WHO IS BANLAW

PIONEERS OF UNIFIED FUEL MANAGEMENT (UFM)

As the Pioneers of Unified Fuel Management, Banlaw employ a unique end-to-end fuel management process called **Fuel-Pro3**. With integrated fuel management hardware, end-to-end fuel asset management, consulting and training, Unified Fuel Management delivers productivity, reconciliation and cost reductions like no competing solution.

**Barrick Gold Global**
(Multiple Large, complex sites)

In 2010, Barrick Gold selected FuelTrack™ as their Global fuel management system. Now, Banlaw manage 14 Barrick sites across 5 countries with more than 400 million litres p.a. of diesel measured and accounted for with a level of accuracy not previously possible. The use of FuelTrack™ Enterprise software enables Barrick to develop a globally coherent view of their fuel systems - all from the head office in Toronto, Canada. Barrick have also selected Banlaw to service their entire fuel infrastructure based on Banlaw’s specialist expertise.
OUR EXPERTISE

Join these industry leaders who have chosen Banlaw to provide world’s best practice solutions in fuel management and fluid transfer

Just some of the leading global companies in the mining, on and off road transport, rail and port sectors have looked to Banlaw for their refuelling systems.

• Abi Group
• Anderson Group
• Anglo American
• Anglo Coal
• AngloGold Ashanti
• Atlas Copco
• Bard Engineering
• Barrick Gold
• Bell Equipment
• BHP Billiton
• Bucyrus International
• Caterpillar
• Calleja Transport
• Downer Mining
• D P World
• Energy Resources of Australia
• English Rail
• Fortescue Metals Group
• Hitachi
• HWE Mining
• Industrea
• Irish Rail
• JJ Robinson
• KMB Malaysia
• Komatsu
• KPC Mining Indonesia
• Leighton Mining
• Letourneau
• Liebherr
• Maritime Container Services
• Mauritania Rail
• Muswellbrook Coal Co
• Newcrest Mining Ltd
• Orica
• Pacific National
• Peabody Resources
• Perilya Mine
• QR National
• RailCorp
• Rio Tinto Alumimum
• Rio Tinto Coal
• Rio Tinto Iron Ore
• Sandvik
• Scottish Rail
• SRH Milk Haulage
• Taiwan Rail
• Thiess Contracting
• Translink Northern Ireland Railway
• United Group Rail
• Vale
• Xstrata
• Yancoal

KPC Sangatta
(Large, complex site)

KPC commissioned the largest Banlaw Installation to date with over 50 Banlaw FuelTrack™ depot consoles on one site in October 2009. Banlaw’s patented Banlaw FuelTrack™ Auto ID system is successfully installed on and tracking over 2000 mine vehicles including Heavy, Light and contractor vehicles. Fuel accountability is consistent at 99.98% of their 630 million litres per year or 1.7 million litres a day. Banlaw facilitated a new point of custody transfer agreement with KPC’s fuel supplier and is providing a full ongoing Service Level Agreement through local partner Atlas Copco Fluidcon. Banlaw FuelTrack™ System payback period was 6 months.
UNIFIED FUEL MANAGEMENT

- High Speed Filling Systems & Components
- Mechanical and Electrical Engineering
- Systems Software & ERP Integration
- Fuel Management & Security
- Accurate & Safe Refuelling

Pioneers of Unified Fuel Management
banlaw.com
SYSTEMS THAT WORK

CASE STUDIES

Banlaw has supplied and installed integrated refuelling systems in mines of varying sizes across the world achieving reconciliation at an accuracy of above 99.5%.

Fortescue Metals Group - Australia
(Multiple sites)

FMG have chosen Banlaw as their preferred supplier for all Fuel Management Services. Banlaw FuelTrack™ has been operating on existing FMG operations since 2008. Because of this, FMG saw hydrocarbons as a major area for cost savings and potential risks and in 2010 decided to implement “Industry Best Practice” for all FMG refuelling facilities. Banlaw were commissioned to perform an in depth site by site gap audit furthering FMG’s refinement. The implementation of Banlaw FuelTrack™ Enterprise will allow full accountability across all sites from Port Headland, Cloudbreak, Christmas Creek, Solomon operations and all records accessible from within Perth Head Office. Stage 1 of the Project to be completed in late 2011.

Rio Tinto Aluminium - Weipa, Australia
(Multiple sites)

Rio Tinto Aluminium commissioned Banlaw FuelTrack™ at six locations surrounding the town of Weipa in early 2005. It is tracking fuel deliveries of between three and four million litres of diesel a month from more than a dozen refuelling points to around 400 pieces of equipment with an accuracy rate of above 99.5%.

