

# Robit

## Success Stories in Turkey, Saudi Arabia, United Arab Emirates and Oman

Kayseri, Turkey

Artvin, Turkey

Ra's al-Khaima, UAE

Sohar, Oman

Najran, Saudi Arabia





# Excellent Performance with Robit Button Bit at Ozkoyuncu Open Pit Iron Mine in Turkey



On July 2020, Robit's Turkish distributor Guris Is Makinalari Endustri A.S. organized a drilling test at Ozkoyuncu open pit iron mine. The head-to-head test between Robit and globally well-known brand.

The test was conducted on a Sandvik DX800 Ranger with an HL700 drifter. The testing conditions were identical for each brand. The procedure was a simple wear test: To measure how deep each tool will be able to drill without sharpening or replacing. The ground condition is quite difficult and abrasive. It contains high quartzite and silica rate is around 90%. There is fragmented rock, water and spacing in ground.

We are happy to report the results. Robit C51-102 mm drop center spherical bit completed the service life at 1269 meters and this result is 300 meters better than competitor's same design bit. Given the rock quality at mine site this is an excellent result. Customer confirmed that Robit bit were superior to the other well-known brands' consumables.

**Test Location:** Ozkoyuncu Open Pit Iron Mine, Kayseri/Turkey, July 2020

**Test Objective:** Measuring performance of Robit C51-102 mm bit vs. other well known drilling consumable brand.

**Reported by:** Ahmet Oguz Dikmen, Mining Equipments Service Engineer at Guris Is Makinalari Endüstri A.Ş.



Robit is supplying rock drilling consumables for face drilling, long hole drilling, ground supporting operations for underground mines as well as surface drilling for open pit mines for ETI Bakir A.S. in Turkey. The consumables are being supplied by Robit's distributor, Guris Is Makinalari Endustri A.S.

Guris Is Makinalari Endustri A.S. and ETI Bakir A.S. made a contract for supplying Top Hammer drilling tools and as a result, the first shipment was made during the first quarter of 2020. Guris Is Makinalari Endustri A.S. supplements Robit quality and good performance by giving the best after-sales, shipping, and technical services support for the valued customer.

ETI Bakir A.S., which was operated by state from 1930's to 2004, is the biggest copper mining company in Turkey. ETI Bakir A.S. was incorporated into Cengiz Holding in 2004 and the company carries on production activities by growing up day by day within the structure of Cengiz Holding.

ETI Bakir A.S. is operating both on several Turkish mine sites as well as abroad. In addition to this, the biggest smelter and electrolysis plant in Turkey is being operated by ETI Bakir A.S. in Samsun City. The company is known for nature conservation while operating on the mine sites. – These mines are operating fully mechanized with the newest technologies.

**Case report by:** Ahmet Oğuz Dikmen, Mining Equipments Service Engineer, Guris Construction Machineries Industry Co Inc and James Keenan, Distributor Business Manager, Middle East and Turkey, Robit Group

**Photo:** From left Mr. Caner Topal, Drilling & Blasting Engineer, ETI Bakir A.S. and Ahmet Oğuz Dikmen, Mining Equipments Service Engineer, Guris Construction Machineries Industry Co Inc

## Robit Supplying Drilling Consumables for the Biggest Copper Mining Company in Turkey, Eti Bakir A.S.





Al Masane Al Kobra Mining Co (AMAK) is the pioneer private mining company of Kingdom of Saudi Arabia, producing copper, zinc in concentrate as well as gold and silver in doré since 2012.

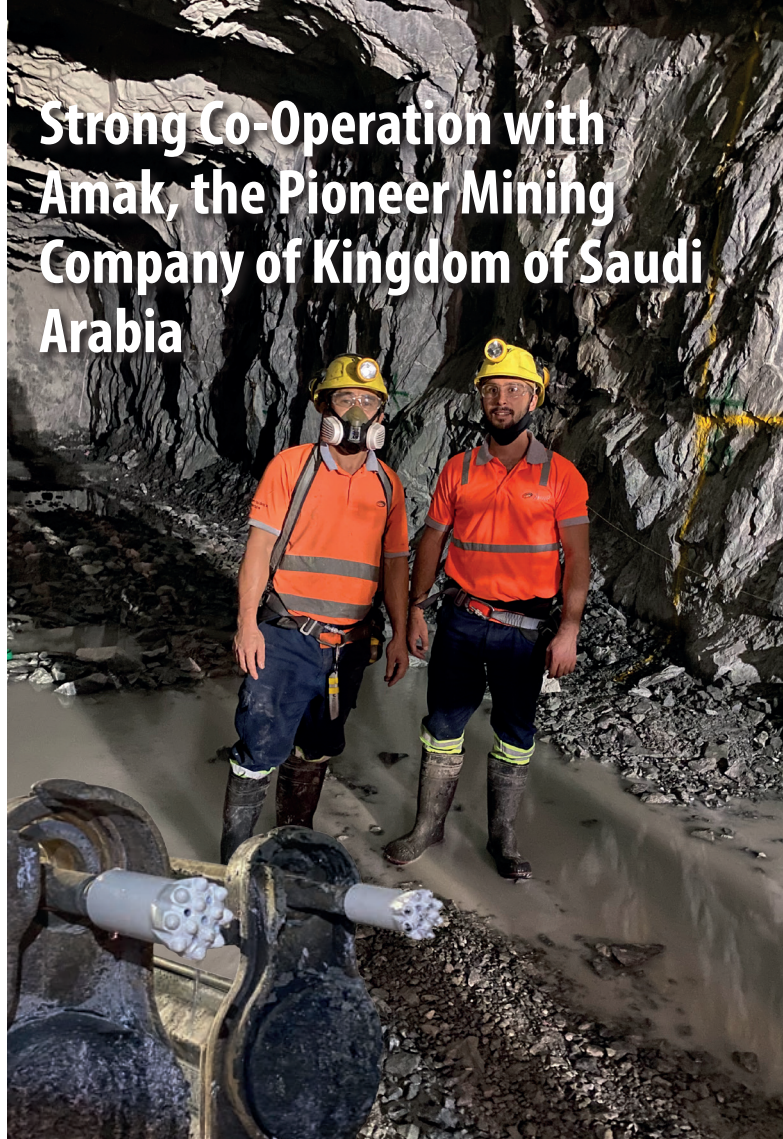
The main mining camp (Al Masane) is in the southwest region (Najran) of Saudi Arabia at an elevation of 1620 mRL and approximately 640 km southeast to Jeddah. AMAK is committed to establish and sustain **the highest safety standards** with a zero-harm target and international best practice environmental standards with zero discharge to ambient environment. AMAK's motto is "Every Incident Is Preventable".

