

# Kyle Sorensen

The Manager, Business Development & Marine System Sales, EMS-Tech Inc. highlights how his company has delivered hundreds of bulk handling projects worldwide

**EMS-Tech Inc. has built a global reputation as a leader in the design and supply of mobile bulk material handling systems. How and when was the company established?**

EMS-Tech Associates was founded in 1988 and incorporated in 1990 as EMS-Tech Inc. The founders, Peter Sorensen and Brian Stafford started the business when their previous employer, a major Material Handling equipment supplier, started downsizing in our local community in Belleville, ON, Canada. Both Peter and Brian were well respected in the industry and their leading expertise with mobile equipment and strong engineering background was the perfect blend to start something on their own, knowing full well that there were systems and client all over the world that would



benefit from their support.

Fast forward to today and EMS-Tech has grown to approximately 100 employees, offers turnkey mobile system solutions, and has delivered hundreds of projects worldwide.

**What innovations have you introduced over the years to meet your customer's needs?**

EMS-Tech has introduced several innovations over the years given the bespoke nature of our systems, and it's safe to say all our projects have some level of innovation that you won't find anywhere else.

However, it is still the EMS-Tech Feeder Gate system that shines the brightest. The EMS-Tech Feeder Gate offers a more cost-effective solution than complex belt feeders and offers the operator with an accurate means of rate control all while minimizing dusting and the risk of material spillage.

**How is EMS-Tech able to provide excellence in quality to customers worldwide?**

To start, EMS-Tech's Quality Management System is ISO 9001:2015 certified for design, engineering development, and supply of custom bulk material handling systems. EMS-Tech prioritizes design excellence and makes sure our staff have the tools to ensure we meet or exceed the expectations of our clients. As a result of this priority, we have developed various design standards, we work closely with our vendors to define the system requirements, are

continuously developing training to enhance the skills and knowledge of our staff, and we always make sure we are at the job site overseeing the work come together the right way.

**What recent projects best demonstrate EMS-Tech's expertise in the supply of self-unloaders and transshipment systems?**

In the last ten years, EMS-Tech has designed and supplied over forty (40) self-unloading and transshipment systems to various owners worldwide, whether it was a major conversion or a newbuild. It's challenging to pick just one that would best demonstrate our expertise, however, some of our most recent projects have been quite exciting for the EMS-Tech team.

Between 2017 and 2020 EMS-Tech delivered three gravity type self-unloading systems to Korean clients for coastal carrying of coal to new and highly efficient power plants. These were significant deliveries because it was EMS-Tech's entry into the Korean market, and it provided us with an opportunity to introduce a more efficient type of self-unloader to this region.

In 2020, EMS-Tech delivered a grain transshipment system to T-Ports in South Australia, in partnership with some local Australian engineering teams. Not only did this mark the first grain transhipper in Australia, but it also allowed T-Ports to provide growers with an alternative grain storage and export option at a lower cost.

In 2021, EMS-Tech delivered two transshipment systems to Oldendorff Carriers for their latest transshipment operation in Vietnam. These high-capacity systems will operate 24/7 and will be a benchmark in operating capabilities for Oldendorff given they can both self-load their vessel with Liebherr cranes and unload their vessel at a port or alongside another vessel with the EMS-Tech self-unloading system.

**How have you continued to meet customer demands and delivery dates during the ongoing challenges related to COVID-19?**

The past two years have been very unpredictable; however, we have managed to successfully navigate the ever-changing travel restrictions, international shipping delays, and material shortages with pure grit, dedication, and outside of the box thinking. Challenges related to COVID-19 have been felt across the world, and customers have been very understanding of these circumstances. We have also leveraged our global network and strong business relationships to ensure that orders are fulfilled promptly. It's been a group effort that's for sure ■