



## Interview



### Steven Walls, Sales Manager McCloskey International

#### **1. Provide a brief description of your company**

McCloskey International leads the screening and crushing industry with a complete line of equipment including: cone, jaw and impact crushers, vibrating screeners, trommels and stockpiling conveyors. Our line is used in a wide range of industries which include aggregates, landscaping, infrastructure and road building, construction and demolition, mining, waste management and recycling.

Since 1985 McCloskey International has established a worldwide reputation for high performance products that have introduced many of today's key mobile screening and crushing innovations.

Our Head Office and manufacturing facility in Ontario, Canada is an advanced and highly capable 410,000 square foot production plant, while our secondary facility in Co. Tyrone, Ireland houses the world's premier crusher and screener engineering office. The assets of both these facilities make us the largest independent manufacturer of portable screening and crushing equipment in the world.

At Middle East Concrete McCloskey will exhibit with Aggregate Processing & Recycling Ltd. (AGG-PRO,) a long time dealer for the products and services of McCloskey International. They are the exclusive Middle Eastern Dealers for some of the world's leading manufacturers of crushing, screening, conveying and recycling equipment. AGG-PRO has many existing mobile machines and fixed installations across the Middle East which are supported locally with spare parts and qualified European service engineers.

#### **2. What products are you bringing to Middle East Concrete & PMV Live this year? Any new launches?**

At Big 5 and PMV Live we will introduce our full range of crushing, screening, material conveying and recycling machines in the Middle East market, across a wide range of applications. This year we opened a new factory in the UK to manufacture our new range of sand and aggregate washing equipment and we also increased our heavy duty range of conveying equipment for mining, ship loading and stockpiling much larger volumes with the new telescopic range of conveyors.

**3. How many years have you been exhibiting at Middle East Concrete & PMV Live and what are your main reasons for participating to the show?**

This is our first time exhibiting at PMV Live. McCloskey International have distributors all over the world. We like to support our local distributors for their loyalty to the brand. We have also found a benefit is personally getting to know the McCloskey machinery users as their requirements can vary across the globe so attending PMV will help us understand the Middle East markets better as we expand in the region.

**4. What makes these products attractive to buyers in this region?**

McCloskey's products are renowned globally for their excellence in design and durability. These features combined with a few modifications recommended by our local distributors to deliver a machine suitable for a high ambient temperature combined with dusty conditions have seen very healthy sales figures over the past 9 years.

**5. Are there any special durability features about the products that make them resilient enough for the Middle East climate and conditions?**

McCloskey make a very robust product as we supply machinery around the world for moderate to very heavy duty applications. We like to manufacture only a machine to suit the toughest applications. Although for the areas with a very warm climate like the Middle East, Africa, Northern Australia and parts of South America with add an extra oil cooler, use a higher grade of oil and fit dust suppression accessories.

**6. Are there are other comments that you would like to add?**

Every product is field-tested to ensure its suitability to the application, as well as the environment.

**7. Who are you looking to target at the show?**

We hope to meet our existing Middle Eastern customers to further strengthen our relationships in a more casual setting. We can discuss their existing applications and concerns but also show them our new additions to our range where we may be able to help them further with an existing or future requirement. Of course we also hope to meet some new customers from all over the region. We see great potential in the MENA region in the coming years but we know we need to meet the local people on the ground to expand into the new markets.

**8. How is the outlook for the business going into 2017?**

Although 2016 has been a little uncertain in the Middle East due to the low oil price and conflict in some countries we remain very positive for 2017. Qatar is continuing to prepare the country for the 2022 Football World Cup and many new projects are to be announced later this year in Oman, UAE and KSA. We are excited to deliver McCloskey equipment to the market, and to develop long-term relationships with customers.