* Meter manufacturers (OEM’s) specify maximum accuracy to 99.5%.
Vale Moatize - Mozambique
(Large, complex site)
Further to the Vale Integra installation, Vale have awarded Banlaw the FMS contract for their mine in Mozambique. Moatize is one of the world’s largest coal mines and they have specified Banlaw to consult as specialists and supply all Hydrocarbon assets. Banlaw are responsible for the consolidation and reconciliation of all Fuel and Oil stock on site. Banlaw FuelTrack™ Enterprise software will allow head office access from Brazil.

Muswellbrook Coal Company - Australia
(Small site)
Muswellbrook Coal Company commissioned Banlaw FuelTrack™ in January 2006. It has a single fixed fuel facility and one mobile facility servicing less than 100 pieces of equipment. The percentage of fuel volume issued to identified plant equipment has averaged 99.7% since April 2006.

Rio Tinto Panawonica - Mesa A & J, Australia
(Two Large, complex sites)
Rio Tinto commissioned Banlaw to upgrade their existing fuel farm facilities at their two sites at Panawonica, Western Australia. This included upgrades to existing Banlaw equipment to incorporate the latest Banlaw FuelTrack™ auto ID technologies as well as tank level monitoring and overfill protection systems for fuel storage tanks. The system is currently being installed and following commissioning in 2011 will provide a Unified Fuel Management solution for both heavy and light vehicles on both sites. Banlaw FuelTrack™ Enterprise software will allow transactions across both sites to be managed from a single operations centre.

Vale Integra - Hunter Valley Australia
(Both Open cut and Underground sites)
Vale chose Banlaw to install FMS at both their Open Cut and Underground operations in Australia’s Hunter Valley before Vale looking to their other projects globally. Banlaw FuelTrack™ will cover over 100 vehicles across both sites. As well as the fixed dispensing facilities, Banlaw FuelTrack™ was installed on two service trucks dispensing fuel to Heavy Vehicles at the Open Cut site.

Anglo Coal Dawson - Australia
(Large, complex site)
Anglo Coal Dawson commissioned Banlaw FuelTrack™ in early 2006. Fuel is monitored from both fixed and mobile facilities at more than a dozen refuelling locations to more than 500 registered pieces of plant equipment. 9 million litres of diesel is dispensed from the site’s refuelling points per month accurately accounted for at an average rate of 99.8% since 2006.
DISTRIBUTED WORLDWIDE

- World best technology
- Exported to more than 32 countries
- Patented systems
- 30 years experience
WHY BANLAW

- Global client list that reflects our performance.
- 30 years experience
- Integrated electrical, mechanical, software and IT engineering design, install and commissioning – full turnkey.
- Products built for tough operating conditions
- Not just smart, quality products – smart, quality people
- Innovative R&D program
- Complete range of services and ongoing support
- Able to serve and support you globally.

INTEGRATED SOLUTIONS FOR NEW AND EXISTING MINES

- Audit services – gap analysis
- Mechanical and electrical engineering services
- Software, IT and communications development and customisation
- Refuelling components built for tough operating conditions
- Customised refuelling/hydrocarbon management systems
- Customised monitoring and reporting systems
- Ongoing technical support
- Maintenance services
- Refuelling facilities management
- Project management
- Meter calibration services

BANLAW CAN HELP YOU TO ACHIEVE IMPROVEMENTS IN:

- Fuel security
- Environmental performance and compliance
- Cost reduction and cost control
- Reconciliation and the calculation of burn rates
- Contamination control
- Faster, safer, more accurate refuelling
- Streamlined ordering and custody transfer
- Compliance to assist with managing fuel tax credits and carbon trading schemes
- On-site maintenance and reliability
BANLAW ARE THE PIONEERS OF UNIFIED FUEL MANAGEMENT. THEY ARE SPECIALISTS AND HAVE THE PEOPLE, PRODUCTS AND SYSTEM CAPABILITY TO HELP YOUR OPERATION TO BE IN CONTROL OF ITS FUEL USAGE FROM “BUY TO BURN”, LOCALLY AND GLOBALLY – SAVING TIME AND MONEY

Diesel and other fuels, oils and lubricants are one of any operation’s biggest inputs in terms of volume and costs. With rising prices, best practice management of fuel will be increasingly critical to the success of your business.

Are you managing fuel like you manage other inputs? Can you accurately and efficiently measure how much fuel is coming into your facility and reconcile its usage across the site? There are many companies that can tell you how many pens they have bought and how many are in use, but they cannot account for fuel usage.

These days successful fuel management requires much more than installing a fuel monitoring system or products. You need to deal with issues such as fuel contamination, fuel security, staff safety, and the efficiency and productivity associated with your fuel use and fuel transfer.

Fuel management is complex and the various systems and components need to work together, seamlessly.

Banlaw is a pioneer in the design, manufacture and implementation of world class refuelling and hydrocarbon management systems for your industry.

