

## > Siemens signs agreement with Hunter Valley engineering firm

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Siemens has signed a service partnership agreement with Geared Engineering in Beresfield, NSW, to service the local coal mining industry.

"This partnership is aimed at providing local operations with workshop services for our gearboxes and mechanical drives," said Siemens Customer Service Manager Paul Bulloch.

"Geared Engineering specialises in gearbox repair and will also service mining and other industries operating Siemens gear drives and integrated drive systems.

"The partnership with Steve Spicer and his team at Geared Engineering will complement our service capabilities on the entire drive train," he said.

"The partnership is in line with Siemens' regionalisation strategy to get closer to our customers. Working with a local specialist like Geared Engineering means both organisations can leverage our strengths to meet dynamic customer demands. The end result is a stronger business for all parties."

Bulloch said maximising productivity was a key driver for mining operations.

"In today's tough economic climate, service is becoming more critical as the market focuses on operational efficiencies and productivity via greater reliability and reduced downtime.

"By partnering with an experienced local firm such as Geared Engineering we will improve our response time to customer issues and optimise the reliability of their operations.

"In addition it will bring specialist engineering support to the heart of the NSW mining operation, providing the OEM competence that local operators deserve for the full integrated drive system."

Geared Engineering Sales Manager Rick Shaw said his company's expertise in mechanical power transmission repairs would be further enhanced as a result of partnering with Siemens.

"We look forward to servicing Siemens' and its customers' requirements and we are confident it will bring a wealth of additional opportunities to our business," he said.

Siemens service Manager Ralf Lotter said local miners would benefit from the partnership as his company sought to support the sustainability of the NSW customers through increasing productivity and lowering lifecycle costs.

"The local mining industry has a strong demand for maintenance services, repairs and technical support.

"Given the asset-rich nature of mining, the 'time-is-money' maxim is never felt as much as within the mining community. Every minute a piece of equipment is out of action means significant losses in production and profits," said Lotter.

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