

Breaking new ground in customer relationships with BGC Contracting

Close customer relationships, a can-do attitude and a record of performance have paid off, as demonstrated in our relationship with BGC Contracting.

The leading Australian mining and civil construction contractor has chosen to partner with Metso for all of its equipment and parts on Atlas Iron's Mt Webber systems project in the Pilbara. The Mt Webber mine is an important part of Atlas Iron's ambitious growth plans to increase exports from 10 to 15 million tonnes per annum.



A significant achievement was the recent supply and commissioning of a new LT140 mobile crushing unit, which is part of BGC's processing system that is handling the contract crushing at Mt Webber.

In stage one of the Mt Webber project – now commissioning – we refurbished the site's existing HP300 cone crushers, supplied a HP400 cone crusher, two Triple Slope (T.S) screens, ten feeders and the LT140.

Based on our strong performance on stage one of the project, in February we received an additional order for a HP400 cone crusher, two HP4 crushers, two TS screens and ten feeders for stage two of the project.

The partnership could not have been made possible without the hard work and dedication to service from our Crusher Systems Hub Manager - Campbell Johnston and Area Manager - Construction for Western Australia and South Australia, Andy Gough.

Andy has been instrumental in managing close relationships with BGC while Campbell has assisted with engineering and process expertise to customise our solutions to BGC's requirements.

Andy who has known and supported BGC personnel for several years cites quality equipment, technical backup and high levels of service as the key factors behind the successful relationship.

He said that customising solutions to BGC's requirements got us over the line with the LT140.

"The fact that we could provide a mobile crushing station without all the associated costs from fixed infrastructure appealed greatly to BGC; their interest peaked when the cost savings became apparent," Andy said.

"The mobility, versatility and flexibility of the unit which allows them to mobilise the machine as required and run it on its own self contained power or plug it into the mains was also attractive."