

SCHENCK PROCESS' HEAD OFFICE
IN DARMSTADT, GERMANY.

THE NEXT LEAP IN MEASURING TECHNOLOGY

WITH MINING COMPANIES FACING INCREASED PRESSURE TO INNOVATE, SCHENCK PROCESS IS USING TECHNOLOGY TO HELP DRIVE PROCESS EFFICIENCY. *AUSTRALIAN MINING* WRITES.

As the mining industry enters into a new phase of innovation, Schenck Process is planning to remain at the forefront of the latest applied measuring technology.

Schenck Process is known in mining for developing and manufacturing innovative solutions for an abundance of mining processes, including weighing, feeding, conveying, screening and thermal processing.

The company appointed Keith Cochrane as chief executive officer in March and with that, introduced a fresh vision of where the global technology market is heading and how it will keep up with the dynamic nature of the mining sector.

For Cochrane, it centres around the concept of continuous improvement and a communication system based on working alongside its customers.

“It’s about continuing to develop and transform the business to enable it to provide broader and more innovative solutions across the products and markets we operate in,” Cochrane says.

“That means asking how we can move our product portfolio forward, working closely with customers to understand them and help them become more efficient through our product solutions.”

Cochrane’s knowledge of the technology and manufacturing market stems from his experience as a non-

executive chairman of the Schenck Process advisory board from December 2017, which was preceded by seven years as CEO of Weir Group.

Cochrane was appointed chairman of the advisory board when Schenck Process was acquired by private equity funds managed by financial services firm, Blackstone.

The new CEO has firsthand experience of where the industry is heading and what needs to be done in order to keep pace through his previous involvement with the company.

“Prior to becoming CEO, I had exposure to the business and the markets which we operate in,” Cochrane says.

“It became clear to me that the company’s strength is the relationships with customers and key end markets provide a platform to support the future growth of the business.”

Cochrane admits that while Schenck Process has already developed a strong range of products, there is still plenty of work to be done in order to capitalise on the technology that exists.

“Our focus going forward it is understanding how to harness digital solutions to embrace the latest technology and continuing to be agile in response to our customer’s needs,” he says. “Like any business, it is about continuous improvement, my belief is that we already have a good product portfolio, so it’s about how do we move it forward and how to expand it.”

While Schenck Process has made its mark globally, the booming Australian mining market stands as a particular area of focus as it looks to leverage off increased demand from mining companies for more efficient and economical methods to implement at operating sites.

“We have a strong position in Australia as we’ve had a particular focus on core markets such as iron ore,” Cochrane says. “We’ve made progress in extending beyond iron ore and moving into other commodities to develop innovative solutions around free-loading technology.”

To reinforce the company’s outlook, Cochrane will present on the topic of ‘driving process efficiency through technology’ at the International Mining and Resources Conference (IMARC) in Melbourne during October.

His speech will look at how mining companies can harness potential technology offers that aim to improve efficiency and reduce costs.

“It’s about understanding products we focus on in Australia and how we can help customers enhance safe operations and be more efficient through more uptime and controlling and monitoring the operation of products,” Cochrane says.

This theme extends to collecting data and analytics that have the potential to measure, track and monitor products, and interpreting data to improve operational efficiency. By



SCHENCK PROCESS CEO
KEITH COCHRANE.

doing this, Schenck Process creates customer benefits while combining technology in an innovative way.

As part of this, the development of algorithms for prescriptive maintenance and moving towards capitalising on artificial intelligence and building machine learning is also on the agenda.

Schenck Process plans to help its customers respond to the increasing market pressure to drop costs, optimise productivity and ultimately, maximise efficiency through these innovations.

Cochrane’s IMARC speech will be a highlight for the industry, in addition to the opportunity to be a special guest on October 30 at Schenck Process’ executive tables at the gala dinner to give insight into the company’s latest innovations and technologies. **am**