don't forget to keep in touch with us via our social media pages on LinkedIn, Facebook and Youtube.

**Trevor Svenson**

*General Manager - Sales and Marketing*

## In memory of Bob Wilcher

12/05/1960 - 25/03/2018

Bob was a well-recognised and respected figure in the Australian mining industry and built many strong friendships during his time with Flexco, ACE and Fenner Dunlop. We will always cherish the beautiful memories of Bob.

*Port Hedland is the second largest town in the Pilbara region of Western Australia, and it's also the site of the highest tonnage port in Australia*

## FENNER DUNLOP IMPROVING SAFETY WITH INNOVATIVE SOLUTIONS

**The North Goonyella Mine is operated as an underground longwall mine that produces premium quality coking coal for the export market. The mine is located 160 kilometres west of Mackay and 17 kilometres from the Burton Gorge Dam, in the Central Queensland Highlands.**

As part of the longwall mining process, a procedure known as secondary support must be completed before the longwall can advance along the coal face. Secondary support refers to the installation of a series of additional specialised rock bolts into the roof above the main gate conveyor which are specifically designed to withstand the complex geological changes which occur as the longwall advances. This process is critical to ensuring a roof collapse does not occur.



*The innovative custom-designed Mobile Bolting Working Platform*

The previous method used to complete this process at North Goonyella involved the installation of a scaffolding system over the conveyor from which operators could install the roof bolts. This method was highly labour intensive and due to the difficult method of advancing the system, was slowing down the advancement of the longwall.

Following identification of this process as an area for both safety and efficiency improvement, Fenner Dunlop and Peabody worked together to come up with a solution that recently won the 2017 Peabody Global Safety and Health Innovation Awards. The awards demonstrate Peabody's commitment to safety and foster the sharing of best practices across Peabody and the industry.

The solution involved the development of a custom-designed Mobile Bolting Working Platform positioned on wheels above the conveyor structure. The platform is operated by a dual directional air winch with remote control pendant, allowing the platform to be safely and efficiently advanced along the conveyor chamber with little operator effort required. Additional functional/safety improvements were also executed including a failsafe braking system, dedicated bolting points, storage facilities and Australian Standard compliant handrailing.

Implementation of this solution has significantly reduced manual handling injury exposure while also improving roof bolt installation rates resulting in the secondary support process now being well ahead of the advancing longwall face.

## UNIQUE ENGINEERING OVERCOMES NARROW SEAM

*Fenner Dunlop employees at Yancoal Australia's Ashton Coal underground mine.*



## **Fenner Dunlop's redesigned rockbox transfer system and ongoing conveyor modifications at Yancoal Australia's Ashton Coal underground mine are improving conveyor availability and minimising the potential for shutdowns usually associated with mining a narrow seam.**

The current seam at Yancoal's Ashton mine in the Hunter Valley ranges from 1.8 to 2.2 metres high against an average height of 3.6 metres throughout most of the region's open cut and underground mines. The narrow seam is not unique to the Ashton mine and is generally confined to mines in the eastern half of the Hunter Valley mining zone.

According to Ashton Engineering Manager Barry McKay, the seam is a symptom of the challenging geology of the area and "something we have to deal with."

With the longwall system set up to cut at 3.6 metres the decision was made to stay with the established cut height and have a primary separation of coal, sandstone and mudstone as the product was conveyed to the wash plant. Fenner Dunlop, as conveyor contractors to the mine, was asked to design an appropriate system.

Water became a primary design consideration. Cutting more rock meant using more water to control the dust - water that has to be separated off early to avoid damage to the conveyor

system and components. Fenner Dunlop's solution was to redesign the existing transfer point on the trunk conveyor to include a rockbox which quickly separates excess water from the mined product.

*"It's a unique solution to something that could have been a real problem for us," said Barry McKay. "Rockboxes are an established part of the underground mining de-watering landscape. It's a credit to the design ingenuity of Fenner Dunlop, along with their understanding of the coal industry, that they could successfully adapt the rockbox technology to this project."*

The new components were all made to be installed during the mine's weekly one-shift maintenance shutdown period and, in a nod to site safety and maintenance accessibility, the transfer point and integral rockbox were re-designed for floor mounting.

From Ashton's point of view the project is a success and exceeding expectations.

