



Roymec Technologies

Flexibility opens the
doors to ***new territories***



Ion Exchange & Resin Elusion Systems

Flexibility opens the doors to **new territories**

Purposefully adapting to customer requirements and sealing a number of key partnerships is providing Roymec Technologies with an opportunity to expand its filtration and separation business globally.

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Produced by: [Francesca Birkenhead](#) >>>

Roymec Technologies is well on its way to becoming a truly global company, driving success outside of its traditional African market base through innovation and a range of strategic partnerships.

A filtration and separation technologies equipment supply company that offers comprehensive services in its area of operation Roymec Technologies is increasing its foothold into South America, Russia and the Eastern Bloc countries and South East Asia.

The company has recently

formalised an agreement with Chilean Engineering supplier TecProMin, which will provide the foundation for Roymec to expand its markets in this region, according to Director of Sales Hoosen Essack.

“TecProMin have offices in Chile, Peru and Argentina and service South American operations from these offices. We anticipate substantial growth in South America through projects in Peru, Bolivia, Columbia and Brazil. TecProMin will represent our technology in their region and we will reciprocate the arrangement by representing their Sampling,

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Lime Slaking and Gold Elution technology in Southern Africa,” he said.

Roymec has worked on a number of large developments for international majors which include FMI’s Tenke Fungurume project, Kantanga Mining Limited’s reopening of mothballed works in the DRC and Zambia, the Kansanshi Copper project with owner FQML and the Skorpion Zinc project in Namibia for AAC.

A FLEXIBLE UNIQUE APPROACH

Roymec’s success is due to its innovative, adaptive and flexible approach, according to Essack. By recruiting, incentivising and training a highly specialised staff complement Roymec ensure its operations are best suited to

client’s requirements.

“It’s difficult to find technically skilled people in our area of operation so we look for the most suitable candidates and invest several years in their development. We look for outstanding performers with the ability to make calculated decisions with an entrepreneurial flair,” explained Essack.

“With technology companies such as Spintek Filtration we have a license agreement to manufacture its’ equipment in Southern Africa. We collaborate on design with the licensor, customise for local conditions and utilise local subcontractors to manufacture the equipment,” continues Essack.

Roymec has a unique relationship with the suppliers who manufacture its equipment. This relationship with fabricators means that Roymec receives feedback improvement which is part of a unique collaborative approach to design. “We have a good supplier management ethic and have cultivated a close working relationship with suppliers, who are handpicked for qualities such as skills and trust levels. It’s never good practise to look for new suppliers for every

“ We don’t think anyone else offers the same combination of services. We’re planning to become leaders in certain ion exchange techniques worldwide.”

— Hoosen Essack

project,” said Essack.

CUSTOMER CONTACT

One thing Roymec is hoping to increase is new regional partnerships which will substantially increase the level of customer contact. With an expanding global reference base the company is exploring new ways to maintain a close relationship with customers by reaching agreements with



Roymec’s SX Dual Media Filters

companies on the continent.

“Part of the broad thinking is the necessity to be a partnering entity in clients’ operations which is the rationale for entering into an agency agreement with companies such as Nuco, who are based on the Zambian Copperbelt. Improved customer service levels, fast deliveries and optimised equipment performance are just some of the elements of this phase of action we have embarked on



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Supplier Profile

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to ensure that the value added benefits of our equipment is not limited to just cost. The partnership with companies globally is part of the strategy to realise these goals," said Essack.

"In addition, we are further strengthening our customer relationship through implementation of a CRM package to allow the customer speedy access to any facility of our business by automating repetitive processes," he continued.

R & D

Roymec ensures it stays at the forefront of equipment supply by developing value-added engineering solutions for clients. Roymec's flexible business model allows it to invest a large proportions of its turnover in research and development in order to optimise its product offering, which has given it a huge competitive advantage.

"We have expended significant effort and capital in product development over the past few years. Thickeners are an area that has seen a large leap from our efforts, with the advent of a radically new feed distribution system. This fundamental



Roymec's flocculant plant



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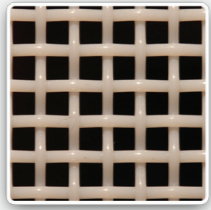
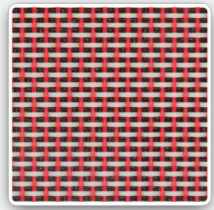
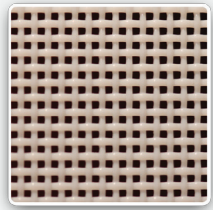
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Supplier Profile

Afri-Tech

Afri-Tech Mining Supplies (Pty) Ltd was established in 2007 by Richard Arends. The company was founded on the principles of integrity, honesty, exceptional product support and dedication to quality. Afri-Tech has grown within this short period of time to one of the market leaders in Africa of screen and filter cloths, which are used on Linear Screens, Vacuum Belt Filters, Belt Presses and Automatic Pressure Filters.

