

# “At ME Elecmetal we aim to grow and improve alongside our customers.”

**With over forty years of experience in mining and metallurgy, Andy Fulton, President of ME Elecmetal USA, sits at the helm of a company very well known for its excellence and leadership in providing comprehensive solutions that add value to its customers.**

## How would you describe ME Elecmetal?

Historically, ME Elecmetal has been a visionary company. When founded in 1917, it truly revolutionized the industry by utilizing the latest technology innovation—the electric arc furnace. This was clearly a technological change that shaped the way we tackled the market, seeking constant, ongoing renewal, which is how we continue to approach the business today. The company started manufacturing steel castings for agriculture and railroad applications. In the 1960s, the company switched to steel castings for machinery, trucks and pressure valves. Finally, the innovation strategy led us to successfully manufacture the first grinding mill liner, catapulting the company in a new strategic direction where it began focusing on and specializing in the production of impact-resistant and abrasion-resistant wear parts for ore processing.

We have five foundries in the U.S., Chile and China, with a combined annual production in excess of 130,000 metric tons. Our grinding media capacity now exceeds 400,000 metric tons of forged grinding balls for SAG and ball mills in addition to steel rods for secondary milling.

Recently, we opened our new facilities in Rancagua, Chile. This new plant—a \$100-million investment adding 36,000 metric tons of capacity—houses modern smelting facilities, a machine shop and a grinding media laboratory. This is a major milestone especially considering the current landscape of the global mining industry today.

## How have you weathered the crisis currently affecting the mining industry?

We have competitive advantages that allow us to view the crisis with optimism. More than merely ‘selling products,’ we set our sights on finding integral solutions and efficient

alternatives for our customers’ operations, backed by our own style of customer service, which really sets us apart from other industry actors. Our Account Managers are the ‘primary care physicians’ who are familiar with customer’s entire history, make regularly scheduled visits, are involved in maintenance activities, and essentially has the know how to trouble shoot daily operating issues. However, when a major issue—or a serious ‘illness’—arises, our Product Managers or ‘specialists’ come on to the scene. They have the necessary expertise to tackle any problem that may occur with grinding balls, mill liners or crusher parts.

As experts in metallurgy and developing alloys, we appreciate the benefit of working with our customers to jointly develop the best alternative for each individual application, ranging from white iron for ball mills and chrome moly steel for SAG mills to manganese steel alloy for primary, secondary and tertiary crushing applications.

There is absolutely no question that at ME Elecmetal we prioritize long-term ties based on clearly defined principles and concrete objectives that we share with our customers.

## Innovation is a hallmark of ME Elecmetal products and services. How have you succeeded in adding value to your actions?

We were the first company on the market to come up with an integral solution that we call the ME FIT System®, which complements our array of products and services by boosting the efficiency and effectiveness of our customers’ grinding operations.

We are always looking for new ways to improve the services that we currently offer. For example, we developed a new geometry for our shell liners in order to improve ball mill performance. During this process we worked on a joint project with Minera Los Pelambres in Chile where we developed the “High Power” concept aimed at optimizing ball mills’ power utilization throughout the life of the shell liner. In addition to extending the

useful life of the liners, this development increases the energy available for grinding, which, in turn, translates into a better final product.

## What are ME Elecmetal’s premier product lines?

For milling, hands down, our grinding mill liners for SAG, AG, ball, rod, and tower mills; forged steel grinding balls for SAG and ball mills; steel grinding rods for secondary milling. And for crushing, innovative wear parts for all makes and models of primary, secondary, tertiary and pebble crushers.

We also offer 3D laser scanning, liner design and engineering services, discrete and finite element simulations, and mill and crusher maintenance simulations as part of our service portfolio.

Given the company’s scope, coupled with the current status of the global mining industry, innovation will remain an important part of our business strategy. As an undisputed leader in the global market and backed by our history of innovation and dedication to our customers, ME Elecmetal will always look toward the future and continue providing our customers with comprehensive solutions.



Andy Fulton, President of ME Elecmetal

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