

Curriculum Vitae

Stephen John Brace – Principal Mining Engineer



Profession:

Mining and Blasting
Engineer

Education:

B.Sc. (Honours) Mining
B.Sc. (Honours) Geography
B. A. (Honours) Geography

Specialisation

- Marketing Management
- Mining and Blasting Engineering
- International Explosives Regulatory Compliance
- Business Development & Strategic Planning
- Keeping abreast of global trends in explosives prices, key cost drivers, product regional availability and latest technological developments

Expertise

Over the past 25 years Stephen has:

- Helped Sasol Explosives grow from a new entrant in the South African market place in 1985 to a company that now exports to 70 countries and has an annual turnover of well over R1 billion.
- Introduced, developed and managed, for 8 years, the Sasol Explosives Strategic Planning and Team Strengthening process that would result in the company formulating and adopting new and modified strategic plans for the following year.
- Formed Steve Brace Consultants in April, 2002 and quickly established a reputation with two large global explosives companies and two multinational mining enterprises for

developing strategic win-win partnerships – relationships that continue to this day. A complete re-focusing and re-positioning of a UK explosives supplier that in three years increased turnover by 320% with only a 20% increase in staffing numbers.

- Involved in a number of specialist blasting applications, including demolitions (small dams, chimneys); including early work to develop a training programme for the Explosives Engineers of Sasol Explosives and authored the SMI Electronic Blasting System training manual.
- Experience in chairing a number of internationally run blasting seminars and presenting papers on the latest developments in blasting and explosives technology throughout the USA, Australia and Africa

Employment History

Present	Principal Mining Engineer	Bara Consulting
2012-2013	Principal Mining Engineer	Royal HaskoningDHV
2012	Principal Mining Engineer	Turgis Consulting
2002-2012	Mining and Blasting Engineering Services	Steve Brace Consultants
1996-2002	Marketing Manager	Sasol Mining Initiators
1993-1995	Marketing Manger	SMX (Pty) Ltd
1992 1993	Market Development Manager	SMX (Pty) Ltd
1989-1992	Sales Manager	Sasol Explosives
1985-1988	Principal Explosives Engineer	Sasol Explosives
1980-1984	Explosives Engineer	African Explosives Limited
1977-1980	Miner, Shift Boss & Trainee Mine Captain	Gold Fields South Africa
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Key Experience

- An evaluation of the world market for detonators, volumes and value, with a view to predicting the likely penetration of electronic detonators over a 10-year period. This was under contract to an IP Valuation company in order to resolve a world-wide licensing dispute. Issues of dominant design and product life-cycle were considered.
- A technical evaluation of the different electronic initiating systems around the world, likely sales volumes of the most successful candidate over the next five years and the revenue to be generated from a strategic marketing/business plan proposed by SBC. An assessment was also undertaken for an international explosives company in order for them to make a decision on an acquisition of an international electronic detonator company.

- A comprehensive study of the mining and explosives industries on the African continent and its future growth prospects, set against the macro-economic, political and social standing of each of the countries of continental Africa.
- Studies of the market for secondary-breakage explosives and hydraulic rock-drills in South Africa. These were undertaken for international mine supply companies in order to assess and evaluate alternative business propositions and growth models for the local market.
- A thorough study of the explosives companies in South Africa, capacities, product lines, customers and turnovers and possible future strategy directions and survivability.
- An analysis of the present blasting practices at Anglo Platinum and the formation of an Explosives & Detonator Project Team under the direction of Supply Chain Management to implement best blasting and procurement practices.
- Help with setting-up and managing a small explosives company based in Australia and focussed on bulk water gels and added-value services [now purchased by an international mining services company]
- Acting as the de facto Marketing Director for a UK-based explosives company (2004 to 2011) that has increased local turnover (2009/2004) in excess of 350% and is now with SBC's help developing opportunities internationally.
- Studies for two of the largest global mining companies on the international explosives market with particular emphasis on natural gas, ammonia & ammonium nitrate, historical and present prices, plant production costs, international supply/demand dynamics, cost of establishing production facilities, benefits of vertical integration and global alliances, etc.
- A study into blast practices and the means to reduce fines at an international iron ore company.
- A member of the Ethics Committee of the International Society of Explosives Engineers charged with developing the constitution and fundamental canons
- A number of country specific market surveys for various international explosives and drilling companies.