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# Governor of Victoria Export Award to Duratray

## In the category of Minerals, Energy and Related Services



The Governor of Victoria Export Awards (GOVEA) is one of the most prestigious business awards in the state of Victoria. GOVEA recognises Victoria's most successful and innovative exporters and gives them the stamp of international success.

Celebrating a milestone 40th anniversary, the 2019 GOVEA awards spanned 13 categories.

Duratray International received the GOVEA Award for Minerals, Energy & Related Services in a ceremony held on October 15th in Melbourne.

***“This is the result of a growth strategy carried out during the last five years”***

The GOVEA Awards recognise the hard work and dedication of Victoria's exporters who are boosting the economy, creating jobs and promoting Victoria as a world leading destination for trade.

“We, as a company and as a family, are honoured to receive this important award from the Victorian Government. This is the result of a growth strategy that we have carried out during the last 5 years, increasing our exports revenue more than 3 times within said period of time. We are extremely proud of our company's performance, which is the result of a joint effort from all the members of the team. Most of us have been working together for the last 10 years, sharing the same goals and commitment in all the regions where we operate”, said Duratray International Managing Director Marcelo Medel.

This year's GOVEA Awards attracted a 100% increase on entries compared to 2018, lifting from 49 to 98 applicants with many businesses from Regional Victoria on the competition.

# Duratray around the world...

## KAZAKHSTAN

Opening a new territory for Duratray International, the first dump body for Kazakhstan was completed and commissioned in September 2019.

For performance trial evaluation, Duratray COO Steve Hall travelled to Rudny area, west of Astana from October 23rd to the 25th.

A XP lightweight steel body with exhaust gas heating for a Hitachi truck, model EH3500AC2, the Duratray XP body is larger and lighter than the OEM steel trays and has been designed to improve productivity by 6,9%.

Following measurements by nine surveyors, it was confirmed that the body was carrying 103.9m<sup>3</sup> actual payload compared to a contracted volume of 91,4m<sup>3</sup> - therefore an improvement of 13.7%. Trials will continue through the northern hemisphere winter to evaluate the long term performance in a range of ore and waste materials.



## GERMANY

Germany is also a new country for Duratray, where a suspended dump body for a Komatsu HD785-7 haul truck was delivered in August 2019. Assembly and installation were supervised by Regional Manager Pablo Rossi and Field Service Technician Kevin Bolton. This project is for a Limestone quarry, where the earliest working date back for amazing 750 years. Nowadays the quarry is part of a picturesque urban region east of Berlin, therefore loading noise into steel trucks has become an issue. Cemex is evaluating the noise attenuating characteristics of the Duratray suspended body using a rubber floor. Duratray is working together with the regional Komatsu distributor GP-Baumaschinen, who sees great potential for the Suspended Dump Body in various quarries across Germany.

## NEW DISTRIBUTION AGREEMENT IN EUROPE

With the family-owned Kuhn Group of Austria, a new Duratray International distribution agreement has been signed for Austria, Croatia, Slovakia, Slovenia, Switzerland, Hungary, the Czech Republic and parts of Germany this December 2019.

Kuhn Group is the Komatsu dealer for the region and were instrumental in the delivery of the HD605-7 lithium-powered eDumper with Duratray suspended dump body that was commissioned in Switzerland in March 2018.

The photograph on the right was taken at the first commercial-technical meeting held at the Kuhn head office in Eugendorf near Salzburg at the beginning of December 2019.





# AROUND AUSTRALIA...

## DURATRAY AT ALABC'S ANNUAL DINNER

After the last day of the International Mining and Resources Conference (IMARC 2019), ALABC, the Australian - Latin American Business Council held its annual gala dinner in Melbourne. The event highlighted the 30th anniversary of the business

council, and included an address by The Hon Martin Pakula of the Victorian government (Minister for Racing, Minister for Jobs, Innovation & Trade, and Minister for Tourism, Sport & Major Events).