*"They have worked very closely with us to meet construction and installations timetables and avoid any unnecessary shutdowns," said Barry McKay. "Along with a 6% improvement in system availability, we are seeing an improvement in overall efficiency, considerably less wear on the belts and associated installed equipment and tangible savings in the conveyor maintenance budget."*

April

## **CARCASS BOOSTS BELT LIFE FOR PILBARA MINER**

*Published by Australian Bulk Handling Review, May/June 2018 edition*

**Primary ore conveyors take an absolute battering in the baking heat of the Pilbara. They handle the lump product that has been blasted and then loaded into trucks. Ripping and impact damage are perennial problems. In 2016, Fenner Dunlop worked with a big Pilbara miner to address the problem of excessive downtime caused by ripped belts.**

After examining the problem, Fenner recommended, for a trial, use of its UsFlex straight warp carcass, made from polyester. "We are the only belt manufacturer globally that weaves its own carcasses," said Paul. This patented process takes place at the company's factories in Australia and the US, using specialised equipment. "The UsFlex carcass is a straight warp weave and what that does is create an exceptionally rip resistant product," explained Paul. "The previous belt was a steel belt and what happens there is that if any tramp metal or sharp product gets caught in that belt it'll rip the belt longitudinally. Whereas, the straight warp weave is very impact and rip resistant and if any penetration does happen, the weave is designed such that it takes it straight to the edge and it won't rip the belt longitudinally."

The benefit of UsFlex and its extended belt life is less need for shut downs and regular maintenance. Its longitudinal rip and impact resistance, well above industry standard, provides better protection from punctures and tears.

Following a successful trial, Fenner Dunlop supplied the UsFlex belt and a straight changeover with the previous belt was performed. According to Paul, results have been impressive with a significant belt life increase.

Paul Young has been with Fenner Dunlop for just over five years. He cut his teeth splicing conveyors in the underground coal industry 30 years ago.



*The ECS project demonstrated an integrated approach between client and OEM to successfully remove unnecessary conveyor downtime*



## BEYOND THE BELT

Published by Australian Mining, April edition

**Fenner Dunlop has enjoyed a strong 18 months, buoyed by resurgent commodity prices - particularly coal and iron ore - following a period of industry-wide downturn.**

Never afraid to take on new challenges, the company has risen to meet the needs of an increasingly sophisticated market over the last decade, emerging as a full conveyor design, supply and servicing company offering head-to-tail solutions.

*"By 2010, we'd finished our service expansion and started acquiring engineering capability, such as Australian Conveyor Engineering and Belle Banne" explained Steve Abbott, COO of Fenner Dunlop Australia, "and the reason we did that was to continue to move the business model towards a total conveyor solution".*

The move, Abbott said, was spurred on by two primary reasons.

*"First of all we recognised that most of our customers aren't really interested in conveyor components, they're interested in moving material from one place to another," Abbott explained. "Many of them aren't really interested in conveyors, they're interested in the total operation of their businesses, of which conveyors is a small but critical part".*

*"With conveyor expertise within the customer base diminishing, we were happy for us take on a greater role to help improve asset performance and reliability. The customers drove us in the engineered conveyor solutions (ECS) direction."*

*"The second reason is that as a quality-focused OEM we have to be able to support our products, so servicing was always going to be a big part of what we did and as we did that more, we realised*

*that we were creating a point of difference between what we provide and what our competitors provide."*

It turned out there was a burgeoning market for a conveyor company to make work easier for the miners. Fenner Dunlop now offers a full range of professional services, including field service, engineering and design, overhauls and refurbishment with 19 established service centres across Australia and two more in New Zealand.

Historically formed from two separate belting companies, Fenner (est. 1861) and Apex (est. 1952), Apex-Fenner emerged in 2001 and took the name Fenner Dunlop Australia in 2005.

It is this storied history that has allowed the company to establish itself as a full conveyor solutions company, a process requiring a long time and a lot of experience to get right, according to Abbott. Fenner Dunlop has taken advantage of this vision to enter markets without much room for additional providers.

*"Definitely, we've seen other companies try to do it, but to be successful requires long gestation periods," said Abbott. "I think we were fortunate in that we got in first and we had first mover advantage."*

The company hasn't just expanded over the last few years in terms of customer service options, but research and development too. Abbott identified four primary technological and engineering advances for conveyors over the last few years; making conveyors more dynamic; reducing energy costs; the implementation of application-specific belting; and conveyor monitoring systems.

