

# CEMENT PERFORMANCE REVIEW

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## 2010 2ND QUARTER REVIEW

As it comes to the end of each quarter, and it is time to write the newsletter, I hope that there is better news to comment upon with respect to the state of the cement industry and the general economy. Whilst there are some improvements in a number of areas around the world, there have also been significant events which have hindered progress towards recovery. The instability in the Eurozone, governments getting to grips with their debt repayments and the continued cautious lending by the banks are all factors which are limiting growth and which demonstrate the fragility of the global economy. Undoubtedly there will be other unforeseen factors that will hinder the recovery and therefore it would be unwise in this newsletter to even start to make any predictions and better to focus on the developments at **CPI** in the past few months as well as up and coming events.

Within the newsletter you will find updates about the **CPI** website, a review of the work that we have recently completed, get access to the new **CPI** brochure as well as

finding out about taking the **CPI** Challenge.

Both the brochure and the **CPI** Challenge are part of a rebranding of the **CPI** services into the **CPI** Investment Portfolio. We believe that the same rigorous financial evaluations such as NPV, IRR and payback that are demanded when investing in capital equipment should also be applied to the investment in service providers such as **CPI**.

One of the core values at **CPI** is to deliver profit for our Clients and therefore when investing in one of our services, we will demonstrate the return on investment as part of our proposal to you. To find out more about the **CPI** Challenge see page 4 of this newsletter. And if you have not yet seen the new **CPI** brochure, please visit the **CPI** website where the brochure can be found under the News Section.

Mark Mutter—Technical Marketing Director



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## RELIABILITY AUDIT AND STRATEGY

**CPI** has recently completed a reliability audit at the main clinker production site of Najran Cement in Saudi Arabia, as well as the recently commissioned grinding plant owned by the same company. The aim of the audit was to review the current maintenance practices at the sites, with a view to providing recommendations such that the plant can move to a more proactive reliability strategy. This involves changing the plant structure to have inspection, planning and methods functions, using all of the available tools to develop a preventative maintenance mentality, as well as improving major repair planning to ensure that there is continuous improvement of the plant reliability. As part of the audit **CPI** also completed a Process Review of the plant operating data, providing Najran with some areas for potential process improvement.

## STEETLEY DOLOMITE

Whilst most of **CPI's** work is outside of the UK, the second quarter has seen the company providing services to Steetley Dolomite, a leading producer of dolomitic products to the steel industry. The company has two sites and **CPI** has provided services to both site. The first assignment was at the Whitwell site, where **CPI** provided services for a full heat and mass balance to identify operating conditions for the design and capital cost estimation of a new cooler bad filter. At the companies second site, Thrislington, **CPI** provided training services to site personnel to allow them to learn how to take the necessary plant measurements in order to complete a full heat and mass balance on Lepol grate line, as well as explaining the calculations to turn the raw data into the completed heat and mass balance.

## KILN BURNER TRAINING MODULES

**CPI** has received a further order for it to deliver its highly successful kiln burner training module—this time at St Mary's Cement in Canada. The format and content of the course seems to be ideal for kiln operators, due it being over two days, allowing the course to fit into the shift pattern, the subject matter being focused on the optimisation of the specific pyro-processing equipment at the plant line and the programme having sufficient time for both the presentation of the material and discussion with the presenter, Alan Lorimer, who has a vast experience of pyro-processing as well as working with and training kiln burners all around the world.

## CPI PERSONNEL MENTORING SERVICE

**CPI** is launching its cement plant personnel mentoring service, to assist cement producers in developing their personnel who are either new to the industry or taking on new positions within the plant structure. When employees are moved within the plant, the hand over with their predecessor is often limited and there is little time for on the job learning. Furthermore, as cement plants now run with very low manning levels, there is no opportunity for internal coaching and mentoring. **CPI** can provide personal development programmes for all cement industry disciplines which normally involve a mixture of on-site coaching plus remote support from one of the **CPI** experts. Each programme has a defined number of visits by a **CPI** expert focusing on the tasks, roles and responsibilities for a particular job based upon **CPI** skills matrices. Specific targets are tailored to match the individual and Client sponsor requirements, and tasks for the mentoree are set to monitor the progress in-between each visit of the **CPI** expert. As with all **CPI** services, the aim of the programme is to develop in-house knowledge and skills and to link the skills and knowledge to increased plant performance and profitability.

## 2ND QUARTER ASSIGNMENTS

As well as the specific items of work mentioned within this newsletter, **CPI** has continued to be busy across all of the expert disciplines within the group. Some of the other assignments that **CPI** has been working on over the past three months include:

- Commissioning of the new microscopy laboratory equipment at Riyadh Cement, and training in the use of the equipment for plant personnel.
- Commissioning support of the new 5000 tpd line of Cementos Argos in Colombia.
- Expert witness services provided to an undisclosed Client including providing technical opinion in Court.
- Completion of process design input for a new 3000 tpd plant in Europe.
- An 18 month reliability strategy implementation

Further projects that **CPI** is currently in discussions with Clients include:

programme for a Client in the Middle East.

- Provision of pre-commissioning and commissioning service with two Clients in the Middle East.

**CPI** is also in the final stages of the launch of a number of training courses which will be based in the Middle East. The first three courses that will take place are the Profitability from Cement Plant Operations, Reliability Training Course and a Process Engineers Training Course.

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## TAKE THE CPI CHALLENGE

As mentioned at the start of the newsletter, **CPI** is launching the **CPI** Challenge. Having re-launched our service offerings in the **CPI** Investment Portfolio, in an effort to demonstrate to Clients that any investment in our services should be considered in the same way as in investment in plant equipment, we have decided to give you the opportunity for **CPI** to review your plants operating data for comparison with the **CPI** benchmark data for your process type and operation. We will then provide you with feedback on any specific areas where we believe that performance improvements can be made on your plant, along with the potential profit improvement opportunity. In this way you can then decide upon those areas which would most benefit you to work with **CPI**. For those of you that are regular visitors to the **CPI** website you may have already tried some of our tools that we have developed such as the Fuel Consumption Calculator and the Variability Calculator, which are both based upon the best practice experience of **CPI** and will both be areas for review within the **CPI** Challenge. This is not a benchmarking service but it is a tool for **CPI** to work with you to try and find further opportunities to improve performance.

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Not seen the **CPI** Brochure yet? Visit the news section of the **CPI** website to view.

## YOUR COMMENTS

As ever, we would like to have your feedback—especially on what you would like to see in this newsletter. As we are developing the website at the moment now would be a good time to send us your views on what new items you would like to see on the site in the future. Contact us via the mail address on page 1.

So in practical terms how will the **CPI** Challenge work?

- If you wish to take on the **CPI** Challenge, contact Mark Mutter or Roger Griffiths on the email addresses below requesting a copy of the **CPI** Challenge spreadsheet.
- Complete the spreadsheet and return the sheet to **CPI**—the investment of your time to fill in the sheet is the only investment we ask of you in this process. We do not anticipate that the sheet will take more than an hour to complete if the plant has a good data logging system.
- We will assess the data that you have provided us and prepare a short summary report, identifying any priority areas for action as well as those areas where performance is satisfactory.

The process couldn't be simpler, the service is free and a small investment in your time could result in significant improvements for your plant and it's profitability. Rest assured that all data and plant information will remain confidential between you and the personnel at **CPI**. We look forward to hearing from you soon.