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Press Release

Mining Indonesia a success for Techenomics

Participation at Mining Indonesia in Jakarta proved successful for Techenomics in terms of reinforcing the company's presence in Indonesia, engaging with customers and spreading word about the benefits of using tungsten disulphide (WS2) additives in oil.

Techenomics had a booth at the 4-day expo manned by staff from the company's Indonesian operations, PT Tekenomiks Indonesia.

Techenomics' CEO Chris Adsett said it was a good show for the company. "There was plenty of communication between a large number of visitors and our booth staff.

"The fact that we have a local company with all local employees enabled us to easily relate to the Indonesian mining community and the international exhibitors and visitors.

"We also had opportunities to demonstrate NanoLub WS2 additives and generate discussions, there was a lot of interaction about the product from existing and potential customers." We were also able to explain the major upgrade to our maintenance software platform Blue Oceans to customize it to produce better prediction result.

Chris Adsett said many visitors attended shows like this seeking opportunities to do business better and were more open to learning about different technologies than if you visited them at their sites.



Chris Adsett, CEO of
Techenomics International



Staff from the company's Indonesian operations, PT Tekenomiks Indonesia at Mining Indonesia

"The team saw the ability to show customers what Techenomics does and appreciated having an opportunity outside the customer's workplace in an environment where the customer is happy to be sold concepts and ideas based on product knowledge."

He said the show provided a good forum to network and reinforce Techenomics' name. "It gave me the chance to catch up with people I haven't seen for some time and update them with what we are doing as well as discuss partnering opportunities."

"There were customers we previously worked with who were based in Balikpapan but are now in Jakarta and it is not so easy to bump into them around the traps."



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Chris Adsett said it was the first mining show he had attended in Jakarta and was bigger than expected. "It was considerably bigger than anything like that I have been to in Balikpapan or other Indonesian centres. "The majors were there – Caterpillar, Liebherr, Hitachi and Komatsu - represented by their local agents. There was also a good collection of hardware – trucks, diggers, cranes, engines, etc."

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