

A TEC CONSULTING

CONNECTING PEOPLE,
MARKETS AND TECHNOLOGY



A TEC
GROUP

A Member of LOESCHE Family

A TEC CONSULTING

HOW TO SUCCEED IN A CHANGING MARKET?

Those who cope with challenges better than others are more successful in the cement market: intense competition, fluctuations in demand, stricter environmental regulations and rising prices for energy and resources necessitate measures that are fast and strategically correct.

So a basic requirement when building new plants or modernising existing plants is to have access to independent market surveys, to select appropriate process routes and the right equipment, to shorten the implementation time and to reduce costs significantly overall.

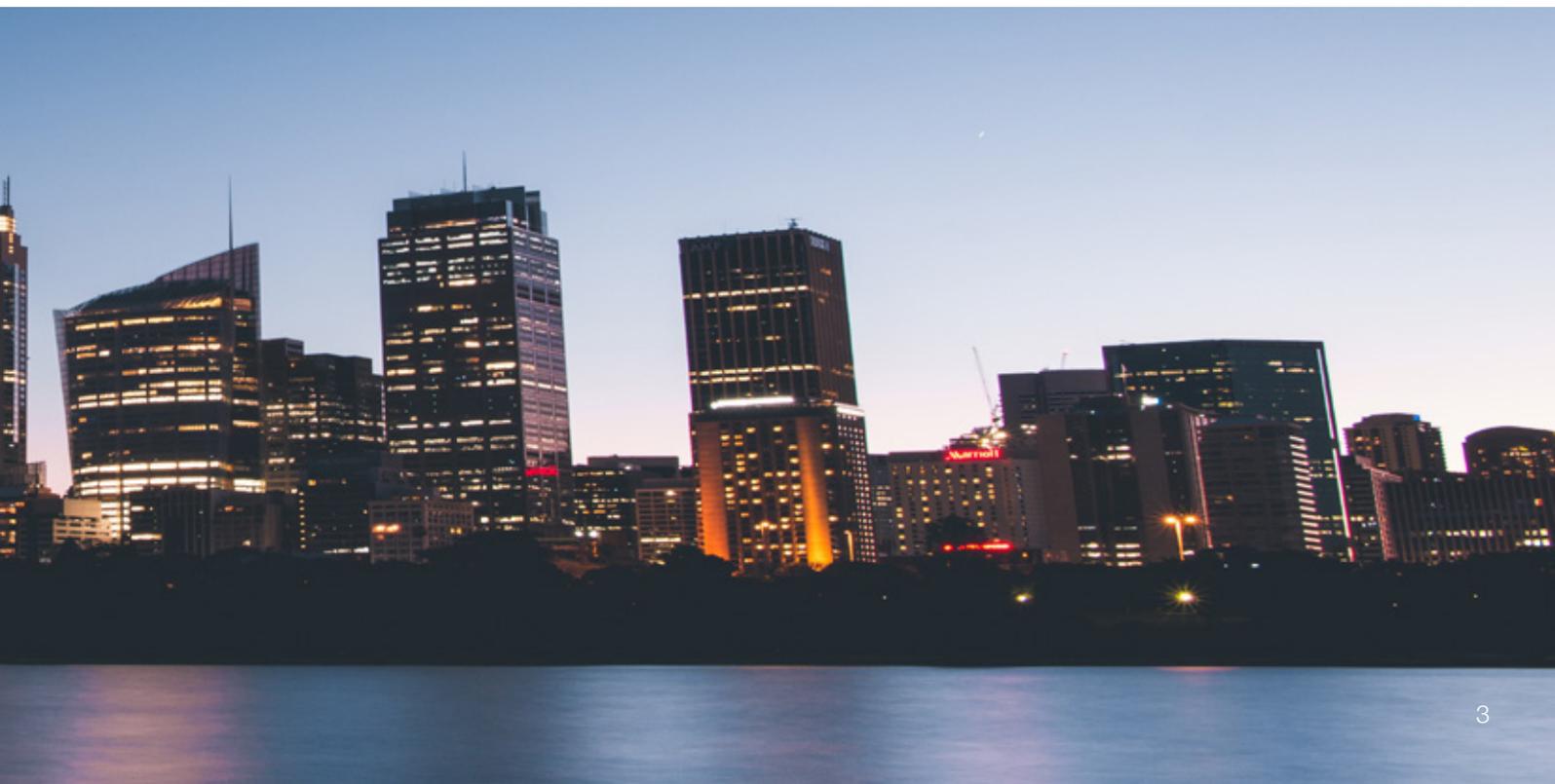
In order to make the right decisions, investors and plant operators rely on A TEC the independent consulting partner for the construction of cement plants.

