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B&D MANUFACTURING



Can you give us a brief introduction to B&D Manufacturing?

B&D Manufacturing was founded in 1980 by two young entrepreneurs who invented a portable align boring machine. Before then, underground mining equipment had to be disassembled and transported to an outside machine shop for repairs. With our flagship Portable Align Boring Machine, technicians do maintenance work right on customer site, reducing downtime and associated costs, and eliminating safety concerns. In 2001, the company acquired a fabrication shop, and our range of offerings began to diversify and focus more on surface mining equipment. By 2011, 80 percent of revenues were generated in Canada. Today, it is closer to 50-50 and growing globally in South America, Africa, and in our newest territory, Australia. Our sales have doubled every five years.

Could you describe B&D's key products and services?

We focus on truck and shovel maintenance for surface mining applications but also support heavy equipment operating underground. Much of what B&D develops is unique. The Tire Handler Station safely handles and manipulates haul truck

tires within limited shop space. The Super Jack impacted workplace safety by being capable of lifting and securely balancing haulage trucks. This is the only existing certified two-point lift Jacking System for 300 to 400 ton trucks. Our remote-controlled Wheeled Multi Handler with its several attachments is specially designed and manufactured to improve safety and reduce turnaround time on haul truck wheel motors and other component repairs. And, our Swing Shaft Changer is an easy, fast and safe way to replace and service the swing shafts on P&H 2300, 2800 and 4100 shovels. These shovels can load up a haulage truck every 90 seconds, decreasing downtime from 12 hours to one, and result in huge savings.

What is B&D's approach to developing new products?

B&D Manufacturing traditionally invests about \$2 million annually on new product development. Our R&D team has formed strategic alliances with major industry players. We design, test and manufacture "assembly tooling" for sale to Komatsu mining distributors and customers. B&D recently signed a licensing agreement with Komatsu America relative to certain intellectual property for that specific purpose.

How have you increased your focus on the safety and environmental aspects of heavy equipment?

Zero harm is our number one priority in developing new equipment or in field services. We thoroughly test and engineer-certify our products in response to industry's growing demand for improved safety, efficiencies and productivity. Our workshop recently achieved a milestone – one million man-hours worked with no lost time. Our facilities include solar walls, recycling water and utilizing high-efficiency lighting.

Will B&D be able to continue its aggressive growth?

Our sales model is a unique combination of sales professionals and distributors, who have a good handle on the pulse of the industry, and is conducive to growth. Next year, we anticipate an 18 to 20 percent increase in global sales and will expand and invest in additional human resources and R&D. •



B&D SUPER JACK



B&D MULTI HANDLER

Improve safety, reduce downtime, increase efficiencies and maximize production with the world's best tooling package for heavy shovels and haul trucks.



B&D SWING SHAFT CHANGER



B&D TIRE HANDLER STATION

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