Duratray International hosted two corporate tables at the event, including staff and special guests – see photograph above.



## DURATRAY INTERNATIONAL - A KEY PLAYER AT IMARC 2019

In its home-city of Melbourne, Duratray was again a prominent exhibitor at the International Mining and Resources Conference (IMARC 2019). It was impressive to see that the size of the exhibition had doubled since the previous year.

President of the company Manuel Medel flew in from the USA to join his brother Marcelo Medel, who is resident in Melbourne. Duratray staff present at the booth included Regional Manager Pablo Rossi from Perth, BDM

John Capehart and COO Steve Hall from Brisbane, plus Zoe Tindley and Francisca Taverne from head-office at Bayswater.

Positive discussions were held with a range of current and potential customers.

There were large delegations present from South America, plus groups from Africa, Russia and Central Asia.

Duratray International was honored to receive a visit by

the Ambassador of Russia in Australia Dr Alexey Pavlovsky and also representatives of Duratray's newest customer in Russia, Polyus Gold.

At IMARC 2019 gala dinner Duratray hosted a corporate table which included guests from various clients and partner companies, as well as the directors and staff of Duratray.



## DURATRAY RE-OPENS USA OFFICE

In order to respond to market demands, Duratray International President Manuel Medel relocated to Miami, Florida to re-open the company's USA office. From this strategic location, Duratray will be able to attend USA, customers in Canada, Mexico, Cuba, Panama and Colombia.



## NEW CHARTERED ENGINEER FOR PERTH OFFICE

Due to expanding workload, a new Perth-based engineer Michael Briggmann has joined the WA office of Duratray where he will work alongside Regional Manager Pablo Rossi and Vladimir Stojkovic.

Originally from Germany, Michael holds a masters degree in mechanical engineering from the Technical University of Berlin and is a certified practitioner of SolidWorks, where he also holds accreditations as tutor & trainer for that design software and AutoCAD. Since arriving in Australia in 2015 Michael has worked for several design & manufacturing companies and for Hofmann Engineering in Perth. He is also a Chartered Member of the professional association Engineers Australia.

## Russia's developments

Duratray Managing Director Marcelo Medel visited Russia from November 23rd to the 25th to meet with key clients and collaborators in Moscow and St. Petersburg.

Medel and Duratray COO Steve Hall were joined by agents from the company's Kuzbass Mining Service, represented by Iliya Zhabin and Evgeny Kuznetsov.

In addition to celebrating the successful conclusion of two major contracts with company Severstal, the group was pleased to receive news that Duratray International's first delivery to Polyus Gold, a CAT 793D XP dump body, arrived to site at the Olimpiada gold mine near the town of Severo-Yeniseysky in the Krasnoyarsk region.

"Since 2017, the Russian mar-

ket has been one of our main commercial priorities. Today, we are proud to be one of the few Australian companies operating in that country through our local branch, with our Russian facilities and employees. After three intense years, we can proudly say that we have major businesses with the largest companies in Russia, Kazakhstan, Kyrgyzstan, Mongolia and Ukraine and we look forward to 2020, having no doubt we'll keep achieving great results in that region", said Medel.

Meetings were also held with Duratray's major fabricator from Magnitogorsk and with freight provider Abacus Forwarding from St. Petersburg.

New project opportunities were discussed with a number of mining companies and OEM truck manufactures.

### NEW CLIENT IN THE HUNTER VALLEY, NSW



In June-July 2019 a new high-volume XP-series steel body was delivered to Rix's Creek mine near Singleton.

Rix's Creek is an open pit mine which uses forty trucks to produce approximately 2.5 million tonnes per year of coking and thermal coal.

The new XP Duratray was fabricated at our partners MMS Engineering in Muswellbrook and has a volume of 180 cubic metres (compared to the original standard dump body of 138m3). Despite being 30% larger volume, the XP Duratray weighed only 31.9 tonnes compared to standard dump bodies, which were 10-12 tonnes heavier.