Fenner Dunlop has carried out studies to compare light weight, dynamic conveyors with trucks for new and expanding mines, particularly at operations with shorter resource life and lower margins.

*"What we've tried to do is adopt the concepts of longwall mining, where the conveyor is moving and actually adapt that to provide lower-cost dynamic conveyor solutions to make them competitive with trucks," said Abbott.*

The Fenner Dunlop philosophy is about designing products that reduce downtime and increase belt life, which is what the customers ultimately want.

As such, the company has not adopted all new technologies with equal fervour, carefully picking and choosing its developments in line with its customer-focused values. Abbott cites the recent trend for monitoring systems at mine sites as a particular example, as collated data has to go through a filter in order to discern whether the information is actually useful in a mining environment.

*"We don't see how putting a \$15 monitoring device on a \$50 idler is going to work in the market as customers are not going to pay the extra money for the monitoring device," he explained. "Particularly when you understand the way idlers are actually maintained onsite, you understand that mines are not going to stop just because an idler has failed".*

*"We start with a customer problem and look for right technology solution, whether it be developing it inhouse (like our recently launched On Line Belt Thickness Tester) or work with technology developers. We tend to try and work with our customers on technology solutions that are practical and cost effective as opposed to just investing in technology for technology's sake."*

## FENNER DUNLOP INVEST IN CONVEYOR PULLEY TESTING

**The Fenner Dunlop philosophy is about designing products and solutions that reduce downtime, increase belt life, and being available to offer the best support, which is what the customers ultimately require.**

Fenner Dunlop ACE are leading the industry in Pulley Overhaul and Supply, a critical part of the conveyor operations. The branch in Queensland is equipped with clean assembly facilities, automated build procedures and now a state-of-the-art pulley testing machine, which can run conveyor pulleys before installation at the customers' site.

The pulley testing machine is the first in Queensland, offering customers full confidence that Conveyor Pulleys are fit for purpose before installation. The device operates from a VSD Drive which can run the conveyor pulley at the same speed as the intended install location. Fenner Dunlop ACE then complete a vibration analysis and thermography to ensure the bearings, seals, shell and shaft are all fitted correctly.

The pulley testing engine is also being used to examine conveyor pulleys that have been stored onsite for long periods of time, identifying issues before the conveyor pulleys go into operation, eliminating any potential production downtime.

*"It is about providing our customers complete confidence and transparency towards our quality conveyor supply"* said Brendon Harms, Fenner Dunlop ACE Queensland Manager - Conveyor & Components Division.



*The Pulley Testing Machine built by Fenner Dunlop ACE*

## MICHELIN COMPLETES THE ACQUISITION OF FENNER PLC

*Published by Michelin, [www.michelin.com](http://www.michelin.com)*

**On March 19, 2018, Compagnie Générale des Établissements Michelin (Michelin) and Fenner PLC (Fenner) announced that they had reached an agreement on the terms of a recommended cash acquisition pursuant to which Michelin would acquire the entire issued and to be issued share capital of Fenner by means of a court sanctioned scheme of arrangement under Part 26 of the United Kingdom's Companies Act 2006 (the Scheme).**

On May 16, 2018, Fenner's shareholders approved the Scheme with over 99 percent of votes cast in favor. On May 25, 2018, the court sanctioned the Scheme at a court hearing held earlier that day.

Each Fenner shareholder subject to the Scheme will receive 610 pence in cash for each Fenner PLC share on or before June 14, 2018, valuing Fenner PLC at approximately £1.3 billion on an enterprise value basis.

Michelin and Fenner are now pleased to announce that the court order for the Scheme has been delivered to the Registrar of Companies today and, accordingly, the Scheme has become effective in accordance with its terms. Fenner is therefore now a wholly owned subsidiary of Michelin.

Today, John Pratt, CFO of Fenner, will be appointed CEO of Fenner, by the new Board of Directors.

Fenner is a world leader in reinforced polymer technology reporting revenues of £655 million for the year ended August 31, 2017. It provides conveyor belt solutions and reinforced polymer products for the mining and general industrial markets.

