



...supporting Australia's mining giants

Mining in Australia probably started with the arrival of Aborigines 40 000 years ago, when they collected stones for tools and dug for ochre for colour. In the 18th and 19th Centuries, the industry was an important and colourful part of Australian history, ranging from quarrying sandstone in Sydney, coal mining in NSW and Queensland, the Ballarat gold rush, lead, tin and copper in the South Australian mid-north, and many mining activities in Western Australia.

Massive growth in the industry took place during the 20th Century, including the development of the coal, gas, alumina, iron ore, copper, mineral sands, uranium and many other mineral industries. The value of mining exports in 2007/08 was over \$72 billion – by far the largest contributor to exports in the economy. The industry directly employs 120 000 people and a further 30 000 contractors, as well as thousands of engineers and mining supply organisations. Mining is the key to thriving economies in a host of regional communities in every state such as Roxby Downs, Karratha, Port Hedland, Emerald, Mount Isa, Groot Eylandt, West Tamar, Cessnock and Wollongong.

In the Twenty-First Century, the mining industry has become a colossus led by world class companies like BHP, Rio Tinto and XStrata. The industry today is in the top five global exporters of coal, alumina, copper, natural gas, iron ore, uranium and other minerals.

The explosive growth of the industry has, however created a unique set of challenges. Infrastructure has to be put in place and maintained, and skills are not readily available. The pressures of export contracts require high productivity and meticulous planning on a continuous basis, while expansions, many of them Greenfield, are being undertaken, all in a regulatory environment which demands a higher and higher degree of compliance. In these circumstances, productivity is essential.

Priority Management

... helping the mining industry find a better way to work

Priority Management has worked for many years with leading mining companies and mining suppliers to:

- ⇒ Provide skills to Employees to manage their time more productively, manage their emails, their meetings and other information more effectively and hence be more stable and less stressed;
- ⇒ Manage projects on time, on budget, every time, both large and small;
- ⇒ Use new technology mobile devices like Blackberries easily and effectively;
- ⇒ Coach their staff to improve individual and team performance, and improve influencing and communication skills; and
- ⇒ acquire negotiating skills that provide lasting win-win outcomes with buyers or sellers;



What the Miners say...

Very useful, I've learnt a lot and look forward to implementing the new skills I have learnt today

Chloe Bradley, Energy Resources Australia

Very engaging and relevant to work

Mark Bushell, GEMCO

The Priority training program was the most immediately relevant tuition I have undertaken since joining BHP, wish I had done it 5 years ago! I think the time saved per day will repay in about a week.

Gerald Burton-Batty, BHP Billiton Iron Ore

Very satisfying as I feel I can apply and cause myself to change the way I work from Reactive to Planned.

Geoff Spencer, Rio Tinto Kestrel Coal

I really enjoyed the course and will be sure to put what I have learnt to the test. I especially like the idea of the 4'ds and will use the tasks option.

Mandy van Ross, Gorgon Project, Chevron

BMA should put everyone that uses a computer on this course.

Shane Jamieson, BHP Billiton Mitsubishi Alliance

Get whole corporation to utilise the course upon starting with the company.

Mark Knowles, Thiess

The knowledge I have gained is unbelievable and will be of great help. I feel confident in being a lot more time efficient and an improved worker.

Fiona Skinner, Capcoal

The course has changed my life!!!! I keep telling everyone about it. My calendar is all set up (this is a scheduled time for responding to emails!) and have gone home every night since the course feeling organised and relaxed!

Stevi Kolbar, Kalgoorlie Consolidated Mines

Most beneficial training experience ever relating to everyday jobs.

Gillian Lillie, Boyne Smelters

Learned a great deal particularly around efficiency on project management.

Wayne Warner, BHP Billiton Mitsubishi Alliance

One of the most useful and relevant courses I have attended.

Nick Gribble, XStrata

The trainer was very easy to listen to and didn't overload us with large amounts of info at one time.

Gary Denning, Peabody Mining

This is the best course I have attended. This will see great return for my employer. A 6 to 12 month refresher would really drive it home

Andrew Peters, BHP Billiton Mitsubishi

Mining Companies who have worked with Priority Management...

Anglo Coal
BMA Coal
Bucyrus
Chevron Australia
Downer Engineering
Groot Eyland Mining Company
Newcastle Coal Infrastructure
Rio Tinto

Austar Coal
Bloomfield Collieries
Capcoal
Comaco Phillips
Fox Mining
Halliburton
Palaris Mining Management
Thiess
XStrata

BHP Billiton
Boyne Smelters
Centennial Coal
Curragh Coal
Kalgoorlie Consolidated
Ivanhoe mining Company
Peabody Mining
Unimin