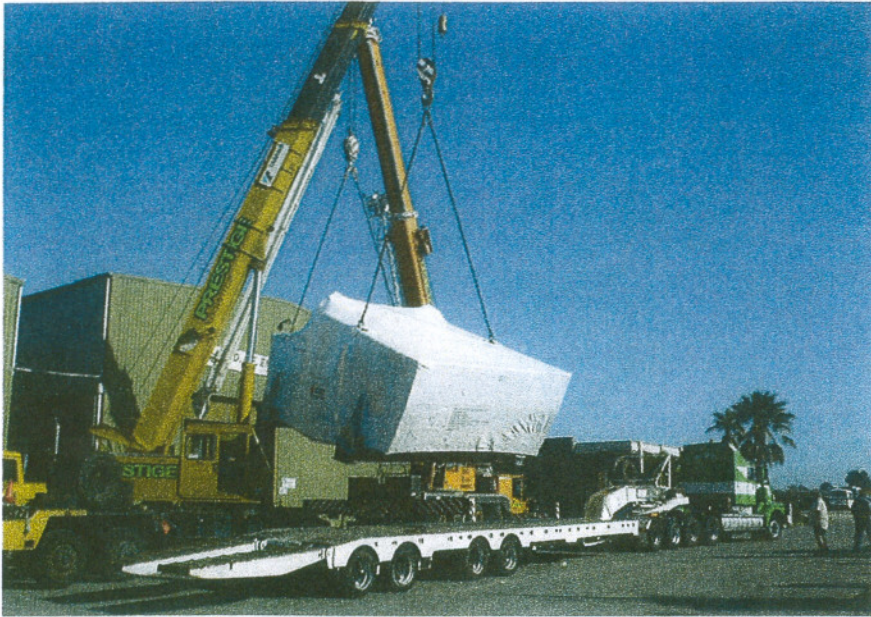


news



Shipping the vibrating screen units, shrink-wrapped to protect them from the elements, to their Chinese destination provided its share of logistical challenges.

"Because the trucks have gotten bigger, it means other parts of the processing side have to get bigger. The trucks get bigger, they tip into bigger hoppers, which need bigger feeders. Everything around it is larger." Joest has only been in existence for three years,

although Jöst equipment had been made in Australia under licence by Jacques for 17 years. Laws said when Jacques was up for sale it looked like Nordberg would buy it and that prompted Jöst, a fierce competitor of Nordberg's, to start its own business.

Laws had previously worked with Jacques, and had introduced the Jöst technology into its range. As it turned out, Terex bought Jacques but by then Joest was a reality.

The company's German parent has more than 80 years experience with vibrating systems. Jöst, which started in 1919, is considered one of the European leaders in vibrating screen technology. It also has offerings in the conveying, metering and thermal preparation processes.

In Australia, Joest has been carving out a name for itself in the vibrating screen business. Given its location in WA, Laws said the company was probably biggest in the iron ore field but it had also supplied machines into the gold and nickel sectors. Indeed, the company has even supplied vibrating screens to car maker GM Holden.

However, while the WA market is proving lucrative and China is beckoning, Laws wants more. He is trying to position the company to break into the Hunter Valley coal game, which he admits is highly competitive with companies such as Ludowici, Schenck and, to a degree Metso, all holding big market shares in the vibrating screen game.

"There are a lot of vibrating screens used in coal preparation plants," Laws said. "We've sold some machines there but not much."

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