For Michelin, this acquisition is in perfect strategic alignment with its ambition to leverage its expertise in high-technology materials.

The acquisition is expected to deliver the following strategic benefits:

- **Broader offer portfolio for mining customers:** the acquisition will allow the Michelin Group to provide mining industry customers with a broader offering, ranging from tires to conveyor belts with related services and solutions, and also enhance both companies' geographic reach.

- **Broadened high-tech materials expertise and innovation:** driven by a strong innovation culture, Michelin and Fenner are technology leaders and have successfully developed premium product portfolios. The addition of Fenner's polymer portfolio will help Michelin develop into the reinforced polymer markets, notably in consumer goods, industrial devices and medical segments. Michelin is further developing its expertise in advanced materials and engineered products. Fenner will be the cornerstone of this process.

## FENNER DUNLOP TARGETS BELT FAILURE WITH TWO NEW CONVEYOR DIAGNOSTIC DEVICES

**Surprises are never welcome in a fast-paced mine operation. Think about the cost to replace the most productive, highest performance belt, not to mention the loss in production while it is out of action. Now imagine how much can be saved with an early warning monitoring system so that a repair or planned overhaul can take place instead.**

Fenner Dunlop offers a complete set of belt monitoring and diagnostics tools for the detection of early splice failure, cord/strand breaks, cord corrosion and carcass defects. In 2006 Fenner Dunlop was already ahead of the market with the rScan technology - an automated system for early detection of cord breaks, corrosion and splice failure. No longer after the rScan success, Fenner Dunlop released the EagleEye, the most advanced combined rip detection and continuous belt monitoring system in the world.

Also, part of the Fenner Dunlop high-performance conveyor diagnostics suite is the RipRanger, developed to detect belt rips as soon as possible, it gives the ability to measure, monitor and analyse changes in individual loop condition and quickly isolate damaged or poor performance loops.

In applications where wiring is complicated and prone to failure, the ACE Wireless Conveyor Monitoring replaces the standard cabling method with wireless signals preventing unwanted downtime.

Fenner Dunlop also offers the iBelt, a cutting-edge solution allowing operations to track the location, lifecycle and use of belts effectively. RFID tags are placed in the conveyor belt at the time of manufacture along with opportunities to be added during splicing, where all the variables are recorded and stored in the cloud. As the belt passes the iBelt system, all changes are recorded and integrated with other technologies such as Belt

Weighers, Online Thickness Tester and Belt Rip Systems so that a full belt history can be obtained along with accurate predictive life data.

Innovation is the backbone of continued Improvement and early this year Fenner Dunlop launched the pioneering Online Thickness Tester and the OptiLength to compliment the current offering of Monitoring System technology.

The Online Thickness Tester is a cost-effective belt cover thickness system which can be more economical than hand-held readings of similar output. The system uses airborne ultrasonic signals to measure the wear profile of the cover rubber of a conveyor belt. This is taken while the conveyor is running at full speed with a full length and width belt map being produced. Issues are easily identified, and a belt carcass image is produced to show the wear profile. This system runs independently, and regular reports are provided to the customer.

The innovative OptiLength is a laser belt length measurement system that has a compact and robust design, providing reliable results even under harsh conditions. It can be installed on a running conveyor that provides access to accurate belt speed and belt length when installed up to 1000mm from the belt. One of the benefits of this non-contact measuring system is the system interface - complete, multi-function system that enables access to quickly and easily display length, velocity, quality factor and gauge status.

*"All Fenner Dunlop Diagnostics tools are manufactured in Australia and backed by warranty. We also work with the customer for customised solutions, all supported by our highly qualified team of engineers and conveyor experts"* explains Shane Wilson, Operations Manager - Conveyor & Components Division, from Fenner Dunlop ACE.

*The all-new OptiLength is a complete, multi-function system that enables access to quickly and easily display length, velocity, quality factor and gauge status.*





## STEELWORKS CONVEYOR REINSTATEMENT

**Liberty OneSteel in Whyalla, a wholly owned subsidiary of GFG Alliance, is Australia's only manufacturer of steel long product, producing over 1.2 million tons per annum of raw steel.**

In April, a fire occurred on a conveyor at the steelworks which spans over a length of approximately 340 meters from feed to discharge end. With the main conveyor unutilised, the site had to use trucks to move the product; this meant an unplanned extra cost.

