



The new force in bulk materials handling

Bulk Materials Handling Australia (BMHA), part of the Mecrus Group, has formed a partnership with the internationally recognised, German engineering company, Magdeburger Foerderanlagen und Baumaschinen GmbH (FAM). The relationship with FAM brings to BMHA a demonstrated capability in the engineering and design of major materials handling equipment.

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Under the partnership arrangement, FAM is the principal contractor while BMHA has responsibility for project management and site supervision. BMHA is the exclusive agent for FAM in Australia, New Zealand, New Guinea and Indonesia and negotiates on behalf of FAM on all commercial and functional matters. BMHA also mediates sales between prospective purchasers and FAM.

The FAM-BMHA partnership is able to provide the Australian marketplace with equipment built to meet the highest Australian and global standards. BMHA coordinates all supplies and services for projects including design, fabrication, construction and the erection of equipment for FAM machines. BMHA also assists FAM in the preparation and translation of operation and maintenance manuals to fit the particular requirements of clients.

Meeting the needs of major projects

Prior to developing this partnership, BMHA had demonstrated experience in the erection, commissioning, operation and maintenance of complex materials handling equipment, including extraction, conveying, loading and unloading, stockpiling, reclaiming, processing

and ship loading. In 2005 BMHA parent, Mecrus began a search for an international partner with demonstrated capability in the engineering and design of major materials handling equipment.

The FAM-BMHA partnership was formally consolidated in November of 2006, after the clarification of roles, responsibilities and communication protocols. The key objective of the partners is to provide the Australian marketplace with equipment built to meet the highest Australian standards. In doing so the partners will ensure they meet the whole of life, availability and reliability requirements demanded by the global industry.

On partnership projects, FAM is the principal contractor while BMHA is responsible for providing project management and site supervision. Together, the FAM-BMHA partnership has committed critical resources to developing a local company that is a world leader in materials handling, equipment design, construction and maintenance. To support this development, FAM has based a senior company executive at BMHA offices in Melbourne, Australia.

FAM

FAM Australia

MECRUSBMHA

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www.mecrus.com.au

This commitment will continue to be supported by further technical personnel as they are required. The partners have begun a program to interchange skilled personnel in order to support all facets of the long term relationship.

About FAM

FAM is an independent German company with a long tradition as a manufacturer of materials handling systems. The company has vast business and engineering know-how in providing bulk materials handling, mining systems, stockyard systems, mineral processing, loading systems, conveying systems and port technology. In fact, more than 50 % of FAM employees are engineers.

Through its relationship with BMHA, FAM can now offer Australian businesses turn-key plants for mining, conveying, storing, crushing, homogenising, loading and unloading of minerals and raw materials.

About BMHA

BMHA is a wholly Australian owned company, part of the Mecrus Group, whose asset management expertise is founded on a "whole of business" management approach. The philosophy that drives BMHA is both practical and logical. While clearly focused on asset management, BMHA strives to extend the relationship with clients to their business as a whole.

BMHA focuses on providing innovative and cost effective improvements to and solutions for clients. Services offered to clients include:

- Operations and maintenance (O&M) services
- Strategic improvement planning
- Preventative maintenance programs
- Engineering support
- Project management
- Project supervision and
- Plant installation and repair.

A winning combination

The strategic partnership between BMHA and FAM offers your business:

- Highly skilled O&M experience in Australian mining situations, including practical input at the design stage
- The capability to develop a customer friendly product, focused on end user requirements
- Access to skilled engineering and technical staff with local Australian operational experience in bulk materials handling equipment
- Ongoing O&M input at construction and commissioning stage to ensure a full understanding of client environment and priorities and
- The option for machine suppliers, BMHA, to own and/or operate the plant for you.

For further information on the capability of FAM go to: www.FAM.de.

The website shows the full extent of FAM's design and manufacturing capability for the materials handling industry, as well as all FAM brochures in PDF format.

BMHA can provide video footage of most FAM machine types in operation, as well as a series of photographs and reference data on each machine type.

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