



THE WENCO GUIDE TO MACHINE GUIDANCE FOR MINE CONTRACTORS

*How High-Precision Data Systems Help You
Move More In Less Time, Prove Compliance
with Contracts, and Win New Bids*

Mine contractors are different from owner-operators. You have a different business model. You have different goals. And, you have different processes for achieving them.

Nowhere is this difference more obvious than when it comes to adopting technology.

Owner-operated mines have entire suites of data technologies to extend their productivity. *Fleet management systems. Advanced dispatching algorithms. Business analytics platforms. Autonomous vehicles.*

Contractors usually make do with what they have — drills, dozers, and hard workers who can get the job done.

With short-term contracts and thin profit margins, why would contractors invest in digitization? For your business, it makes more sense to focus on the basics — move the rock, prove it, get paid, and move on to the next job. It's easy to think data technologies and their promises of optimization and automation are for other operations.

But...

- **What if there was a technology designed to make your basic processes even more profitable?**
- **What if there were tools that helped you move rock faster, prove compliance more easily, and secure even more contracts?**
- **What if there was a system that slashed wait times to maximize your profitability every shift?**

Sounds like a pipe dream? Not even close. You just need machine guidance.

What Is Machine Guidance?

Machine guidance is an earthmoving technology used in mines for decades. Powered by high-precision GNSS, these systems pinpoint the exact geolocation of your equipment anywhere in the world.

Onboard computers leverage this positioning data to guide your equipment as it moves. This capability lets operators move the largest excavators, drills, dozers, and other units with fine accuracy.

How Does It Work?

Engineers design plans for new surfaces in drafting software, then upload the files into the onboard computer. Operators then follow the onscreen guidelines to create those surfaces to the exact specifications.

This simple process completely changes the way every type of mining equipment works.

Drill contractors use machine guidance to place blastholes at precise depths and locations more quickly than standard methods.

Dozers use it to create ramps, benches, or stockpiles with appropriate slopes and elevations — without surveying.

Contract miners use high-precision excavators for selective mining of higher-grade ore.

Configurations are available for all standard mining equipment, giving you high-precision functionality for drill and blast, overburden removal, waste dump construction, or every other mining activity.

RUNNING THE NUMBERS ON WENCO MACHINE GUIDANCE

7

available configurations

370

active installations

5

continents

115

drills

285

dozers

81

supervisor vehicles

378

excavators

100,000+

hours saved

1,000,000s

tonnes of material moved



3 WAYS MACHINE GUIDANCE TRANSFORMS YOUR MINE CONTRACTING BUSINESS

Higher precision is helpful. But, the real value of machine guidance lies in the way it transforms your entire earthmoving process.

By using high-precision technology, contractors move the effort needed to take measurements and aggregate data off your staff and onto a data system. By doing so, you can move more earth in less time with less rework — and prove it easily to get paid (and get more contracts in the future).

Here are three ways this simple technology can transform your contracting business.

2. DATA COLLECTION, AUTOMATED.

With mine contracting, doing the work is only half the battle. The other half is proving you did the work in line with your contract.

Typically, surveyors take final measurements of the as-built surface, then compare the figures against the original design specifications.

High-precision machine guidance cuts that time down to seconds. Units equipped with machine guidance capture the as-built surface as they move, automating the process of data collection and analysis.

1. NO MORE WAITING.

Surveying is the backbone of earthmoving, but it also drains your time and resources.

High-precision machine guidance surveys as you work, reducing the demands on a separate surveying process (and a separate survey crew).

The system records measurements as your equipment does its job. Operators follow GNSS directions as they tram to the right location, place their bit or bucket or blade, and watch the onboard touchscreen as they cut or fill the surface.

Your crew is never held up by surveyors again, so you can stop waiting and start your next project.

3. LAND YOUR NEXT CONTRACT.

Speaking of the next project, high-precision machine guidance can help you secure it — and get more in the future.

More and more, mining companies are requiring contractors to prove their technological capabilities in order to win contracts.

A few years ago, digital technologies were a nice-to-have for a lot of contractors. Now, they are becoming a necessity just to land contracts at all.

FREQUENTLY ASKED QUESTIONS

- **Do your machine guidance systems require a site-wide network?**

No. While some high-precision machine guidance systems require a site-wide network to function, Wenco offers systems that operate in standalone configurations (or integrated with a site network if you prefer).

- **Will my equipment be unavailable for long periods during system installation?**

Not at all. Installation of a high-precision system on a dozer typically takes less than a shift. Once complete, you can start reaping the benefits of machine guidance immediately.

- **Is there a steep learning curve for my operators?**

Absolutely not. Unlike some high-precision solutions that bombard operators with detailed information, Wenco's solutions provide the key information they need, when they need it, to get the job done. Details are available for those who wish to see them, but the user interface has been designed to focus on the most important information to help operators do what they do best.

- **How do I get started?**

Give us a call at [604-270-8277](tel:604-270-8277) or contact our sales department at sales@wenco.com.



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Getting More Out of Your Mine



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