Fenner Dunlop's Whyalla branch was promptly available to assist in the recovery, with the challenge of completing the overhaul of the damaged conveyor in only 38 days. The project involved having 120 trough idler frames, 400 trough idlers, 50 return idlers, 100 return idler brackets, nine return tracking frames and nine trough tracking frames manufactured and delivered to site. Furthermore, five pulleys were removed and completely overhauled which included new lagging, bearings and housings.



The overhaul of the damaged conveyor was complete in 38 days

With the new conveyor structure in place, 672m of 1200mm wide Duracon conveyor belt was installed. The Duracon belt is a fit for purpose, cost-effective alternative belt range backed by Fenner Dunlop's comprehensive warranty and manufacturing expertise.

*"Every customer project is unique but this one was a big challenge, they had highly qualified engineers working with us to develop the best solution. We understand that downtime can impact the operation productivity, with this in mind our focus was to finish the project on time and without incident"* said Colin Kranz, Fenner Dunlop Branch Manager - South Australia.

The outcome of this project reinforces Fenner Dunlop's commitment to be a trusted advisor for material handling in the mining industry. The work was completed ahead of schedule with no incidents, and the product line was fully operational the day after the conveyor recovery was completed.



A fire damaged the main conveyor at the Steelworks

## FENNER DUNLOP OPENS A NEW BRANCH IN NEWMAN, WESTERN AUSTRALIA

**After many years of continuous operation in Port Hedland and looking into extending the local commitment to this important region, Fenner Dunlop recently relocated the branch to Newman.**

The new Western Australian branch will support the demand within the inland Pilbara with Engineered Conveyor Solutions for products and services. The workshop will be equipped with products and equipment to assist our clients in their day to day operations.

Joy Krige, Regional Manager Western Australia said, "A lot of hard work had gone into setting up the new branch, thank you to all employees involved in the move".



The Newman branch is located at 34 Shovelanna Street, Newman

# FENNER DUNLOP WINS RIO TINTO PORTS CONVEYOR MAINTENANCE CONTRACT

**Rio Tinto Ports has awarded Fenner Dunlop a permanent contract to provide Conveyor Maintenance Services in Western Australia.**

The long-term arrangement will see Fenner Dunlop service all the conveyors at Cape Lambert and Dampier Port, which together represent a significant portion of conveyors in the country. To better support the customer a new Fenner Dunlop branch will be opening in Karratha, forming a strong, long-term business in the region.

Fenner Dunlop Chief Operating Officer Steve Abbott said that the contract is expected to create more than 40 full-time jobs. *"The award of this contract is directly attributed to our focus on total conveyor performance, our leadership and training programs and the excellent team we have in Western Australia. Rio Tinto and Fenner Dunlop see this as a longstanding partnership"*.

## One long haul!

The Kwinana TEAM delivered 3000 meters of belt with Ultra Tuff covers. Did you know that the UltraTuff™ premium abrasion resistant belt cover compound developed by Fenner Dunlop has more than proven its worth in the largest iron ore mines whereby one site achieved more than 20% reduction in belt wear and reduced change-outs by 50%. Download the UltraTuff™ case study from our website.



# MECHANICAL PRACTICAL TRAINING FACILITY LAUNCH EVENT WAS A GREAT SUCCESS

**On August 16, Fenner Dunlop officially opened the Mechanical Practical Training Facility in Kwinana, WA. The event was a great success with Key Customers, Resource Industry Training Council, media giants Australian Mining and Fenner Dunlop employees in attendance.**

Steve Abbott, chief operating officer, opened the day followed by David Landgren, Executive Director, and Vicki Wust, National Training Manager, cutting the ribbon and unveiling the plaque to mark the special occasion.

The commencement of our Mechanical Practical Training Facility (PTF) course marks the first step in providing a career pathway to our Mechanical Technician workforce. This course is specifically designed around new entrants, providing an introduction to Fenner Dunlop's safety standards and expectations along with the practical application to effectively undertake their duties.

Industry expectation started the course, and to provide quality learning outcomes, Fenner Dunlop ACE designed and engineered an operating conveyor system for this training program. This learning approach is critical in allowing attendees to work safely on a conveyor to troubleshoot within a controlled environment. Attendees will have practical hands-on experience with an introduction into rollers, scrapers and skirts installation and maintenance activities.

