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## **CEMCON AT CEMTECH ASIA**

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MANILA/PHILIPPINES On the occasion of the 25<sup>th</sup> anniversary of CEMTECH conference held from 19<sup>th</sup> to 22<sup>nd</sup> of June 2016 in Manila CEMCON's Managing Director Dr. Hans Wilhelm Meyer was invited as a main speaker. The presentation "Alternate raw materials and composite cement strategies in archipelago countries" demonstrated on actual and recent examples possibilities to improve competitiveness and profitability of cement production.

Based on latest and in-depth know how on utilization of materials and grinding technology as well geographical particularities the author demonstrated a strategic evaluation of the market. In archipelago countries, like the Philippines or Indonesia the cement market is split into:



- a) A mass market located around urban centers, e.g. Manila, Jakarta/Bandung or Surabaya. Around these centers the major cement production capacity is assembled. Since alternate fuel sources are intensively used already additional reduction of production cost is possible by utilization of alternate raw material (ARM) a subject which becomes more and more into the focus.
- b) The inter-island market which is currently supplied by shipping of bagged cement from the cement plants around the mass markets to the islands.

This results in expensive and troublesome multi-handling of cement. The inter-island market is often subject to over proportional growth, good margins and less competition. However the volume of cement is too small the justify investment into integrated cement plants.

As a solution construction of mobile and flexible, so called "mini grinding plants" at the islands was proposed. Such mobile or semi-mobile grinding plants are available as ball mills, VRM's and roller presses. The investment is in the range of < 7Mio USD for a 30-40 tph plant. The foot print of the plant is > 1 ha or the plant can be even installed on a barge. Shipment of clinker instead of bagged cement will significantly reduce transportation cost. In addition most islands can provide additives in form of limestone, pozzolana or trass thus further reducing the clinker shipment.

CEMCON would like to express its gratitude to the organizers of CEMTECH ASIA. The conference provided a well balanced platform for discussions between cement producers, consultants and equipment manufacturers. A series of fruitful contact could be established.

**Again it is proven: CEMCON serves for your success.**