

2016— A Year Of Normality?

I am happy to report our 2016 has been more balanced with the reactionary business environment appearing to have eased.

Our team have been active on ground in Western Australia, Belgium, Côte d'Ivoire, India, Japan, PNG, Senegal, and Southern Africa.

We have been busy assisting our clients with a range of projects across a suite of business activities. Our project work has included:

- Capex / opex modelling and zero based budgeting for greenfield and brownfield mining operations.
- Business case development for sustaining capital expenditure.
- Transitioning an owner miner to a contract mining and maintenance operation.
- Interestingly, we assisted a client in a different country establish owner mining and maintenance operations.
- Performing due diligence activities of a Tier One OEM Low Cost Country manufacturing facility.
- Deploying our negotiation strategy which set a new benchmark for OEM and Supplier product support.
- Developing specific contract documentation for high value capital items (>US\$40 million).



I would like to thank our clients for the continued support, its greatly appreciated. To our prospective clients—please call me to see how we can add value to your organisation and give us an opportunity to prove ourselves.

Pete Butler

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Complete Projects Fast — Save Millions

If the headline caught your attention contact us to see how we can help your company enjoy the results we provide our current clients.

We are prepared to enter commercial agreements where we are remunerated linked to the upside we create. We work across the globe providing tangible benefits for our clients with a proven track record within, and external to our home country (Australia).

For more information contact — info@calsta.com.au

Calsta's Systems — Your Data

All Calsta clients have access to the complete suite of systems, process and procedures we have developed over time. There is no requirement for our clients to purchase proprietary software packages or pay ongoing licensing fees. We provide information to our clients in native file format to enable them to manipulate data, take excerpts for Board and Executive Committee reports and in several of our costing models, run what if scenarios.

A client contacted our team recently looking for information almost two years old. In this instance we accessed the client file archive, transferred the data to an external hard drive and delivered it to the client at no further charge. This saved our client a significant amount of time and money.

Calsta Support The Smith Family Charity

Calsta actively support The Smith Family through regular donations. We have taken the following from The Smith Family website which explains why we support this organization.

The Smith Family is a children's charity helping disadvantaged Australian children to get the most out of their education, so they can create better futures for themselves.

In the last year our work reached more than 124, 902 disadvantaged children and their families in 94 communities across Australia, thanks to the support of caring Australians.

We rely on support from generous donors, sponsors and our corporate partners for the majority of our income. In 2014-15, a quarter of our funding came from government investment. Our Recycling Operation also generates surpluses which offset our infrastructure costs.

Donations can be made by phoning 1800 024 069 within Australia. The Smith Family website can be found at www.thesmithfamily.com.au for more information.

Don't forget to like us on Facebook — Search "Calsta" to find out more!

To remove your name from our mailing list, please send an e-mail titled "unsubscribe" as the subject to admin@calsta.com.au or call our Perth Office on (08) 9355 1960.