Upon successful completion participants will be awarded a Fenner Dunlop certification along with the national qualification Certificate I in Process Manufacturing (Conveyor Maintenance).

Following the Mechanical PTF course, an Advanced Mechanical Training program is scheduled to start mid-2019. This course is also intended to provide national certification.



Vicki Wust (National Training Manager) and David Landgren (Executive Director)



The practice conveyor built by Fenner Dunlop ACE

## FENNER DUNLOP ACE IN QUEENSLAND FORM STRATEGIC PARTNERSHIP WITH MILEK ENGINEERING

**Fenner Dunlop ACE has entered into a strategic partnership with Milek Engineering, a well-known and respected business with a focus on innovative solutions for customers, providing robust, efficient and reliable equipment for harsh and challenging operating environments. As part of the agreement, Milek Engineering will become Fenner Dunlop ACE partner for all electrical projects in Queensland.**

Combining Fenner Dunlop ACE expertise in solving complex operations challenges, with Milek Engineering turn-key solutions, the joint offering will benefit customers with competitive pricing and ownership of complete projects.

*"This partnership creates an exciting future for Fenner Dunlop ACE in Queensland. We will also be supported by the well-known ACE electrical OEM facility in Somersby (NSW), providing us with comprehensive electrical solutions,"* said Brendon Harms, Fenner Dunlop ACE Queensland Manager - Conveyor and Components Division.

*"I am confident that this partnership will benefit our current and prospective clients, and we look forward to a long-term relationship with Fenner Dunlop ACE,"* said David Tibbles, Director of Milek Engineering.

## NEW BRANCH IN KARRATHA, WESTERN AUSTRALIA

**The branch will support our valued customers in the Pilbara, forming a strong, long-term business in the region.**

Part of the management team visited the new branch in Karratha and the Cape Lambert port facility, giving them the opportunity for one-on-one interaction with the employees



*Pictured is Graham Lenz (Managing Director), Joy Krige (Regional Manager) and Steve Abbott (Chief Operating Officer)*



*The Karratha branch is located at 1005 Orkney Road, Karratha Industrial Estate, Karratha*



## FENNER DUNLOP'S HOLISTIC APPROACH PAYING OFF

Published by Australian Bulk Handling Review, September/October edition

**The company has been on a 15-year journey to perfect its offering to customers, one that addresses the overall performance of their conveyor systems.**

The company's chief operating officer, Steve Abbott, told ABHR, "Our key focus is to continue to drive towards total conveyor performance, our business model continues to evolve away from component supply and towards an engineering and reliability focus".

"That means having access to engineering in-house and having the ability to install and service all components," he said.

The history of conveyors is different from other kinds of OEM equipment in that customers buy components from different manufacturers and then put them together to form a conveyor system.

As Mr Abbott explains, there are several disadvantages to this approach. "No one is responsible for the performance of the conveyor... We are getting more success with customers with the total engineering and supply model as the accountability is with one party".

The mining industry accounts for around 80% of Fenner Dunlop's business in Australia, split almost evenly between three groups: iron ore, coal and other commodities.

"It's part of our strategy not to have all our eggs in one basket," said Mr Abbott, adding that the business is spread across the country from the Pilbara region in Western Australia, to Whyalla in South Australia, to Gladstone in Queensland.

The company recently announced a permanent contract with Rio Tinto to provide conveyor maintenance services at the Cape Lambert and Dampier Ports in Western Australia.

The long-term agreement is expected to create more than 40 full-time jobs. It will see Fenner Dunlop service all of the conveyors at the Pilbara ports.

Rio Tinto's port facilities at Cape Lambert and Dampier. The terminals have a combined 360 million tonne-per-year capacity.

Fenner Dunlop opened a new branch in Karratha last month, to form stronger business ties with the region.

"We'd expect to have 13-14 permanent employees there in addition to the permanent people on site [at Rio Tinto]," said Mr Abbott. "With the view that over a three year period this would build up to around 60 local based people".

While Fenner Dunlop aims to source more work in the region, it has also opened the office in order to have a locally-based workforce.

"Like most other operators we rely on FIFO workers but successful, long-term businesses generally require a more sustainable employee base."