A TEC has acquired valuable expertise in all aspects of the production process due to its position as the technology leader in cement pyroprocess technology. We use our technological expertise and market knowledge to get you the most efficient plant in the most cost-effective method by the fastest and most reliable method possible. Success comes to those who make the right decisions.



Advantages of A TEC CONSULTING

- Full breadth of process engineering expertise – for a customised plant with maximum efficiency
- Best connections to suppliers' markets worldwide – as the only consultant for global cement plant construction we have an independent subsidiary in Beijing, China
- The independence of a specialist – so that you obtain the best possible technology and components
- EPCM service – complete takeover of all project activities
in close cooperation with customer work groups - and you needn't bother about a thing



A TEC CONSULTING

FROM IDEA TO PRODUCTION - WE KNOW HOW

Technical competence, market competence, human capital - in short: We are more. More than just consultants. We combine a full range of expertise in process engineering and economics with the best links to the suppliers' market. So you get more out of it: With A TEC you get a customised cement plant that uses the best possible components from a variety of manufacturers at the most favourable price.

Until it's ready we guide you as an independent EPCM contractor (engineering, procurement and construction management) through every step of the entire planning, construction and training phase. With us you'll save considerable investment costs and benefit from a great deal more investment security.

Are you new to the market? Welcome! Our experts are on hand in four continents from Mexico to China. You speak Russian? So do we! Together with our partner Belstroycenter, an engineering company in Belarus, we can look after your affairs - in Russian too if necessary. A TEC



A TEC CONSULTING's range of services

- Overall project management
- Feasibility studies
- Plant arrangement and planning work
- Process design for complete plants and plant sections
- Compilation of comprehensive enquiry documents
- Complete tender evaluation
- Negotiation with general contractors and sub-suppliers
- Quality assurance and progress control
- Interface and technical clarification
- Supervision of manufacturing
- Supervision of erection activities
- Supervision of commissioning including performance tests
- Training and plant optimisation
- Support in plant operation

A TEC CONSULTING

A LOOK AT THE FUTURE PROVIDES SECURITY

From site inspection to feasibility studies

It's possible to promise success. It's even better to plan it. When constructing a new plant, our first step is to investigate the site and prepare a plan for developing the quarry. In the process we evaluate various raw mix scenarios and determine the burnability index. The technical information obtained in the first phase has a decisive impact on the process route and the equipment. This is why customers all over the world rely on the experience of A TEC's experts when it comes to the acquisition of data.

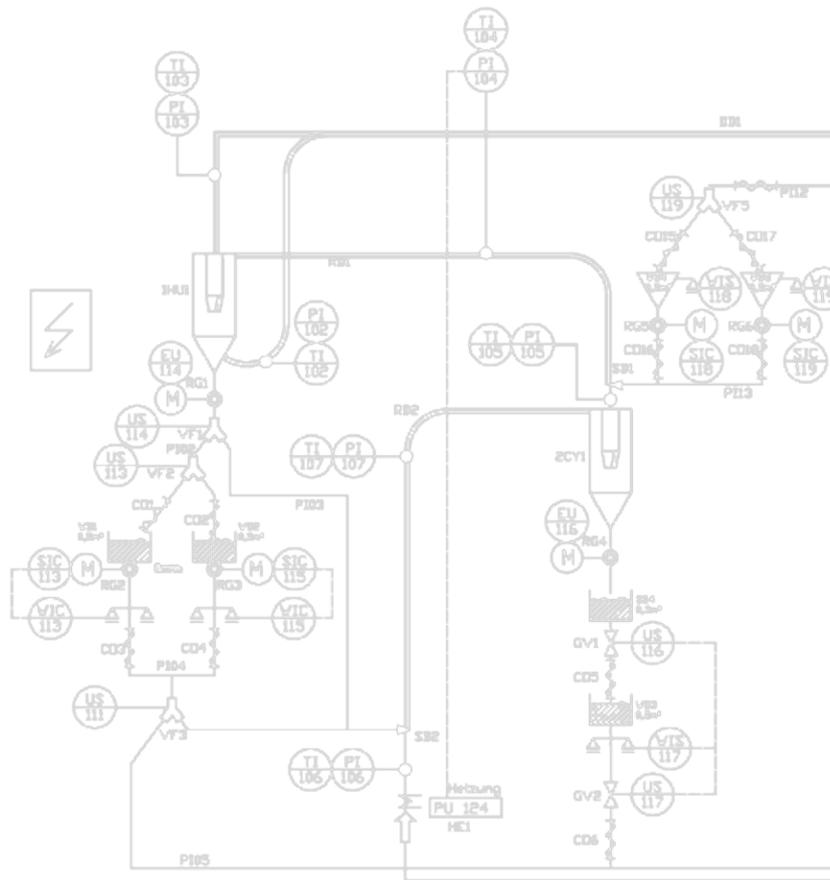
The subsequent process design is used to make projections allowing for various operating factors such as fuel, energy and raw material requirements. At the same time, to ensure maximum investment security for our customers, we conduct independent market surveys and feasibility studies - the most important documents for potential investors and financial institutions.

