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Joest Kwatani establishes a permanent presence in Botswana

Underlining its philosophy of actively partnering with its customers, Joest Kwatani strives to be situated strategically close to customer operations. In order to render the best possible support to its footprint of vibrating screens and feeders in the Botswana mining industry, this South African company has now established Joest Kwatani Botswana (Pty) Ltd in Jwaneng.

"We believe that to achieve growth in Africa you have to be firmly located in Africa. To service our Botswana customer base we have partnered with Lucient Engineering and Construction Services, a Botswana company that has been active in that region since 2002 and has an established reputation for its mechanical engineering expertise in the local mining sector. This relationship reinforces our belief that it is essential to have people on the ground that understand the region and are able to provide the high level of support required," says Kim Schoepflin, managing director of Joest Kwatani.

Leveraging Lucient's existing infrastructure, Joest Kwatani Botswana will be a full service vibrating equipment supplier. "Credibility in the market place was also a major consideration for Joest Kwatani and the synergies between the two companies will see this partnership grow from strength to strength to the benefit of the local mining sector," says local businessman Lerang Selolwane, who has been appointed as managing director of Joest Kwatani Botswana.

"We will bring Joest Kwatani's well proven technology into this region and our market offering will include new vibrating screens and feeders, 24/7 on site service and technical support as well as a parts stockholding commensurate with the machine population," Selolwane points out.

"By developing and maintaining close relationships with the mines through Joest Kwatani Botswana we will be able to provide fit-for-purpose appropriate screening solutions that will enable the plants to improve their effective yields. This is in line with Joest Kwatani's drive to provide vibrating screens and feeders that are engineered for tonnage," adds Theresa Walton, a director of Joest Kwatani Botswana.

A 40 year history of driving the development of custom built vibrating screens, grizzlies and feeders in the South African and African mining industry places Joest Kwatani in a strong position to customise solutions to the Botswana mining fraternity.

"All our products, including a range of vibrating screens and feeders from scalping, sizing, washing, dewatering and sliming as well as a range of drives including unbalanced motors, exciter gearboxes and electro-magnetic drives, are engineered to global best practice standards. Significantly, the South African company operates five manufacturing facilities within the Spartan, Gauteng area with a total footprint of 17 000 m². With the opening of the company in Botswana, we are now able to provide comprehensive supply and support of our technology in Botswana from a local operation that includes offices, warehouses and a refurbishment facility," says Walton.

Selolwane explains that Joest Kwatani Botswana will have access to support from Joest Kwatani's operations in South Africa. "This provides us with a significant advantage given the fact that product support is available 24/7 through the company's extensive branch and service centre network. We will be able to leverage the technical know-how and extensive knowledge base inherent in Joest Kwatani's South African operation to provide our local customers with fast turnaround on any pertinent requirements."

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