

TEAM agreement is excellent timing

A new sole partner agreement will allow a Mackay business to introduce a range of bulk material handling products to the Australian market.

TEAM Material Handling Equipment, a subsidiary of TEAM Engineering, has recently signed a long term co-operation agreement with Zoomlion Material Handling Equipment from Changsha, China.

This agreement gives TEAM Material Handling Equipment (TEAM) sole partner status to market and sell Zoomlion Material Handling Equipment products throughout Australia.

This will be the first time that the Zoomlion mining and ports product range has become available in this country.

The products designed and manufactured by Zoomlion include stackers, bucketwheel reclaimers, bucketwheel stacker/reclaimers, bridge reclaimers, portal reclaimers, bucketwheel bridge reclaimers, shiploaders, ship unloaders, belt conveyors, pipe conveyors and complete material handling systems.

These Zoomlion machines are suitable for the full range of bulk materials, including coal, iron ore, bauxite and grains.

TEAM managing director Jim Hegerty said the arrangement had come about after the company had been shortlisted and approached by



NEW AGREEMENT: Mackay company TEAM Material Handling Equipment has signed a long-term agreement with Zoomlion Material Handling Equipment of China to distribute products such as this reclaimer. *Photo: Contributed*

a Zoomlion team sent to Australia from China to find a suitable partner company.

“Zoomlion were looking for a company which had a good relationship with the mining industry and a good track record with material handling products for ports and mines,” Mr Hegerty said.

“This agreement is something for which TEAM has been looking for many years: to distribute a product leading the market.

“TEAM has been working with bulk material handling equipment for over 15 years, so the relationship will be a good fit.

“Our new subsidiary company

will complement our baseline business of field services, workshop manufacture and specialist engineering and drafting and thus enable TEAM to offer a much more comprehensive range of services to our valued customers.”

TEAM is already receiving interest in the Zoomlion products, currently quoting to supply an iron ore mine in Western Australia. TEAM is also in discussion with mines throughout the Bowen, Surat and Galilee Basins.

“With the expected growth in ports and mines in Central Queensland, this agreement has come at an excellent time,” Mr Hegerty said.