The feasibility study covers a series of forecasts - for instance on the investment costs, operating costs (based on various fuel scenarios), the number of production and maintenance staff necessary and the return on investment. When all's said and done: A look at the future provides security.



Our services

- Local site inspection
- Preliminary quarry development plan
- Evaluation of different raw mix scenarios
- Determination of burnability index
- Process design
- Feasibility study (includes investment cost estimate, operating cost estimate based on different fuel scenarios, production and maintenance staff required, return on investment forecast)



A TEC CONSULTING

COMPETENCE ENSURES THE RIGHT PROCESS

From engineering to construction

Basic engineering helps to define the ultimate and most economically efficient process route. This involves the preparation of a series of technical documents: a holistic layout of the plant, a system of drawings covering individual sections of the plant, the technical specification of key equipment (mills, preheater, kiln, clinker cooler), the technical description of the whole plant, an equipment list, the project schedule.

We organise the tendering process and make an independent recommendation for the most appropriate products to get you the best possible components for your specific requirements. We coordinate all the technical aspects and

synchronise the interface. Of course, we also check progress on an ongoing basis and take care of quality management during the production phase.

We then supervise construction of the plant and optimise the construction process with an eye for detail and an understanding of the whole. We offer all our services as a package or as individual services. Following successful completion of the construction work, we monitor commissioning. When will you be picking up the key?



Our services:

- Basic engineering
- Technical specification for main plant sections
- Project management services
- Compilation of enquiry documents
- Tender issue and coordinating tender negotiation
- Coordination and interface clarification of all technical aspects during manufacturing period
- Progress control and quality management during the manufacturing period
- Supervision of erection
- Supervision of commissioning

Basic engineering includes:

- Mass and process flow sheets
- Overall plant layout
- Arrangement drawings of the various plant sections
- Technical specification of the key equipment i.e. mills, preheater, kiln, clinker cooler
- Single line diagram of recommended HT- and LT-plant distribution
- Technical description of complete plant
- Equipment list
- Project plan



A TEC CONSULTING

WE GO A STEP FURTHER FOR YOUR SUCCESS

From start-up to start training

A successful project doesn't end when the keys are handed over: In addition to qualified and comprehensive consultancy in the project phase, ensuring trouble-free, efficient production in the new plant also requires customised staff training.

Added to this is the fact that the increasing demand for cement that is anticipated for the coming years offers a good opportunity for many newcomers. Be it newcomer or established plant operator: A TEC's experts will be happy to pass on their extensive specialist knowledge of process engineering to your team. We use this instruction to build up a well-trained group that can take over operation of the plant as soon as a stable product level is achieved.

We have already applied our staff training methods successfully in a number of projects. Regardless of how the cement market develops in the future - with us you'll have the right partner by your side.



The advantages of staff training by A TEC:

- Staff that is well trained – essential for optimum operation of the plant
- You save costs – because well-trained staff increase efficiency
- Risk is minimised – because there are fewer errors
- You become more competitive – and that's what matters most

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