

## Achmad Feby Supufi

**From:** Achmad Feby Supufi  
**Sent:** 27 March 2023 10:08  
**To:** Unggul Aribowo; Matias Paavola  
**Cc:** Pamungkas Taufiq Saputro; Glenn Oldfield; Gilang Fajar Gumelar; Danial Kurnia; Tina Ang  
**Subject:** RE: TRIAL LINER PROPOSAL

Dear Pak Unggul and Matias,

Base on our communication internally, herewith our plan schedule. Please prepare your schedule below and please advise what do we need to prepare for this trial meeting with the customer.

### ITINERAY VISIT FOR PREPARE TRIAL WEAR PART METSO - KARIMUN

NO	DATE	DAY	TIME	AGENDA	REMARKS
1	03/04/2023	MONDAY	05:00	Go to Bandara Soeta-Jkt	Taxi
	03/04/2023	MONDAY	09.45	Take Off to Batam (By Air)	GA152
	03/04/2023	MONDAY	11.35	Arrive at Batam	
	03/04/2023	MONDAY	12.00	Travel to Pelabuhan Harbour Bay	Taxi
	03/04/2023	MONDAY	13.30	Travel to Tg.Balai Karimun (by Sea)	OCEANNA 19
	03/04/2023	MONDAY	15.30	Arrive at Tg.Balai Karimun	
	03/04/2023	MONDAY	15.45	Travel to Hotel Maximilian	Danial Car
	03/04/2023	MONDAY	19.00	Dinner with Pak Sello (Karimun Granite)	Danial Car
2	04/04/2023	TUESDAY	07.00	Visit to PT Trimegah Perkasa Utama	Danial Car
	04/04/2023	TUESDAY	17.00	Back to Hotel	Danial Car
3	05/04/2023	WEDNESDAY	07.00	Visit To PT Wira Penta Kencana	Danial Car
	05/04/2023	WEDNESDAY	15.00	Go To Pelabuhan Tg.Balai Karimun	Danial Car
	05/04/2023	WEDNESDAY	16.00	Travel to Pelabuhan Harbour Bay (by Sea)	OCEANNA 19
	05/04/2023	WEDNESDAY	19.00	Dinner with Branch Head Batam	Taxi
	05/04/2023	WEDNESDAY	21.00	Cek in Hotel Batam	
4	06/04/2023	THURSDAY	07.00	Go to Pelabuhan Telaga Punggur	Taxi
	06/04/2023	THURSDAY	08.00	Travel to Bintan (Tanjung Pinang) by Sea	OCEANNA 19
	06/04/2023	THURSDAY	09.00	Go to Site PT Bintan Mahkota Sukses (BAI GROUP)	Taxi
	06/04/2023	THURSDAY	16.30	Back to Pelabuhan Tanjung Pinang	Taxi
	06/04/2023	THURSDAY	17.00	Travel to Pelabuhan Harbour Bay by Sea	Taxi
	06/04/2023	THURSDAY	19.00	Cek in Hotel Batam	
5	07/04/2023	FRIDAY	10.00	Cek Out Hotel Batam	
	07/04/2023	FRIDAY	11.00	Go to Airport Batam	Taxi
	07/04/2023	FRIDAY	12.20	Travel Back to Jakarta from Batam (By Air)	GA155
	07/04/2023	FRIDAY	14.00	Back To Home	Taxi

Thank You.

Best Regards,

**Achmad FEBY Supufi**

Metso After Market Sales&Marketing - Aggregate Business  
C&F MKT & SLS Industry

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Please Think  
Before You Print

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**From:** Unggul Aribowo <[unggul.aribowo@mogroup.com](mailto:unggul.aribowo@mogroup.com)>  
**Sent:** Friday, March 24, 2023 2:00 PM  
**To:** Achmad Feby Supufi <[achmad.supufi@trakindo.co.id](mailto:achmad.supufi@trakindo.co.id)>  
**Cc:** Pamungkas Taufiq Saputro <[pamungkas.saputro@trakindo.co.id](mailto:pamungkas.saputro@trakindo.co.id)>; Glenn Oldfield <[glenn.oldfield@mogroup.com](mailto:glenn.oldfield@mogroup.com)>; Gilang Fajar Gumelar <[gilang.f.gumelar@trakindo.co.id](mailto:gilang.f.gumelar@trakindo.co.id)>; Danial Kurnia <[daniel.kurnia@trakindo.co.id](mailto:daniel.kurnia@trakindo.co.id)>; Tina Ang <[tinaang@tusspl.com](mailto:tinaang@tusspl.com)>; Matias Paavola <[matias.paavola@mogroup.com](mailto:matias.paavola@mogroup.com)>  
**Subject:** Re: TRIAL LINER PROPOSAL

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Pak Feby.  
Matias and My self will be happy to join. Please finalize the date and agenda and we will start booking the flight.