The contract with Rio Tinto, which commenced on 1 September will require more personnel during scheduled shut down periods.

"We work on a number of fronts at the same time... working on conveyor belt replacement or repair, condition monitoring, cleaner adjustment, replacement of idlers as required, generally everything required to maintain ongoing operation of those conveyors," said Mr Abbott.

There were a number of factors that gave Fenner Dunlop the edge in securing the Rio Tinto contract, according to Mr Abbott.

"We offered a total conveyor performance model which looked at how we would help improve overall conveyor life, minimising shutdowns.

"We had a strong leadership offer around our safety performance and a well established training program," he said.

Fenner Dunlop has been a registered training organisation for the past 13 years and has a dedicated team of people providing training programs that are recognised at a federal government level.

"We have around 40 new entrants to the business each year that go through that practical training facility," said Mr Abbott. "We fly people in from whatever business they work in, fly them into Kwinana... they spend a total of 12 weeks in that program."

Fenner Dunlop was also able to provide a holistic approach in restoring a conveyor system at Liberty OneSteel in Whyalla in just 38 days, following a devastating fire.

The conveyor spans over a length of approximately 340 meters from feed to discharge end. It was critical to get it operational again as the company was incurring additional costs from having to use trucks to move the product.

The project involved the manufacture and delivery of equipment to the site including 120 trough idler frames, 400 trough idlers, 50 return idlers, 100 return idler brackets, nine return tracking frames and nine trough tracking frames. Furthermore, five pulleys were removed and completely overhauled which included new lagging, bearings and housings.

With the new conveyor structure in place, 672m of 1200mm wide Duracon conveyor belt was installed.

The work was completed ahead of schedule with no incidents, and the product line was fully operational the day after the conveyor recovery was completed.



The Team at the opening of Fenner Dunlop's new branch in Karratha

## FENNER DUNLOP OPENS NEW BRANCH IN ROCKHAMPTON, QUEENSLAND

The new branch will support continued growth within the region and will give Fenner Dunlop additional footprint to provide exceptional service and support to all major hubs in Australia.



*The Rockhampton branch is located at 185 Alexandra Street Kawana, Rockhampton*

October

## FAST DELIVERY OF A MODULARVEYOR FOR AN IRON ORE MINE IN TASMANIA

**When a surge pile of 200 tonnes of mined material collapsed in a mine in Tasmania the existing modular conveyor system had to be replaced as quickly as possible.**

Fenner Dunlop was the only company in the region that could guarantee quick delivery and installation of a 450mm wide 30m long modular-built belt conveyor.

Designed for the quarrying and mining industries, the new Modulaveyor is available in widths of 350mm, 450mm, 600mm and 750mm and features a flat and trough profile with belt speed and power selection to suit the application with a plain or cleated conveyor belt. It also allows variable speed drives (VSD), safety lanyards and fully customisable head and tail sections to incorporate loading options and belt cleaning solutions. A triple labyrinth seal on all rollers is standard on the Modulaveyor's, which has become industry standard in the quarry sector. Roller shells are UHMWPE, to minimise the risk of belt damage. Moreover, stainless steel shafts and bearings are available on request.

The Modulaveyor was assembled and dispatched in only 48hrs, and it was already on-site hard at work at the end of the same week.

The outcome of this project shows once again Fenner Dunlop's commitment with supporting and in delivering head to tail Engineered Conveyor Solutions for our customers. Sales and commissioning completed by Statewide Belting Service (TAS) and designed, manufactured and assembled by Belle Banne Conveyor Services (VIC), both members of Fenner Dunlop Australia group of companies.



*Modulaveyor on-site in an Iron Ore Mine in Tasmania*



*The Modulaveyor was assembled and dispatched in only 48 hours*

## CONVEYOR OVERHAUL IS A SUCCESS

Fenner Dunlop ACE was engaged by a Bowen Basin Coal mine site to undertake an extensive overhaul of a complete maingate conveyor system which was initially supplied by ACE in 2015.

The challenge was to ensure the design was suitable for the limited chamber space available. 3D scanning technology was used to design the transfer arrangements with several design modifications being required to ensure the transfer would fit in the challenging space available. A custom designed hanging walkway arrangement was also incorporated into the project which significantly improves the safety and efficiency of changing conveyor idlers through restricted access areas.

