

NATIONAL MININGCHRONICLE

CELEBRATING 23 YEARS | FEB/MAR 2018

RETHINKING RENEWABLES

Cost-saving benefits of collaborating on a cleaner, more sustainable future

LOVE THY NEIGHBOUR

Assessing the export potential of India and ASEAN nations

GOOD AS GOLD

Wood and Cvmec channel Bentley expertise at Gruyere

TOMORROW'S MINE TODAY

HOW SCHNEIDER ELECTRIC HELPED ROY HILL GET AHEAD OF THE GAME



RRP \$4.40 (GST included)

ISSN 1447-8900 02



THE VALUE OF EXPERIENCE

www.ddh1.com.au



A Kal Tire team member inspects ultra class tyres.

Forging ahead on innovation

Mining-focused tyre specialist Kal Tire Australia has undergone rapid change since acquiring tyre service leader Klinge & Co against the commodity cycle in mid-2016, and could be excused for stopping to catch its breath in 2018.

But while consolidation is a focus for the new year, Kal Tire is far from slowing down when it comes to its service offerings and product development for clients across its national service footprint.

The Australian head office has welcomed former Hastings Deering Executive Manager Operation Darren Wilson on board as regional Vice President, an appointment which has brought with it a targeted approach to growth and service execution.

Consolidation of leadership and national presence may be a focus in 2018, but it is far from the sole focus, according to Kal Tire Australia Head of Sales and Marketing Jason Zafiriadis.

"We've got a strong base of mining services contracts that we're continuing to build, and we're also establishing quite a strong supply chain for all kinds of products around the wheel of mining equipment - most notably off-the-road tyres, wheels and rims," he told *National Mining Chronicle*.

"That part in particular is a really exciting period for us - we're seeing a lot of our growth come from the establishment of this product supply chain, and a lot of our customers are starting to benefit from the value we can provide as a truly independent tyre management partner.

"Representing a number of tier-one brands gives us independence, so customers can be confident that we'll specify the right product for the application - regardless of where the product comes from, we just want to make sure it's the right one."

While tyres are obviously at the forefront, increasing attention is being placed on maintenance and repairs in a cost-constrained mining environment.

With the Klinge acquisition expanding its network in Australia and a dedicated approach to innovation and

safety globally, Kal Tire has proved something of a first mover on this front.

The company launched an update its Gravity Assist System at AIMEX last year, which essentially makes the torque gun used to fasten lug nuts on earthmover tyres 'float', lowering risk of injury and fatigue and speeding up the process for earthmover tyre technicians.

Then there's Ultra Repair, a product which helps miners get the most out of their purchase, potentially extending mining tyre life by thousands of hours.

"Historically, if cables have been damaged or there had been damage to the side walls of tyres, that tyre would have had to have been scrapped," Mr Zafiriadis said.

Kal Tire is far from slowing down when it comes to its service offering and product development for clients.

"With Ultra Repair, we can now repair some critical damage to side walls and repair and replace cables to be able to put that tyre back to work."

It would be easy to rest on the laurels of an innovation like Ultra Repair, but Kal Tire's determination to make the most of its international footprint is evident through its Innovation Centre in Vernon, British Columbia, where the ideas generated from lessons learned across the globe are developed and turned to solutions.

"At any given time we've got a number of live innovation projects being incubated in the Innovation Centre in Vernon," Mr Zafiriadis said.

"We will be looking to release a few more things in 2018 - watch this space, it's going to be exciting."

Meanwhile, Mr Zafiriadis said in selling, repairing and software, the main objective was always to maximise the investment of the miner.

"We know it's such a large portion of operating costs, and we want to keep their assets producing for them," he said.

For the Australian market in 2018, the goal is simple.

"Our objective this year is to grow the number of sites we're operating on, the supply chain we're developing and continue to deliver measurable value to our customers," Mr Zafiriadis said. **NMC**



Focused coordination at a Kal Tire-managed tyre bay on a Hunter Valley minesite.