

# Holcim buys Xpert analysis

by **Thermo Electron Corp, USA**

*Thermo Electron's online analysers provide full elemental analysis of raw materials for quality control, which leads to increased productivity and reduced operating cost. The modular design of the Gamma Metrics CrossBelt Xpert analyser ensures ease of installation and suitability to any belt or bed depth and does so in a way to minimise installation costs. Holcim is one of many cement producers that has found Thermo Electron's range of online analysers an attractive solution.*



The Gamma -Metrics Cross Belt Xpert analyser

**T**hermo Electron Corporation, an industry leading producer of analytical and process instrumentation, recently announced that the company has entered into a three-year agreement with Holcim to streamline procurement of its online Prompt Gamma Neutron Activation Analysis (PGNAA) analysers. The agreement outlines the scope, terms, guarantees and pricing governing all future purchases made by Holcim over the next three years, specifically focusing on Thermo Electron's Gamma-Metrics CrossBelt Xpert (CBX) analyser, which provides real-time analysis of raw materials.

Since introducing its first online analyser in 1984, Thermo Electron has sold more than 225 units to the cement industry,

including 36 to Holcim worldwide. Most recently, Holcim purchased Thermo Electron analysers for use in the company's facility in Kandos, Australia.

Used for two primary purposes – quarry and stockpile management and automatic raw mix proportioning – Thermo Electron's PGNAA analysers have delivered unmatched performance to the industry for more than 20 years. The analysers not only reduce variations in kiln feed chemistry, leading to greater throughput and reduced energy consumption per clinker tonne, but also extend quarry life, maximising the use of lower cost and lower quality materials and avoiding kiln upsets.

"The guidelines set by this agreement allow Holcim to purchase our analysers

for their facilities around the world without having to undergo the lengthy negotiations process associated with a traditional product purchase," said Jon Culbertson, global commercial leader for Thermo Electron's cement and coal markets.

"As one of the only agreements of this kind in the cement industry today, Thermo Electron and Holcim are paving the way for future purchase contracts that bring benefits to both the manufacturer and customer."

In 2005, Thermo Electron sold a record 31 online analysers with 10 each in the Americas and Asia, six in Europe, five in the Middle East, and two in Africa. Thermo manufactures its online PGNAA analysers in Adelaide, Australia. █