

CEMENT PERFORMANCE REVIEW

QUARTER 3 2009

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Firstly, many apologies for the slightly later edition of this newsletter covering the third quarter of 2009. It is often difficult to gauge how many people read the **CPI** newsletter, but on a cement trip around the USA I was asked about the latest edition and whether we were still doing the letter. So for all you avid readers here it is.....

Starting with the recent USA visit, the picture is still not pretty. Much of the proposed stimulus funding is either not coming through or is going to non-cement related projects. Some states are definitely worse than others, dependent upon whether their market before the recession was infrastructure, residential or commercial. Some plants are campaign running whereas others are finding it better to run at a lower capacity. With winter coming many plants will be on extended shutdowns over the Christmas period and into the New Year.

Elsewhere in the world, markets are stronger in countries like Egypt and Saudi Arabia, has recently lifted its export ban—something which is a concern for cement producers in the region with such a large installed cement capacity and new kilns still being built.

CPI also recently attended the CemTech conference in Monaco, which despite the downturn was still well attended. Alongside the papers looking at the future forecasts for supply and demand and the equipment and materials suppliers presentations were a significant number of papers looking at the progress or rather lack of progress in reducing CO2 emissions on a global basis. Globally the cement industry is still growing, as is the world population and the industry is still to find a lasting solution to the issue.

Here at **CPI** there have been a number of recent developments—we have new resources added to our network (see pages 2 and 3), we have recently launched our Alternative Fuels Services offering and have been working on our Training Services offerings which will shortly be sent out to you, to clarify the areas in which we can provide training, the formats in which we can offer the training and the benefits of using **CPI** compared to other training providers in the marketplace. As usual, please contact us with any enquiry that you have on either of the addresses below.

Mark Mutter



THE QUEEN'S AWARDS
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INTERNATIONAL TRADE
2007

<http://www.cementperformance.com/>

<http://www.cementperformance.com/english/news.html>

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RELIABILITY RESOURCES

Since **CPI** was formed in 2002, the company has offered the services of a number of mechanical engineers who focused on specific areas such as materials handling systems, gearboxes and drives and shutdown planning. Now, in addition to these services being available, **CPI** has two

new associates who are able to focus on pulling together the reliability strategy for **CPI** Clients. The first of these is Henry Carson, an electrical engineer with 28 years experience and the second is Steve Lock, a mechanical engineer with 40 years experience. Both Henry

and Steve have been involved in the implementation of reliability programmes across many plants and have international experience and can therefore adapt the programme to any particular local circumstances.

HEALTH AND SAFETY

A further addition to the **CPI** network is Robin Rispin who will be providing Health and Safety Consultancy services for **CPI**. Robin has been involved in Health and Safety for over 31 years, starting his career working for the Health and Safety Executive in the United

Kingdom before moving into the cement industry for a career that lasted 18 years.

Robin was National Health and Safety Manager for Blue Circle Cement in the UK and then Regional Health and Safety Manager for Western Europe and

Morocco for Lafarge.

He has been responsible for leading Health and Safety Management schemes which have led to significant reductions in Lost Time Accidents and is one of the most experienced Health and Safety experts within the industry.

RECENT WORK

During the third quarter of 2009 **CPI** has worked on a number of Due Diligence studies for various Clients, assisting in the technical and financial evaluation of assets in preparation for potential purchase. **CPI** has also worked on the

feasibility of a new cement plant, providing the inputs into the capital and operating cost models to identify funding requirements for the project.

In the weeks to come **CPI** will be sending a

team of engineers to Saudi Arabia to assess the requirements for a kiln refurbishment project.

CPI has also completed a petcoke study for a Client, identifying the optimum addition level and savings level for each plant.

WORLD CEMENT ARTICLE

CPI have had another article published in the November issue of World Cement Magazine. The article is entitled "Consultant Selection" and the aim is to provide some guidance as to how to select a consultant and how the process of a consultant working with a cement manufacturer

should be planned and managed such that the expectations of both parties are met.

The key to delivering in such a relationship, assuming that the Consultant does have the necessary experience and knowledge to trade, is that the expectations of both parties are clear

from the start and deliverables are identified against which the success of the relationship can be measured.

World Cement magazine have also recently re-launched their website which can be found at www.worldcement.com.

OTHER NEWS

CPI is continually trying to develop the services that it can offer to its clients and is now able to offer two new services. The first of these is a Market Study service, whereby **CPI** can perform the necessary analysis as the first stage of a feasibility study for new cement plant projects or for market expansions. Such studies need to take into account not only the country in which the project is based but also the

neighbouring country analysis, potential for imports and exports and future growth potential.

CPI is also working on improving its capabilities in proving cement plants with technical support in the area of Refractory system design, installation and troubleshooting and will have more news in this area by the end of the year.

Finally, we will shortly be sending you our Training

Services offering. This is a follow-up to our recent Alternative Fuels offering and the aim is to ensure that all of the different areas and formats in which **CPI** can provide training are known by our customers. All of our training courses can of course be tailored to the particular needs of both the Client and the audience that is being trained.

YOUR VIEWS

As usual, we would like to have your feedback on our newsletter—what would you like to hear more about.

What other services business performance? What else would you like to see on the new **CPI** website? Please feel free to contact us and let us know.

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