Regards,  
Unggul Aribowo.  
Capital DM - Indonesia

---

**From:** Achmad Feby Supufi <[achmad.supufi@trakindo.co.id](mailto:achmad.supufi@trakindo.co.id)>  
**Sent:** Friday, March 24, 2023 9:36:37 AM  
**To:** Unggul Aribowo <[unggul.aribowo@mogroup.com](mailto:unggul.aribowo@mogroup.com)>  
**Cc:** Pamungkas Taufiq Saputro <[pamungkas.saputro@trakindo.co.id](mailto:pamungkas.saputro@trakindo.co.id)>; Glenn Oldfield <[glenn.oldfield@mogroup.com](mailto:glenn.oldfield@mogroup.com)>; Gilang Fajar Gumelar <[gilang.f.gumelar@trakindo.co.id](mailto:gilang.f.gumelar@trakindo.co.id)>; Danial Kurnia <[daniel.kurnia@trakindo.co.id](mailto:daniel.kurnia@trakindo.co.id)>; Tina Ang <[tinaang@tusspl.com](mailto:tinaang@tusspl.com)>; Matias Paavola <[matias.paavola@mogroup.com](mailto:matias.paavola@mogroup.com)>  
**Subject:** Re: TRIAL LINER PROPOSAL

Dear Pak Unggul,

Continuing the email below and our conversation at the Trakindo office, I would like to propose to immediately go to Karimun with you and Mathias to be able to discuss further with the customer regarding this trial plan. The plan is as follows:

**3 April 2023** => Take Off By Air Jakarta to Batam and By Sea To Tanjung Balai Karimun.

4-6 April 2023 => 1) Meeting with PT Trimegah Perkasa Utama

2) Meeting with PT Wira Penta Kencana

7 April 2023 => Visit to Bintan Island (PT Bintan Alumina Indonesia).

8 April 2023 => Back to Jakarta

For Information :

**PT Trimegah Perkasa Utama**

- Production capacity of the currently used Metso crusher machine?
  - 1 Unit C125 with Capacity 500 s/d 600 TPH
  - Unit HP300 with Capacity 250 s/d 300 TPH
- Unit data and models of currently operating MEP population?

SERIAL NUMBER	DESCRIPTION	MODEL	STATUS
36835	C JAW C125	C125	Operated
3568	C JAW C105	C105	Not Available
4743	CONE G GP11F	GP11F	Not Operation
71952	LOKOTRAK LT1100	LT1100	Sometime
30310716	HP300 CONE CRUSHER	HP300	Operated
30310796	HP300 CONE CRUSHER	HP300	Operated
50460097	B380 VIBRATING SCREEN	B380	Not Operation
1839	C JAW C125	C125	Not Operation
4039	CONE G GP11SEC	G11SEC	Not Operation
2791	B13562V VIBRATING FEED	B13562V	Not Operation
PS-004	INCL SCREEN	SCREENMISC	Not Operation

- How long does it take to replace the wear parts (Jaw, Mantle and Bowl Liner) that are currently in operation, and in what month will there be a replacement again?

- Lifetime Jaw Liner C125 +/- 400 Hours
- Lifetime Mantle & Bowl Liner HP300 +/- 200 Hours
- Purchase of parts is carried out per semester, namely in month 6 and month 12, for the purchase of semester 2 in month 4/5 the list of wear parts needs will come out.

I think we need to speed up the trial process considering that in May there will be a plan to purchase wear parts in large quantities and if we wait for this trial plan then we will definitely get the opportunity 6 months later.

Therefore ask for guidance and advice from you regarding this departure so that we can then prepare from now on.

Thank You.

Best Regards,

**Achmad FEBY Supufi**

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C&F MKT & SLS Industry

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**From:** Anita Waihi <[anita.waihi@mogroup.com](mailto:anita.waihi@mogroup.com)>  
**Sent:** Wednesday, February 8, 2023 3:30 AM  
**To:** Achmad Feby Supufi <[achmad.supufi@trakindo.co.id](mailto:achmad.supufi@trakindo.co.id)>; Gilang Fajar Gumelar <[gilang.f.gumelar@trakindo.co.id](mailto:gilang.f.gumelar@trakindo.co.id)>; Glenn Oldfield <[glenn.oldfield@mogroup.com](mailto:glenn.oldfield@mogroup.com)>  
**Cc:** Pamungkas Taufiq Saputro <[pamungkas.saputro@trakindo.co.id](mailto:pamungkas.saputro@trakindo.co.id)>; Unggul Aribowo <[unggul.aribowo@mogroup.com](mailto:unggul.aribowo@mogroup.com)>  
**Subject:** RE: TRIAL LINER PROPOSAL

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Hi Feby

Thank you for your mail. Confirming for @Glenn Oldfield also, from your previous mail:

- Bruno or process flow of the plant
  - We would like to understand how many tonnes of material are fed to the crusher per hour of operation = 250.000 ton/month , 20 Hour Working, 4 hour Maintenance. Average operation 521 ton/hours
  - What is the feed gradation being sent to the crusher (top feed size and bottom size) = 500 – 800 mm
- What are their production targets
  - What material are they trying to make = Granite
  - How much do they want to make (tonnes) = Target want to upgrade 300.000 ton/month.

