

Joest optimistic on African growth

Specialist vibrating equipment supplier Joest states that is racking up a string of successful orders in Africa, recently supplying six vibrating screens to a gold mine in Liberia, eight to a gold mine in Mali and 15 to a gold mine in Burkina Faso.

Yashin Ramdhin, GM for sales, says that the company has also supplied screens to Tanzania and has 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 states that it 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 tailored solutions approach to cater for a wide range of duties, which allows our customers to reduce



Joest vibrating screen being installed at Navachab in Namibia.

downtime and achieve production efficiencies at the lowest operating costs."

Ramdhin explains that Joest is looking in particular at the sub-Saharan market in addition to various parts of West Africa. "This is accomplished by working in tandem with the mining houses and engineering companies who are active in the African market."

All products are shipped from Joest's facility located in Spartan, Johannesburg.

"A lot of companies are finding it easier to procure products directly from South Africa rather than importing them 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 them."

"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 a forging a long-term relationship with our customers."

Meanwhile, Ramdhin, says: "As an African company, we fully understand the socio-economic aspects and cultural sensitivities of conducting business in Africa. Joest's philosophy of 'engineered solutions' ensures that we fully understand each customer's specific needs, delivering a customised solution, which ensures that downtime is dramatically reduced." ■