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Specialist vibrating equipment supplier Joest is racking up a string of successful orders in Africa as it continues to expand its product and service offering on the continent. "We have supplied six vibrating screens to a gold mine in Liberia, eight vibrating screens to a gold mine in Mali and 15 vibrating screens to a gold mine in Burkina Faso," says Yashin Ramdhin, General Manager: Sales.

"We have also supplied screens to Tanzania and have had vibratory feeders go into a coal mine in Mozambique. We are optimistic that our growth in Africa will go from strength to strength. This is largely due to the excellent reputation that the Joest brand has gained over the years. A particular advantage of Joest's equipment is the increased lifespan, structural integrity and ease of maintenance of the equipment, which is particularly important in remote areas in Africa."

Joest offers a full selection of specialist equipment to meet its customers' total vibrating screen and feeder requirements. Ramdhin says the company's specialist vibrating equipment forms part of a tai-

lored solutions approach to cater for a wide range of duties, "which allows our customers to reduce downtime and achieve production efficiencies at the lowest operating costs."

All products are shipped from Joest's Spartan, Johannesburg facility. "A lot of companies are finding it easier to procure products directly from South Africa rather than importing it into Africa or attempting local manufacture. After validation testing, we ship our products fully assembled so all the customer needs to do is simply install it," states Ramdhin.

"We keep track of the equipment throughout the delivery process as well as keeping in close contact with our customers, whereafter we provide hot and cold commissioning as well as personnel training. This is to ensure the smooth handover of the equipment and that it is working according to our specifications. It guarantees that we have happy customers at the end of the day, in addition to



Joest vibrating screen being installed at the Navachab gold mine in Namibia.

forging a long-term relationship with our customers."

Joest plays a key role in the commissioning of its equipment on site. "This is an essential service we offer to ensure the optimum performance of the equipment once in operation," Ramdhin notes. In terms of aftermarket support, Joest supplies everything from "OEM parts, Joest drives and replacement machine bodies."

In addition, the company also maintains regular contact with all of its customers. "That ranges from a telephone call to a face to face visit," Ramdhin points out. Looking at challenges in Africa, he adds that "while travel can be challenging and logistics an issue, it is having a solid understanding of the supply chain requirements for individual countries that ensures Joest's ongoing success."

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