

Selpeco Resources and Braco Consultants form material handling alliance

Selpeco Resources and Braco Consultants together form the basis of a new solids handling engineering, procurement, construction and commissioning capability that emphasizes the unique aspects of bulk material handling design, engineering, technology application, procurement and project installation. Coal handling is a large and integral part of the alliance's portfolio.

Selpeco Resources, founded in 1992 in Washington State is a world-class material handling programme management company that has been involved with some of the world's largest material handling installations. The programme management work includes preliminary planning, investment analysis, feasibility and conceptual studies, engineering, major and minor equipment procurement, installation and commissioning.

The company is unusual in that its emphasis is strictly on bulk material handling projects, including coal, coke, sulphur, wood products, building products, and more difficult-to-handle solids. Braco Consultants, formed in 2007 in Vitoria, Brazil has been involved with the detailed engineering of material handling projects since its formation — and before. Its staff has extensive prior experience (many with decades of 'hands on' product, equipment and facilities backgrounds) with solids handling projects, including coal, iron ore, coke, bauxite, and more difficult-to-handle solids.

Selpeco is an owner of the employee-owned Braco and the two companies share expertise, capabilities and staff in order to best address the needs of its customers on an international basis. The company is currently involved in the development of a proprietary solid fuel metering and feed system for solids



burning boilers. Braco is currently providing extensive engineering assistance to an OEM equipment manufacturer who also takes on turnkey material handling construction project responsibilities from Europe. These projects have included projects in Colombia, Vietnam, Russia and Brazil.

Selpeco and Braco have the experience and capability to handle projects, starting right at the conceptual phase, when decisions are made as to the layout needed to handle specific materials, at the rates required, including optimal equipment selection and throughput simulation to the detailed design of engineered transfers, stockpiling and reclaiming systems.

If there is a need for innovation, or a need for proven and 'bullet proof' performance, the two companies can provide what is necessary. Clients include major mines, ore producers, energy companies, wood products producers, building product suppliers, engineering companies as a specialist subcontractor, construction companies and problem solvers and owners with dust,

environmental or production problems across the gamut of solids being handled worldwide.

The two companies have several language fluencies, are experienced with international material handling standards and construction codes, and have professional licensure in US and different international locations. Employees have worked collectively on six continents. Notable skills offered by these companies include:

- ❖ specialization: work is only undertaken on material handling projects;
- ❖ expertise: from planning, pro-forma analysis capabilities, simulation and equipment familiarity, the solids handling provided will be cost and performance justified, not selected by a vendor to match a product line
- ❖ dedication: Selpeco/Braco is selective in the projects undertaken, choosing expertise and project performance over generic design applications that can be undertaken by any of the larger consultants;
- ❖ cost: the cost of the company's services are balanced from a world perspective, using expatriate or localized staff expertise as the project's needs are determined.

The companies have offices in Bellevue, Washington, USA and Vitoria, Brazil. In addition, the two companies maintain specialty



alliances with other engineers, suppliers and builders to enable a full engineer/procure/construct capability should the project need the full gamut of services. Consortium contracting is a specialty when focus and expertise override the need for a single contract with a single, general purpose EPC contractor. Marine terminals, transshipment facilities, mines, power plants, indoor and outdoor storage, pulp and paper mills, chemical and mineral processing facilities and industrial by product performance and vendor guarantees would all come under the purview of Selpeco Resources and Braco Consultants.