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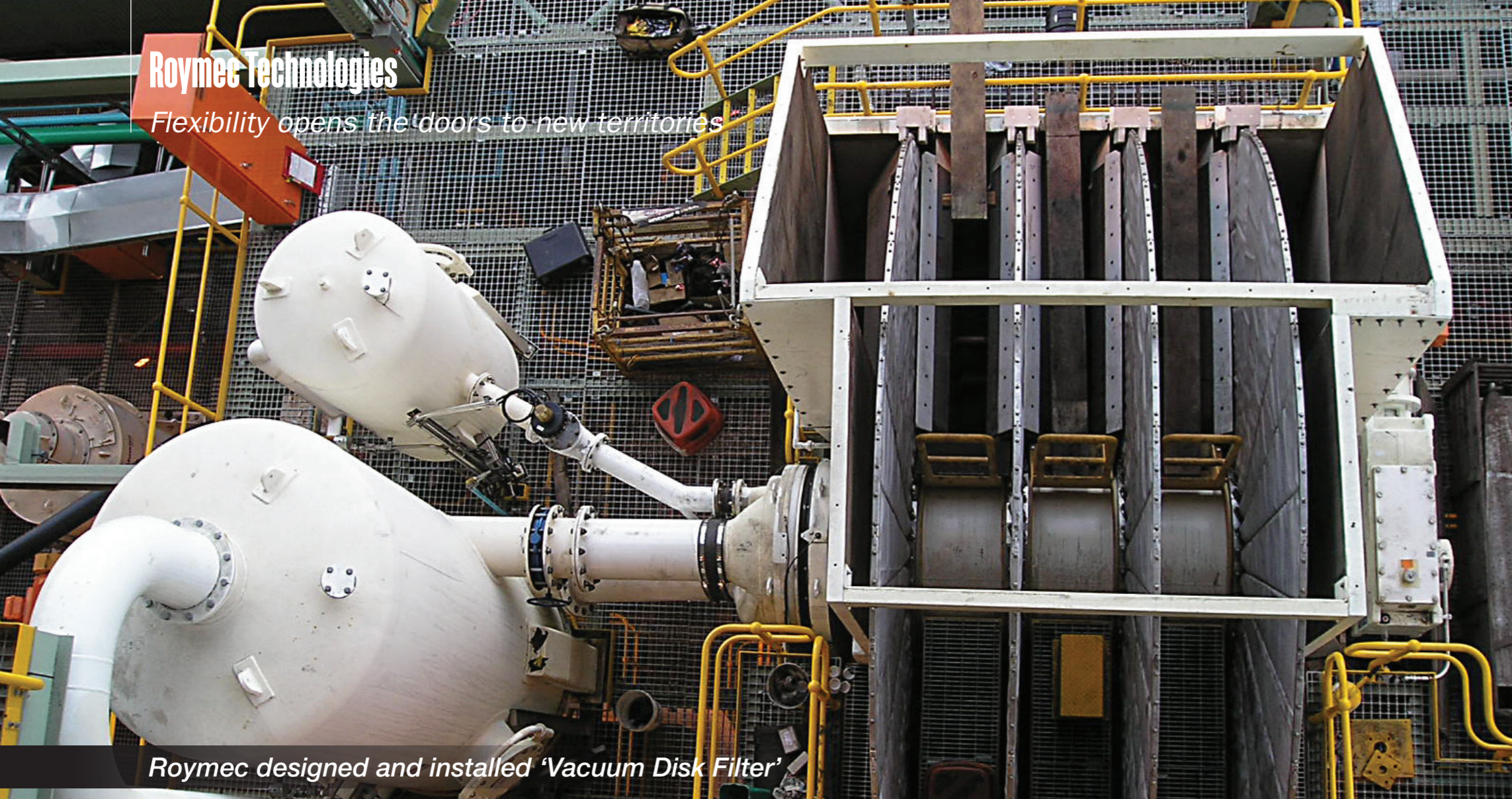
change to the feed distribution system has the potential to make us market leaders in the field through massive improvement in performance and savings in operating costs," says Essack.

Roymec is also investing heavily in the development of Ion Exchange (IX) recovery technologies, with a growing utilisation of IX in the field of metallurgical applications. Roymec believes that this new technology will have a significant growth due to the expansion of energy generation activities worldwide over the next 10 years with the forecast growth in Uranium usage.

“In reality it goes back to flexibility – we have the ability to vary our offers to clients on very short notice and we can change our offer to suit clients' requirements.”



Roymec's linear Screens



Roymec designed and installed 'Vacuum Disk Filter'

“There are only a handful of companies doing this globally, and we don’t think anyone else offers the same combination of services as we do. We will become leaders in certain ion exchange techniques worldwide, and with IX being environmentally friendly, having reduced water intake and reduced SO2 and acid levels which ultimately reduces the overall cost, carbon footprint and environmental damage,” said Essack.

FUTURE DEVELOPMENT

With a variety of continuous improvements planned and a

rapidly expanding global footprint, Roymec hopes to maintain a consistent level of change over the next few years.

“Fundamental to our survival is this process of continuous improvement. For all equipment that we supply we believe that the client’s perception of the value received must be high along with reduction of overall cost of operation and ownership,” says Essack, “These value added benefits are vital to client retention and future growth.”

In five years time, Roymec

hope to be the supplier of choice for mining houses across the territories in which they operate, providing unique and innovative solutions and adding value in engineering and equipment supply.

“It all goes back to flexibility – the ability to tailor our product offering to fit the clients exact requirements. In terms of technological references we are striving to be the expert in our field and an industry leader, an equipment vendor that clients will revert to for meaningful practical answers,” said Essack. ■

STATISTICS



INDUSTRY:
Mining & Project management

FOUNDED:
2000

HEADQUARTERS:
Johannesburg – South Africa

KEY PEOPLE/TITLES:
Bruce Martinson, Technical Director
Hoosen Essack, Sales Director
Mark Langton, Process Director
Alan Fanton, Contracts Director
Malcolm Skeen, Commercial Manager
Samantha McWilliams, Financial Manager

PRODUCTS:
Thickeners, Flocculant & Reagent Plants, Vacuum Belt Filters, Ion Exchange & Resin Elution Systems, Filter Presses, Horizontal Linear Screens, Spintek dual-media SX filters, Pin-bed clarifiers, Bokela Vacuum Disc & Drum Filters, Bolted tanks

REVENUE:
ZA R 200M

EMPLOYEES:
38

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