*"The success of this project is a combination of our Engineering team's proven conveyor system knowledge along with practical application of advanced 3D scanning technology; ultimately combining to reduce the risk of costly installation risks for our customers,"* said Mark Wilcock, Fenner Dunlop ACE Branch Manager.



Overhaul of a complete maingate conveyor system is a success

No job is too big! 600m of conveyor belt weighing 21t made a 300km journey to the client site safely. Fenner Dunlop designed and manufactured in-house the handling and transport cradles. An immaculate collaboration between manufacturing, engineering and the Mackay branch!



We're Social

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# What do you like most about your job?



*"My favourite part of working for Fenner Dunlop is the TEAM I work with both here in NSW and around the country, and our customer base that we deal with."*

Mick Egan -  
Branch Manager ACE NSW



*"I like backing winners. Without telling how old I am, I also enjoy passing on the knowledge I have accrued over the years to our team."*

Noel Schilling -  
National Business Development  
Manager



*"My favourite part of working at Fenner Dunlop is the dynamic environment, it's fast-paced and has a great TEAM culture. No two days are the same!"*

Penny Heron - Human  
Resources Advisor



*"Watching our dedicated and talented team successfully deliver innovative projects from initial concept design through to commissioning on-site keeps me motivated every day."*

Mark Wilcock -  
Branch Manager ACE QLD



*"It's great to be part of such a hard-working and successful team!"*

Samantha Meale -  
Administration Officer  
Mackay



*"The level of talent in the company is remarkable, and the people you meet give you more energy to tackle the difficult situations."*

Chris Ball -  
Technical Manager R&D



*"I enjoy the teamwork within Fenner Dunlop and communicating with all the branches. You're not just working alone on things - it's a TEAM effort."*

Amelia Forson -  
Graduate Accountant



*"I enjoy the satisfaction of watching our field TEAM come in as trainees and work their way up to be top of their game. We always seem to attract the right people!"*

Dan Luther - Area Manager  
Pilbara Region



*“All over the world we have some very brilliant, dedicated people who really put in.”*

*Alan Clout -  
National Technical Manager*



*“Working in a team environment, planning shutdown work and seeing all jobs successfully completed within timeframes and budget.”*

*Rob Joyner -  
Account Manager SA*



*“The culture, the challenges, and spending time with those special people who get excited about all things conveyor!”*

*Craig Larkin - Sales and Branch  
Support Manager Townsville*



*“The TEAM have helped me find my feet and are always looking out for me. I can’t thank them enough!”*

*Steph Boydew - Safety Advisor  
- Western Region*

## SERVICE RECOGNITIONS



*Brendon Harms (Queensland Manager - Conveyor & Components Division) congratulating Matthew Cramb (Mechanical Designer - Components Division) on his 5 years service with Fenner Dunlop*

### 30 Years

Jim Antonopoulos  
Vivienne Carrafa

### 25 Years

Kiet Ngo

### 20 Years

Timothy Briggs  
Neil Dunn  
Mark Green  
Andrew Johnson  
Khang Pham  
Lindsay Thompson  
Julie White

### 15 Years

Rodney Broomhall  
Christopher Carter  
Cameron Clark  
Paul Harrison  
Travis Litterini  
Mark Seckington

### 10 Years

Anthony Bionda  
Melissa Birkbeck  
Paul Bossie  
Mark Collins  
Michael Czajkowski  
Maylene Dalton  
Paul Duncan  
John Espanol  
Garry France

### Glenn Harrold

Donna Kerr  
Adrian Kurz  
Daniel Luther  
Timothy Muir  
Ryan Paterson  
Margaret Thompson  
Simon David Young

### 5 Years

Mark Wilcock  
Brendon Harms  
Jasen Carbone  
David Cockeram  
Matthew Cramb  
Nicholas Dolting  
Michael Egan  
Nathan Holloway  
Ian Lockhart  
Adam Miegel  
Brendan Muller  
Samuel Pitt  
Sarah Plunkett  
Adnan Raja  
Christopher Roach  
Penelope Shelley  
Melissa Shepherd  
Joshua Stevens  
Trevor Svenson  
James Taylor  
Scott Wood  
Renae Wynands  
Paul Young



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MECHANICAL FASTENERS COMPATIBLE



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