

# Company supplies components for plant upgrade

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**M**anufacturer of concrete equipment and block, brick and paving machinery Pan Mixers South Africa (PMSA) has delivered components for Zambian aggregates producer Scirocco Enterprises' upgrading of its Lusaka concrete manufacturing facilities project.

PMSA sales and marketing manager **Quintin Booysen** tells *Mining Weekly* the company shipped mixing equipment components to its biggest Zambian client at the beginning of August.

He says the components are being used in the upgrade of Scirocco's PI 500 pan mixer at its mixing and batching plant, to PMSA's latest durability specifications for wear resistance.

The mixer is to be moved closer to the crusher facility and existing PMSA VB4XA plants.

"The two facilities are currently about 3 km apart and the aim of the project is to centralise the manufacturing of its products and expand its production facility," Booysen adds.

He notes that Scirocco supplies the building, construction and mining industries as well as plants in Zambia, as is the case with the more than 20 other block- and brick-manufacturing units PMSA has supplied to the country.

## Zambian Expansion

He says that PMSA is considering expanding its footprint in the Zambian mining sector by offering clients an alternative to buying and transporting concrete



**QUINTIN BOOYSEN**

There will be a significant increase in demand for PMSA equipment and technology across sub-Saharan Africa

products and building materials from distant locations.

"For mining and construction projects that are situated in isolated areas it is more economical to manufacture concrete products and construction material on site than to have them transported from a manufacturer in the nearest town, which, in many cases, can be over 100 km away," Booysen explains.

He also feels that, by providing concrete equipment for construction materials manufacturing to mines for on-site plants, PMSA can assist them in achieving their corporate social investment goals.

"The mining sector can have a disruptive impact on the communities and environment in which it operates.

"This obligates the industry to give something back in return. Mining companies are,

thus, taking the triple bottom-line approach, which entails focusing not only on their economic value, but also on the social and environmental value they add," Booysen says.

The on-site construction materials manufacturing plants also contribute to job creation as they are run as a joint venture between the local community and the mine, and operate as small independent businesses that employ and empower the local citizens.

"Through this, mines can go beyond employing locals for their primary activities, such as extraction and processing," he notes.

Further, he says PMSA also supplies training to plant staff to enable them to run successful and efficient construction materials manufacturing businesses.

"We provide training on site, as well as at our training facility in South Africa. It is part of our philosophy of providing concrete equipment solutions and technology," Booysen adds.

The company provides advice and equipment solutions for concrete pumping, self-loading concrete mixers, brick and block manufacturing, concrete floor polishing and grinding and related concrete equipment. Further, PMSA also supplies chemicals for concrete mixtures.

In-house experts, depending on the model of the machine that is used, present equipment training. However, more generic training in concrete technology

is also offered, so that trainees understand the manufacturing of high-quality materials and the technical processes involved in making concrete.

Further, he says that the on-site plants can be used for the manufacture of construction materials for on-site construction projects, as well as for local community upliftment projects, such as building schools, housing and new concrete block paved (CBP) roads requiring minimal maintenance as an option to tarred roads.

"By investing in the local community, and following a sustainable business approach, mines can ensure future success," Booysen enthuses.

Other benefits of the on-site manufacturing of construction materials include efficiency, in terms of project execution, which leads to improved service.

He says the company can also provide assistance in drawing up a business plan, as well as setting up and commissioning plants of concrete equipment suited for infrastructural development.

#### **New Facility**

Booyesen says PMSA is currently busy with a R2.5-million upgrade of a recently purchased facility next to its Jet Park premises that will be transformed into a dedicated exhibition of concrete equipment and a new training academy.

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#### **ON-SITE SOLUTION**

PMSA is looking to expand its footprint in the Zambian mining sector by offering clients an on-site construction materials and concrete equipment manufacturing solution

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He says the new 400 m<sup>2</sup> training academy will be more specialised than the current facility and will include a lecture theatre and concrete grinding and training facilities for concrete floor preparation and polishing.

Booyesen adds the new centre will have the benefit of allowing students to view equipment and the end product it manufactures.

“We have experienced a need for more specialised concrete training and anticipate great interest in the facility. We expect it to be up and running by the end of the year,” he says.

### **Trends and the Future**

Booyesen says setting up a permanent PMSA office in any African country, including Zambia, is not always economically justified owing to the closer proximity to South Africa; however, the company is currently in the process of selecting and employing distributors in countries further north, such as Democratic Republic of Congo and Tanzania as well as other African countries.

He adds the company has noticed increased construction

materials manufacturing activity from its existing Zambian clients, as well as a rise in enquiries from, and sales of small machines to, new companies.

“This followed the recovery of the mining industry that became apparent at the beginning of this year,” he notes.

Booyesen says the company’s goal is to expand the PMSA’s footprint into Africa and beyond, while supplying high-quality concrete equipment, solutions and technology into the developing world is underpinned by its commitment to service, support, quality and technology to all its customers. He expects a significant increase in demand for PMSA’s equipment and technology across sub-Saharan Africa, as trade and investment increases between national borders.

“With an economic boom forecast for sub-Saharan Africa, in particular, PMSA plans to be at the forefront of that development, by supplying all associated concrete equipment, solutions and technology to the various projects under the PMSA umbrella of companies,” he concludes.