AMAK is continuously seeking investing in mining opportunities in the KSA and the region, including East African countries. Exploration continues at its nearby concessions as well as deeper levels of Al Masane and Guyan orebodies, which are still wide open at depth and extensions, with additional satellite pit development opportunities at Al Masane, Guyan and Al Aqiq mineralization zones.

AMAK is using Robit's drilling consumables for face development, ground support and DTH drilling for underground operations. Robit consumables are performing well and thus, getting positive feedback from AMAK: "We are satisfied and happy for working with Robit. We appreciate the full support during the contract meaning quick responses for deliveries and shipping as well as providing technical services support in case of any problem".

**Case report by:** Kadir Uslu, Drill & Blast Engineer, Al Masane Al Kobra Mining Co and James Keenan, Distributor Business Manager, Middle East and Turkey, Robit Group

**Photo:** Jumbo Operators, Mr. Mustafa Tufekci and Mr. Roger Junas



## Strong Co-Operation with Amak, the Pioneer Mining Company of Kingdom of Saudi Arabia



Robit is supplying consumables for gabbro quarrying in Sohar, Oman. The tools are being supplied by Robit's distributor, Pioneers For Mining.

Robit consumables are performing well in the hard rock formation, in the North Oman, and thus, getting positive feedback from the customer. The gabbro quarries are one of the toughest and challenging areas among Oman rock formation.

Despite the current travel restrictions, the seamless cooperation between Robit, Pioneers For Mining and the customer including continuous follow-up on Robit product quality and support, enables a strong sales development in Sohar region.

**Machine:** Furukawa HCR 1200  
**Rock Formation:** Hard and Abrasive  
**Button Bit Size:** C45-89mm



## Robit Performing Well in Hard Rock Formation in Sohar, Oman

FURTHER. FASTER.



# Constant Product and Performance Improvement as a Result of Seamless Cooperation Between Robit, Distributor and Customer in United Arab Emirates



Stevin Rock LLC is one of the largest quarrying companies in the world, operating in the Middle East, on limestone, dolomite and gabbro minerals. Stevin Rock LLC produces over 80 million tons of the above minerals each year, drilling at the same time over 1.5 million meters.

After stringent trials with multiple competitor products over months, Robit products were found to have the least cost per meter in operations. Thus, the first contract was signed in 2017 for 2 years. After consistent performance for these 2 years and once again testing all competitor products, Robit was again found to have the most competitive performance. Robit was once again awarded the contract for the next two years covering 2019 and 2020. During these periods 2017 to 2020, Robit has been continuously improving its products based on customer feedback. As a result, Robit products have been regularly improved repeatedly.

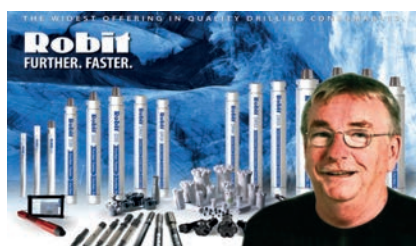
Robit has also conducted regular drill master visits as well as conducted regular classes for Operators and Mechanics on optimum parameters for getting the best life of the product.

A combination of timely product evolution, regular training, visits of Drill Masters, 100% on time delivery and zero down time loss on account of product performance had contributed to the success of the product.

Robit is represented by Deltacorp Global FZE in the United Arab Emirates. They export to over 15 countries and operate from 2 warehouses in Duty Free Zone, in UAE.

**Case report by:** Bharadwaj Ventaraman, Manager, Deltacorp Global FZE and James Keenan, Distributor Business Manager, Middle East and Turkey, Robit Group

**Photo:** From left Mr. Rajesh Paluthodi, Manager, Business Development, Deltacorp Global FZE and Mr. Jones Kelkar, Assistant Manager, Sales, Deltacorp Global FZE



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