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South African company's products gain popularity in Canada

Energy absorption solutions provider Horne Group reports its Barrie, Ontario-based subsidiary Horne Conveyance Safety's focus on Levelok and Technogrid product lines has resulted in midyear sales of R12-million to Canada's mining sector.

The sales include two group firsts.

At miner Vale Inco's Totten copper mine, in Ontario, two Levelok systems, one for skip clamping and another for cage clamping, have been installed on a single mine shaft conveyance, which is reported to be a world first.

At fertiliser company Potash Corporation's Rocanville mine, in Saskatchewan, the first sale of Technogrid into a Canadian over-wind application has taken place. The product was chosen above a product priced at 70% below its cost.

Horne MD **André du Preez** says he believes both successes can be attributed to the technical superiority of the products involved.

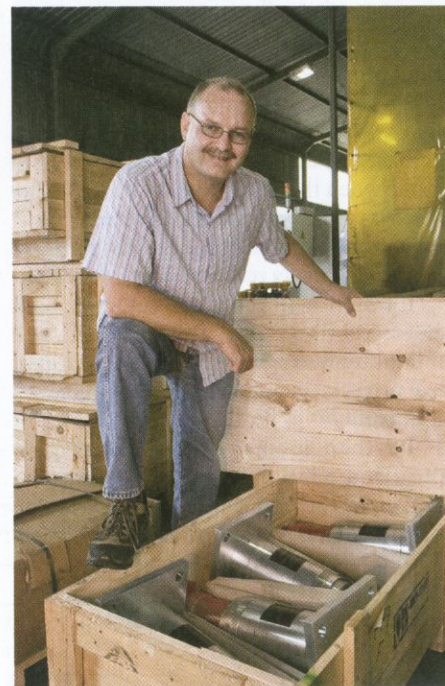
"Horne Conveyance Safety is growing and gearing up for the Canadian mining industry's accelerating order book. Over the coming year, substantial growth in the local market, as well as further improvement of export sales is expected for the group as a whole.

"Further, the group's factory in Spartan, Johannesburg, is being expanded in line with the anticipated growth," says Du Preez.

He explained that the Totten mine installation involves a dual Levelok system that enables a single conveyance to be clamped in position at multiple levels for the on- and off-loading of mine personnel, and the same conveyance to be clamped in position at the single skip level.

"For use as a cage, the clamps are mounted on the conveyance to grip guide steelwork running vertically down the shaft. The clamps are activated by a power pack installed on the conveyance.

"Conversely, for skipping, during which ore is removed from a single level only, the



ANDRÉ DU PREEZ

Horne Group has recorded midyear sales of R12-million to Canada's mining sector

clamps are mounted on the shaft steelwork and grip the conveyance itself. They are activated by an electric power pack installed at the skip level, and automatically controlled by the mine's programmable logic controllers."

Regarding Rocanville's over-wind Technogrid, Du Preez says that, although this particular installation was a first, owing to the unique nature of the application, there had been steady sales of Technogrid over the years for use on Canadian conveyor systems, where the product acts as a counterweight arrester in the event of conveyor failure.

Du Preez says that this contrasts sharply with slow sales into the same market locally.

In Canada, more than 250 units have been installed to arrest counterweight in the event of conveyor belt failure, whereas, in South Africa, fewer than 30 have been sold.

The price of anything is the amount of life you exchange for it.

MINING WEEKLY COUPON ON PAGE 56 E220043