

HD Australian Mining Equipment & Base Metals Mining Market to 2020

WC 1,071 words

PD 21 May 2014

ET 03:00

SN PR Newswire (U.S.)

SC PRN

LA English

CY Copyright © 2014 PR Newswire Association LLC. All Rights Reserved.

LP

RnRMarketResearch.com adds "Winning and Retaining Business in the Australian Mining Equipment Sector, 2014" & "Base Metals Mining in Australia to 2020" to its store.

DALLAS, May 20, 2014 /PRNewswire-iReach/ -- "Winning and retaining business in the Australian mining equipment sector -- Research Report" identifies that equipment suppliers need to retain current customers and enhance their reputation in order to win new business. By purchasing this report you will provide yourself with a detailed analysis of customer preferences in the Australian mining sector, which will enable you to amend your business plans accordingly to allow maximum sales. You will gain an understanding of the key factors driving the Australian mining, enabling you to identify the growth opportunities and market dynamics.

TD

Logo - <http://photos.prnewswire.com/prnh/20140520/89311>

Areas of analysis include:

- Customer priorities when buying mining equipment, with ratings of the importance of 16 separate factors for customers when choosing mining equipment, including cost factors, supplier attributes and product attributes.
- Ratings of existing suppliers across the same factors, identifying best-performing suppliers and how well suppliers performed versus the importance of each factor.
- In-depth analysis of the major suppliers, namely Caterpillar, Joy Global, Komatsu and Volvo, including their overall performance ratings and their ratings for each of the factors relative to its importance.
- Rankings of the leading suppliers for each equipment type, with respondents indicating who they viewed as the top suppliers in Australia for trucks, excavators, loaders, shovels, dozers, drills, continuous miners, longwall systems, engines, tyres, pumps and mining software.
- Insight into the likelihood of switching supplier and key action points for suppliers for product and service improvements required.

Order a copy of this report at <http://www.rnrmarketresearch.com/contacts/purchase?rname=178180>.

When choosing an equipment supplier, respondents rate 'Production reliability and quality' and the 'Availability of replacement parts' as most important. However, over half of respondents feel that suppliers

need to improve in the latter. Overall the major suppliers perform well in terms of customer satisfaction; however, their weakest ratings were given for two of the three most important factors for respondents.

Account managers make a significant impact in the selection process with 77% of respondents citing 'Better understanding of your needs' and 81% indicating 'Better ability to build a long-term relationship' as differentiating factors when choosing their current main supplier. There was a greater likelihood for respondents to switch supplier where satisfaction was low. While on average 7% plan to switch supplier within the next five years, this percentage is much higher for respondents whose satisfaction scores were below average. Although most are loyal to their suppliers, customers are specifically looking for improvements in parts availability, product quality and the ability to support cost reductions. The Report "Winning and Retaining Business in the Australian Mining Equipment Sector, 2014" is available at <http://www.rnrmarketresearch.com/winning-and-retaining-business-in-the-australian-mining-equipment-sector-2014-market-report.html>.

"Base Metals Mining in Australia to 2020" provides historical and forecast data on base metals (copper, nickel, zinc and lead) mine production, consumption and trade to 2020, and reserves by geographical region. The report also includes drivers and restraints affecting the industry, profiles of major base metals mining companies, information on the major active, exploration and development projects and regulations governing the industry.

The Australian mining industry is of vital importance to the country's economy with a 10.1% share of its GDP in FY 2012--13 and potential for significant employment generation. Further, substantial deposits and geographic proximity to emerging Asian economies augur well for this mining nation. The country produces 19 minerals in significant amounts and according to Geosciences Australia 2014, the nation is the second largest producer of lead and zinc, the fourth largest producer of nickel and the fifth largest producer of copper in the world, together with hosting the world's largest resources of lead, nickel and zinc and the second largest resources of copper. In 2013, Australia's copper mine production was 966,410 tons, nickel mine production was 220,664 tons, zinc mine production was 1.6 million tons (Mt) and lead mine production was 603,340 tons. Order a copy of this report at <http://www.rnrmarketresearch.com/contacts/purchase?rname=178307>.

The ban imposed on nickel ores and concentrates exports by the Indonesian government is likely to benefit the Australian nickel mining industry. Australian nickel miners have been facing difficulties because of lower nickel prices in recent years. Continued weakness in prices of base metals has started affecting the development of planned projects in Australia. The base metal industry is facing a downturn as commodity prices are declining and many projects are delayed due to rising input cost.

Australia had the second largest copper reserves in the world next to Chile with 86Mt or around 12.6% of global reserves at the end of 2012, according to the United States Geological Survey (USGS). Australia's Joint Ore Reserves Committee (JORC) compliant reserves were about 25.2Mt and EDR was 91.1Mt at the end of 2012. Almost 90% of Australia's economic resources of nickel are located in Western Australia followed by New South Wales (5%), Queensland (4%) and Tasmania with less than 1%. Australia is home to the world's largest komatiite-hosted nickel sulphide and lateritic deposits. The Report "Base Metals Mining in Australia to 2020" is available at <http://www.rnrmarketresearch.com/base-metals-mining-in-australia-to-2020-market-report.html>.

Browse more reports on Mining Market at <http://www.rnrmarketresearch.com/reports/energy-power/mining>.

About Us:

RnRMarketResearch.com is a database of selected syndicated market reports for global and China industries including but not limited to life sciences, information technology & telecommunications, consumer goods, food and beverages, energy and power, automotive and transportation, manufacturing and construction, materials and chemicals, public sector as well as business and financial services. We provide 24/7 online and offline support to our customers. Call +1 888 391 5441+1 888 391 5441 with your research requirements or email the details on sales@rnrmarketresearch.com and we would be happy to help you find the business intelligence that you need.

Media Contact: Priyank Tiwari, RnRMarketResearch, +18883915441, sales@rnrmarketresearch.com

News distributed by PR Newswire iReach: <https://ireach.prnewswire.com>

SOURCE iReach House Account

Web site: <http://www.rnrmarketresearch.com>

IN i2113 : Lead Ore/Zinc Ore Mining | i211 : Metal Ore Mining | ibasicm : Basic Materials/Resources | imet : Mining/Quarrying

NS mnonfr : Non-ferrous Metals | c33 : Contracts/Orders | npress : Press Releases | ccat : Corporate/Industrial News | m14 : Commodity Markets | m142 : Metals Markets | mcat : Commodity/Financial Market News | ncat : Content Types | nfact : Factiva Filters | nfce : FC&E Exclusion Filter | nfcpin : FC&E Industry News Filter

RE austr : Australia | apacz : Asia Pacific | ausnz : Australia/Oceania

IPC NND

PUB PR Newswire Association, Inc.

AN Document PRN0000020140520ea5k000np