Since its commissioning the tray has been working successfully, with the low weight and high capacity contributing to improved productivity.



A Christmas party was held for Duratray staff from Victoria, Queensland and Western Australia as part of the end of the year celebrations. The Managing Director Marcelo Medel invited team members to a beautiful and relaxing vineyard setting on the Mornington Peninsula to unwind and celebrate together. The Melbourne factory production team took a break from loading containers of equipment soon to be shipped to Canada for transport to clients in the northern Arctic across the famous winter Ice Road.

Deliveries have commenced to Duratray's customer in the Ukraine. Sold via our regional distributor Sumitec Ukraine, two XP series Duratray steel bodies have been manufactured in Turkey and transported via the Black Sea to the final customer Ferrexpo iron ore company. Ferrexpo produces 12 million tonnes/ year of high-grade iron ore pellets, and is in the process of expanding capacity and efficiency to reach 20 million tonnes per year.

### DURATRAY IN AFRICA

The Duratray fleet continues to grow in Southern Africa with our valued customers placing follow up orders during 2019. The highlights are the delivery of EH3500 SDB to the coal area in South Africa plus 8 CAT785 SDB to copper belt in Zambia. The pipeline of new prospects is also strong with various commitments for purchase in early 2020.



## WELCOMING ENGINEER SERGEY PLASHINOV TO DURATRAY'S RUSSIA OFFICE



To assist with the delivery of new projects in Russia and the design of new proposals, Duratray International has recruited a mechanical engineer to be based in Kemerovo.

Mr. Sergey Plashinov graduated from Kuzbass State Technical University and has more than ten years of experience in the design and maintenance of heavy mining equipment at

the TRMZ Tomusinsky Mechanical Repair Plant, one of the leading manufacturers of spare parts in Russia for all types of domestic and imported mining equipment.

For the past five years, Sergey led the technical team at OAO Rospadskaya, an important metallurgical coal producer in Russia. Rospadskaya is located in the Kuznetsk coal basin in western Siberia, which accounts for about three quarters of the total coking coal production in Russia. Sergey was responsible for equipment failure analysis and asset reliability im-

provements across a wide range of mining machinery, including dump trucks and loading shovels.

We welcome Sergey to the team of Duratray International. Sergey's first on-site project will be the assembly and commissioning of a new Cat-793D XP series dump body at Polyus Gold, Olimpiada gold mine in Krasnoyarsk region. The task was successfully completed within the planned one-week program.

Due to limited workshop space the task had to be conducted outdoors in challenging conditions

with subzero temperatures of -17°C to -21°C.

The matching new truck hasn't yet been completely assembled, so Sergey will return to base in Kemerovo until the Duratray XP body is installed.



## From the Director

Dear team,

While we are ending a very busy and successful year, I would like to wish everyone a Merry Christmas and the happiest and greatest 2020.

Since I became Managing Director in 2016 of this great team, we have achieved great success as a company but more importantly, we have grown as a family. I have gladly seen how the team, which has been together for more than 15 years, work as one, and the young stars of Duratray have developed their skills within the company, achieving great performance and results.

This year we have achieved a new record, we have sold more units in different countries than any other year, growing our sales in more

than 300% since 2016. When the mining industry was in a low cycle, when everybody talked about the mining crisis and reduced human resources, we stood up and looked up to the future with wishes of greatness and courage.

Today, we are proud to be the BEST exporting mining company in Victoria and the very first Chilean investment in Australia (2001) and in Russia (2017).

We export our technology to more than 30 countries from our offices in Chile, Australia, USA, South Africa and Russia. With manufacturing facilities in Chile, Canada, China, Turkey, South Africa, Russia, Australia and Indonesia, from where we have conquered during 2019 new clients in Kazakhstan, Philippines, Germany, Switzerland, among many others.

It has been an honour to work with every one of you!

Gracias totales.

Happy holidays!

Managing Director Marcelo Medel