For more than 30 years Banlaw has manufactured world class refuelling products. Our deep involvement and commitment to clients over this time has earned Banlaw the reputation of industry specialists for providing more than just hardware. Banlaw provides complete systems solutions. “The true value of a fuel facility can only be realised with expert design”. Banlaw’s expert design optimises all aspects of fuel movement, and considers filtration, conditioning, metering, existing infrastructure and automated fuel management software that gives truly useable value.

Banlaw also offers a full range of consulting and support services. We can manage your entire refuelling operations from design and construct, systems installation to ongoing management, maintenance and reporting.

We put our clients back in control – providing accurate, measurable data to allow the right decisions to be made around cost, efficiency, environmental and safety outcomes.

Banlaw is an Australian company with more than 30 years of industry experience. Other leading, local and international companies in the mining, rail, port and transport sectors have already discovered that investing in Banlaw’s high quality, efficient and integrated fuel management products and services provides quick pay backs.

Call the global refuelling specialists today to talk about we can help you to take control of your fuel management.
AUDIT SERVICES

Reduce your risk and get Banlaw, the Unified Fuel Specialists, to audit your site and ensure you’re managing your fuel efficiently and effectively. A system audit and gap analysis from our specialist staff enables you to easily compare your current position to best practice and develop integrated solutions customised to your budget.
SOFTWARE DEVELOPMENT

Banlaw is an expert in the critical area of software development. The most difficult aspect of fuel management is ensuring accurate data capture.

Banlaw's team of specialist developers ensure software is customised to improve its compatibility with existing reporting systems and processes. A range of wired and wireless data collection solutions are possible in a range of formats including cards, pins and tags. Banlaw's enterprise software system allows reporting to be done from a regional or head office instead of at each mine, saving considerable reporting time and effort.

PROJECT MANAGEMENT

The team at Banlaw can manage part of or your entire hydrocarbon management project.

With our in-depth knowledge of fuel management we have the ability to develop a complete fuel storage area and distribution systems from the civil works to the installation and commissioning of tank farms, receivable and distribution areas as well as equipment. Banlaw work with your site managers and staff to implement new systems efficiently and effectively. Training, ongoing monitoring and reporting can all be taken care of for you. Banlaw has its own expert project staff as well as a number of consulting and contract partners to allow it to undertake major projects anywhere in the world.
Making sure that your meters are working effectively will ensure you aren’t wasting valuable resources. Properly maintaining your meters can also be a legal requirement. The Australian National Measurement Institute requires all meters be inspected and proven on a six monthly basis.

BANLAW’S HIGHLY SKILLED AND EXPERIENCED TECHNICIANS ARE UP TO DATE WITH THE LATEST MINE SAFETY AND ENVIRONMENTAL STANDARDS AND OPERATIONS. BANLAW STAFF HAVE NEVER HAD AN LTI AT A CLIENT SITE IN OVER 30 YEARS.
PRODUCTS AND SERVICES

REFUELLING FACILITIES MANAGEMENT

If you want to stay on top of your fuel management without employing your own fuel administrator, Banlaw’s expert staff can be a more efficient and a cost effective alternative. They can be based on site or come in to conduct periodic inspections, maintenance and calibrations. There is often a benefit in having an independent third party manage your facilities, separate from your fuel supplier and your staff.

Banlaw’s facilities management and maintenance services are supported by a global help desk servicing from Africa to the Americas and staffed by specialists who can solve issues on the spot. The Help Desk also proactively monitors the health of your system, alerting you to issues before you even notice them on the ground.

REPAIR AND PROGRAMMED MAINTENANCE SERVICE

Your refuelling systems need to be properly maintained to ensure you gain the maximum benefit from them. Regular inspection is also a legislative requirement in some countries for some systems.

After installing new systems, Banlaw can execute a service agreement to make ongoing support cost effective and efficient so you get the most from your new system or we are on call to visit just when you need us.

REFUELLING COMPONENTS AND SYSTEMS

Banlaw FuelTrack™ provides precise monitoring, reconciliation and centralised reporting of any machine or vehicle’s fuel or lubricant use.

BANLAW REFUELLING SYSTEMS MANUFACTURE

A VARIETY OF INDUSTRY LEADING REFUELLING HARDWARE WITH FLOW RATES AS HIGH AS 1000 LITRES PER MINUTE.

Banlaw FillSafe™ allows for the transfer of fuel at rates of up to 1000 litres (265 gallons) per minute with zero overfill, zero tank pressure and zero spillage during refuelling.

Banlaw LubeCentral™ is a scalable system that makes the transfer of oil and other fluids a clean, efficient and safe operation. Easy to use push to connect, flush face, oil and coolant fittings will reduce contamination and increase flow rates whilst eliminating spills.
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