

## New Machine Guidance Company On the Scene

**Chris Seymour's company APS (Automatic Positioning Systems) has emerged as a major player in the field of machine guidance using satellite technology.**

APS, of which Chris is Managing Director, has acquired the intellectual property developed by Mike Forrest's ABC Lasers, together with rights to "take it to the world", as Chris describes his plans.

As part of the deal, a share allotment in APS has been issued to Mike Forrest, and ABC Lasers will retain dealership and installation rights for APS systems in Queensland. Dealerships for the other Australian states are in the course of negotiation.

"Mike's success in this field has been at the cutting edge of world's best practice," says Chris Seymour, who has an impressive background in mining around the world.

"Our relationship has already enabled us to successfully bid on major installations in Wyoming and South Dakota, up and running this month."

### ***Globetrotter for BHP***

Until recently Chris was BHP's General Manager, Coal, Southern Region, overseeing the operations of five major coal mines. He started up the Mt Owen mine in NSW and the South Walker Creek mine in Queensland, involving the first operations by BHP employing an outside contractor (Thiess, in both cases).

This background dovetails well with ABC's success in installing highly acclaimed dozer, excavator, and loader systems at Yallourn in Victoria and Pasminco in north Queensland.

Besides providing machine guidance during mining operations, the focus of these satellite-based systems has been a highly sophisticated telemetry feature to report in real time on production actually achieved.

Chris Seymour's previous experience included diamond mining in Sierra Leone, rutile and zircon sand

mining in northern NSW, mine management in New Mexico, and two stints with Utah in San Francisco on engineering and feasibility for the Escondida copper mine in Chile and various projects in China.

Following a couple of years in London as BHP Mineral's Business Development Manager for Europe and Africa, Chris became well known on Australian TV for his handling of all the issues arising out of the fatal accident at Moura Mine. He led an internal inquiry, and negotiated compensation agreements.

### ***Points of Difference***

"I've been following the GPS developments with keen interest," says Chris. "Two important points of difference encouraged my backers and myself to put our money into the solutions developed by Mike Forrest and his team."

"The first is production data reporting, using telemetry from the machines to enable mine managers to accurately assess extraction rates. Whilst this may be useful in the civil construction field—and we believe contractors will come to see just how important—it is a vital feature for successful mine management."

"The second is Mike's concentration on technology employing both American GPS and Russian Glonass satellites, which is unique to our APS systems.

"Open cut mining is often in rugged hilly country with obstructions, including the depth of the mine itself. It has recently become quite clear that using both the Russian and American signals gives a vital edge in reliability.

"I'm still learning about civil construction projects—perhaps they can afford to work around the periods



***Chris Seymour of APS—his company has acquired the intellectual property rights to the GPS technology developed by ABC Lasers.***

when satellites drop out—but I've had enough to do with managing mines to know that production can't stop for anything, if there's a way to avoid it."

### ***Standardised Products***

Whilst ABC previously emphasised flexibility—matching systems to specific customer requirements—Chris Seymour's top priority for the civil construction market is to launch a group of standard "off the shelf" products.

"We'll shortly be offering 'APS for Dozers', 'APS for Excavators', 'APS for Graders', and so on. They'll be standardised products, running off the same software design models, and in most cases will be capable of being speedily swapped from one type of earthmoving machine to another."

Chris is off to Europe in a couple of weeks to introduce these APS products to the many contacts he made when he was based in London for BHP.

