



Trade Qld delivers partnership during trade mission to South America **30 July 2009**

Queensland based mining intelligence company GBI is expanding its business into South America following an introduction by Trade Queensland.

GBI has entered into a formal partnership with Brazilian company Distritec to provide mining intelligence services to mines throughout Brazil.

GBI CEO Graham Lumley said that the relationship between GBI and Distritec came about during a recent Trade Queensland delegation to Latin America, headed by Queensland's Trade Commissioner to North and South America, Peter Beattie. Distritec noticed that GBI's unique data analysis and strategic advice offering could benefit mining companies in Brazil and throughout South America.

"Trade Queensland's introduction has opened doors for GBI in the South American market and we believe that as our relationship with Distritec matures we will develop further relations with the country," Mr Lumley said.

Minister for Trade Stephen Robertson said that the Queensland Government congratulates the company on its new partnership with Distritec, initiated through our export agency, Trade Queensland.

"GBI currently has clients in Chile, Colombia and Venezuela. This new partnership in Brazil has the potential to bring \$2 million into the State's economy in the first year, and \$3 million in the second year," Mr Robertson said.

Distritec Managing Director Geraldo Low-Beer said: "We were immediately attracted to GBI because we have never seen a company do what they do in terms of equipment efficiency and productivity gains".

"We believed immediately that the Brazilian mines would be very interested in GBI's offer and our initial contact with Brazilian mining company Vale indicates this to be the case," Managing Director, Geraldo Low-Beer said.

GBI's mining intelligence services will be trialled at four of Vale's iron ore mines in the Mariana complex

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near Belo Horizonte starting in August 2009.

Queensland's Trade Commissioner to North and South America, Peter Beattie said...

"Brazil, like Australia, has a commodity-based economy and has many mines. Partnering with a local distributor is a new business model for GBI's overseas operations and we are expecting a very strong uptake of GBI mining intelligence services in Brazil," Mr Lumley said.

About GBI

GBI is a mining intelligence company based in Brisbane, Queensland. GBI uses tailored software systems and professional expertise to collect, analyse and benchmark data. Through this process the company assists in the conversion of operating data from mine sites worldwide into outstanding productivity improvements.

GBI can take a single piece of mining equipment and pinpoint where it is under-performing compared with best practise for the same make and model from around the world. Once potential inefficiencies have been found GBI identifies what tools and tactics need to be put in place to align the equipment and/or the whole operation with best practice.

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