Note = This Data to propose Trial at PT Trimegah Perkasa Utama, cause this company is a group company of a large Singapore Company ( Samwoh). The Latest info is that the Samwoh Company bought PT Granite Mining Mandiri Share with a total production of 100.000 Tons per Month. As for the other details, it is necessary to continue the visit back to Karimun.

We have many successful trials of liners for the HP300. From the information you have shared, we can make this trial to improve the wear rates and also the throughput.

The customer will need to verify:

- Screen sizes (is CVB1540 the actual size)
- Screen media aperture sizes
- Crusher liner profiles (What cavity are they using in their cones)
- Crusher closed side settings (CSS)

Once we have this information, we can agree the operating conditions of the site.

The proposal would then agree trial parameters:

1. Wear rates (tons produced between liner changes)
  - a. Site agrees to provide operational data (hours of crushing / tons produced) on existing liners
  - b. Site installs and runs trial liner set.
  - c. Site agrees to provide operational data (as above) on trial liners when used and removed
  - d. PTTU to take section of used liner for our crusher wears team to review and advise next steps at conclusion of liner removal (need service person to do this with oxy/acetylene to cut section).
  - e. PTTU and MO review results and agree next steps in trial
    - i. This may be continued trials with different liner profiles or different mn%
    - ii. This may also be to offer plant optimisation services to improve throughput.
2. When the trial is deemed successful with the site, PTTU can agree with the site to supply liners and negotiate a suitable price
  - a. MO will support this process with best possible pricing offered via FCL or P2P arrangement
  - b. PTTU to ensure supply availability through forecasting demand for the site and placing forward orders
  - c. PTTU to arrange for site monitoring and feedback to the MO Crusher Wears Team for updates

Please keep Mr Glenn copied on all correspondence relating to this trial as he will support this process.

Best Regards

Anita

## Anita Waihi

Distribution Services Manager

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**From:** Achmad Feby Supufi <[achmad.supufi@trakindo.co.id](mailto:achmad.supufi@trakindo.co.id)>

**Sent:** Monday, 6 February 2023 8:47 AM

**To:** Anita Waihi <[anita.waihi@mogroup.com](mailto:anita.waihi@mogroup.com)>; Gilang Fajar Gumelar <[gilang.f.gumelar@trakindo.co.id](mailto:gilang.f.gumelar@trakindo.co.id)>

**Cc:** Pamungkas Taufiq Saputro <[pamungkas.saputro@trakindo.co.id](mailto:pamungkas.saputro@trakindo.co.id)>; Unggul Aribowo <[unggul.aribowo@mogroup.com](mailto:unggul.aribowo@mogroup.com)>; Glenn Oldfield <[glenn.oldfield@mogroup.com](mailto:glenn.oldfield@mogroup.com)>

**Subject:** RE: TRIAL LINER PROPOSAL

Hi Anita,

Sorry for the Jump,

This is our Draft Bruno setup based on our last visit to the WPK site. But it needs to be confirmed again regarding the validity of the current conditions. Besides that, maybe the second attachment can be a reference for a knowledge trial for us, or do you have a sample trial outside Indonesia regarding the HP300 trial experience?

Best Regards,

**Achmad FEBY Supufi**

Metso Outotec After Market Sales&Marketing - Aggregate Business

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**From:** Anita Waihi <[anita.waihi@mogroup.com](mailto:anita.waihi@mogroup.com)>  
**Sent:** 03 February 2023 6:03  
**To:** Gilang Fajar Gumelar <[gilang.f.gumelar@trakindo.co.id](mailto:gilang.f.gumelar@trakindo.co.id)>  
**Cc:** Achmad Feby Supufi <[achmad.supufi@trakindo.co.id](mailto:achmad.supufi@trakindo.co.id)>; Pamungkas Taufiq Saputro <[pamungkas.saputro@trakindo.co.id](mailto:pamungkas.saputro@trakindo.co.id)>; Unggul Aribowo <[unggul.aribowo@mogroup.com](mailto:unggul.aribowo@mogroup.com)>; Glenn Oldfield <[glenn.oldfield@mogroup.com](mailto:glenn.oldfield@mogroup.com)>  
**Subject:** TRIAL LINER PROPOSAL

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Hi Gilang

During our last meeting regarding this proposal, you had a Bruno of the plant. Could you please share the Bruno file with us so we can make some comment and suggestions.

Many thanks

Anita

**Anita Waihi**

Distribution Services Manager  
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