



Cement Agent – Blue Print

Global production of cement in 2007 pushed through the 2.6 billion tonne mark. As a result of this boom, cement producers, irrespective of their global location, are seeking ways in which to power productivity by either upgrading / extending existing facilities or by building new greenfield plants.

The upward trend in production and consumption growth has also resulted in the cement industry looking inwardly at the way in which it operates its processes. The push towards 'greener' production processes, utilizing alternative fuels and raw materials from other process industries in an effort to cut down emission levels and fossil fuel consumption has never been as intense as it is today.

From a material handling perspective, the cement market is eager to seek out providers of technology that have the capability to transport these new materials in an energy efficient way, eliminating process inefficiencies and powering productivity.

In Clyde Materials Handling there exists such as solutions provider, one that has been in operation for over 30 years and has a wealth of knowledge, expertise and technologies that are been applied to the cement market. Clyde's cement-focused team has been working with several global producers to develop solutions that meet and overcome the challenges they face in transporting material throughout their production processes.

Clyde is now seeking to expand our global presence further and offer cement producers the benefits of our pneumatic conveying and pneumatic injection technologies. We are therefore looking for local agent representation that closely fits the following profile.

A highly motivated commission driven agent or company who:

- Is Cement focused (at minimum 50% dedicated focus on the cement industry).
- Has excellent knowledge of the cement industry in their region.
- Has good cement manufacturing process knowledge.
- Knowledge of Pneumatic Conveying Technology is an advantage.
- Have good contacts within the industry from plant engineer level up to high level management.

- Can identify required equipment and solutions for new installations and upgrades.
- Can develop, support and guide the sales effort of future projects.
- Has the ability to coordinate local supply and installation on behalf of Clyde.
- Is flexible and focused on securing orders as a priority.
- Can assure excellent working relationships are kept established with all customers, so that Clyde's image is always the Client's first choice of supplier for future projects.

If you feel you or your company fits the above profile and are keen to joint Clyde at this exciting time, please send you details and profile to:

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Clyde Cement Solutions  **Driven By the Market**

