

MINING

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MIP 30m² Linear Screen

Unparalleled process solutions | BEE empowered partner

Buyers Guide



MIP TO SPREAD ITS WINGS

Only three years after opening its doors, and after a year of growing success and rising international business, relative newcomer MIP Process Technologies (Pty) Limited (MIP) is poised to open operations around the world.

MIP is a 100% black-owned and managed producer and supplier of innovative and customised process solutions for the mining, minerals processing and related industries. The company designs, develops and manufactures a range of world-class equipment which includes: thickeners; clarifiers; attrition scrubbers, flocculant plants and linear screens, all of which are designed, developed and manufactured by MIP. Recent additions to the product range are mixers, agitators and progressive cavity pumps.

It has the Africa rights to the Chemineer range of mixers and agitators, as well as the Moyno range of progressive cavity pumps. Chemineer Incorporated and Moyno Pumps are American sister companies and part of the international Robbins & Myers Group, listed on the New York Stock Exchange.

Today MIP is preparing to expand its operations by establishing a presence in selected countries around the world. "The company plans to have offices in Australia and South America soon, and obviously in the rest of Africa as well, where we would like to establish a strategic agency network," managing director Philip Hoff says.

"We have advanced plans in place for this development, and we intend to open our first office outside the country by March next year. This would be in Australia, because of the large volume of existing and potential business from that market," he explains.

"Next would be South America, with Africa an ongoing process involving sequential assessment of the various likely countries and markets like Ghana and Tanzania," Hoff adds.

"Spreading our wings like this is a significant development, but after three years in this line of business and experiencing the trends, we feel a definite need for a presence in key overseas and African countries."

The new phase of expansion for MIP is an exciting sequence to a typical rags to riches story over the three years of the company's existence.

"We opened in 2007, and of course walked straight into the 2008/2009 global recession," Hoff says. "And I always tell people that the best thing that could have happened to us was that recession. Because we were a new entrant at



MIP managing director Philip Hoff.

the time, people rather went to traditional and established suppliers, and we really struggled to enter the market.

"Then the international economic meltdown happened, and we struggled even more. In the financial year to the end of February 2009, one R4 million order for a flotation reagent plant for a gold producer, and a variety of much smaller contracts enabled us to just manage," Hoff continues.

"At that stage we decided to do things differently and our new strategy, the details of which I don't want to go into for obvious reasons, proved to be very successful," he adds.

"What I will say is that our method was to make customer service and customer focus paramount – always exceed customer expectations. Our innovative designs, our quick response time, our reliability of delivery, together with our experienced and efficient staff, have helped us to get where we are today," he enthuses.

MIP's change in fortunes really started in September last year. "First we secured an order for a flocculant plant for a major iron ore supplier in the Northern Cape. Then we were awarded a contract by Barrick Gold in Canada for a linear screen, and this was followed in October by a substantial order from Great Basin Gold for a 26 m diameter thickener and flocculant plant at its Burnstone gold mine. Both of these jobs have been completed and are up and running," he adds. Since then the orders have been coming in steadily, and the company is still gathering momentum.



The 26 m diameter thickener at GBG's Burnstone mine.



A 30 m linear screen – arguably one of the biggest in the world – delivered to Zambia.

“First came an order from an Australian project house in December for a 30 m² linear screen – arguably one of the biggest in the world at the time – which we shipped to the customer in Zambia,” Hoff says.

“Subsequent to that, in September this year the company placed another order for three units – three 32 m linear screens which will be the biggest in the world – that we are manufacturing for a project in Australia. They will be shipped in early 2011,” Hoff calculates.

“Then in January this year we received an order for two 11 m thickeners for a phosphoric acid plant in Egypt. Because of the phosphoric acid we had to use a very expensive special stainless steel. They were ordered in January this year, we shipped them in May and they have been installed,” he continues.

“We also produced a thickener for a coal project near Delmas. That has been commissioned, and the company concerned has just awarded us the contract for a second thickener for the project. This one is currently under construction for delivery early next year,” he adds.

“We have just completed an 8.0 m thickener and lime-making plant for a gold project in Zimbabwe; and we are doing a project now for a zinc emulsifier plant in Chile,” Hoff reveals.

“We are also about to commission a new clarifier for a steel project in Kwa-Zulu Natal. We have had to incorporate a special design to ensure that we meet the

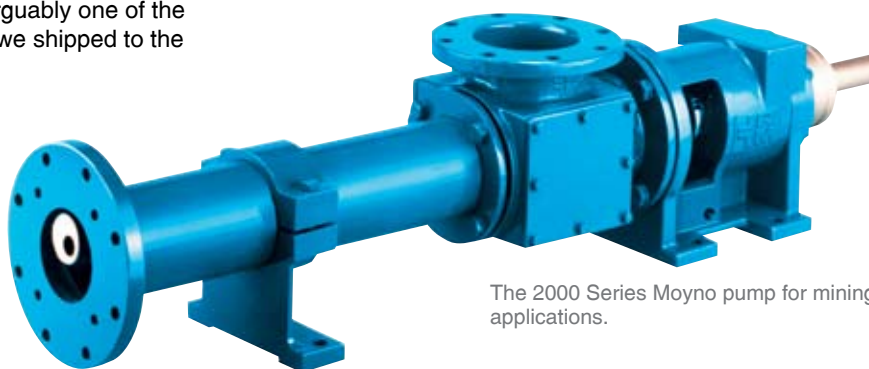


The Burnstone mine flocculant plant.

customer’s objective of achieving less than 10 parts per million of solids in the overflow,” he explains.

“We really can consider ourselves lucky, as many other companies in our business are not that busy. We do work all over the world, and as a result we are financially stable, and we find ourselves in a position today where we can self-finance the projects we tackle – especially the overseas projects,” he points out.

“Having started out from scratch three years ago, and battled through the global recession, we are proud to reveal that MIP turnover today is in excess of R50 million a year,” Hoff emphasises. The market for the company’s products in Africa is in the region of R2 billion per annum.



The 2000 Series Moyno pump for mining applications.

The company has improved its production profile in South Africa. “When we started up three years ago, most of our work was outside the country, but we are now running at about 50:50 in South Africa and in the rest of Africa,” he estimates.

As far as the rest of Africa is concerned, the company has undertaken projects for various countries. These include the Democratic Republic of Congo (DRC), Egypt, Ghana, Kenya, Tanzania, Zambia and Zimbabwe. Looking ahead, there are quite a few gold and diamond projects in various parts of Africa that MIP is interested in for future business. **MRA**



The MIP stand at the recent Electra exhibition was a popular spot.