

# CAPE Business News

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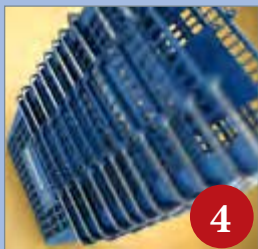
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AUGUST 2016

Retail gets rough,  
Cape retailers stay  
tough

Cape Town's retailers  
are riding out the tougher  
times...at least for now.



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Demand for new vehicles  
sees biggest decline for  
seven years

South Africa's news vehicle  
industry saw sales plummet  
17% in the last month.



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New technology from  
Festo's Bionic Learning  
Network in 2016

Festo has been emulating  
nature's instinctive grasp  
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positioning since the  
early 1990's



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## AEEI: locked and loaded

Cape Town-based investment company African Empowerment Equity Investments – the old Sekunjalo Investments – appears to be going great guns with a high calibre investment in Saab Grintek Defence (SGD.)

AEEI has largely re-invented itself after the old Sekunjalo came close to imploding around 15 years ago when its main investment – LeisureNet (the old Health and Racquet Club) – collapsed under the weight of excessive liabilities.

It's been a long walk to financial freedom for AEEI – including several restructuring efforts and the occasional setback. But in the last four years CEO Khalid Abdullah has restored some operational stability and secured strong cash flows, allowing the company to finally shift onto the front foot. Most importantly, the company has started snagging empowerment deals again ... and some of these are starting to pay off. SGD is one that looks capable of explosive growth in the next few years.

AEEI has enjoyed a long relationship with Saab SA, the local arm of Swedish defence and civil security company, as a minority shareholder. But in late 2015 AEEI swapped out that minority stake and in its place clinch a R125m deal to acquire a 25% (plus one share stake) in SGD. Initially the deal elicited little excitement in the market – even though AEEI's first equity partnership with a multi-national (BT Telecoms) has proved rather fruitful. AEEI's main investments are in Premier Fishing and a specialist technology hub that focuses on the health care sector. The selling point of

the SGD deal was that the arrangement did offer AEEI regular minimum annual dividends. But news of a large contract in India could really bolster the value of this investment to the local company.

Last month SGD signed a ground-breaking agreement with India's Tata Power Strategic Engineering Division (Tata Power SED.) This forms part of the 'Make in India' programme that promotes defence trade manufacturing in India and creates new export opportunities for South Africa. The Memorandum of Understanding (MoU) between the two companies was signed during Indian Prime Minister Narendra Modi's visit to South Africa last month.

Apparently partnership discussions between the two companies started in March this year. The end result of these deliberations is a collaboration that will serve the Indian market – as well as regional and global markets – with electronic self-protection systems for land-based platforms. Trevor Raman, the CEO of Saab Grintek Defence said the company was excited about the signing of the MOU.

"It is our strategy to take South African indigenous technology and products beyond local markets with well-established expert partners who add value to our supply chain and open new markets."

Raman said the transfer of technology for production of initial orders for Saab's global customers had already commenced at Tata Power SED's facility in Bangalore. SGD will be responsible for the transfer of technology for production in India. Tata Power SED will manufacture a large part of

the defence system in India, manage final assembly and will also be responsible for marketing the system locally. Abdullah said that the company's relationship with SGD and Saab AB's commitment in South Africa was bearing fruit.

"Our South African expertise is now being 'exported' to companies where we are supplying quality technology and products."

Abdullah said the MoU would positively enhance South Africa's exports and set a platform to improve trade relations with India (which is part of the BRICS nations.)

"This is testimony to the fact that South Africa is a serious exporter and international collaborator."

Abdullah pointed out that almost three-quarters of SGD's total turnover was represented by the export of various products.

AEEI's success at SGD might prompt further thrusts as an empowerment partner into export orientated industries. CBN also wonders whether there is scope for AEEI to increase its stake in SGD, noting government's keener focus on black ownership of key South African industries?

Aside from BT Telecoms, AEEI has secured valuable equity partnerships with consumer brands giant Pioneer Foods and fund management group Sygnia.

Some corporate action is expected later this year – if rumours are to be believed – when subsidiary Premier Fishing might be set up for a JSE listing. Premier is expected to embark on acquisitions and partnerships to further diversify its catch – which currently comprises south coast and west coast lobster as well as pelagic fish and squid.

## Black River Park Africa's largest integrated photovoltaic plant



Black River Park in Cape Town.

Redefine Properties' Black River Park in Cape Town has cemented its position as Africa's largest integrated photovoltaic (PV) plant when it turned on phase 3 of its PV installation last month. The roof top installation at the 75,000m<sup>2</sup> office park in Observatory is rated at 1.56MW and is made up of approximately 6,000 panels spread over 9,000m<sup>2</sup> of roof space.

By comparison, search engine giant Google's headquarters in Mountain View, the Googleplex, generates 1.6 MW of electricity from 9,212 photovoltaic solar panels. With the new added capacity, the Black River Park now ranks amongst the world's top 20 roof top solar installations.

The panels produce an average of 40% of all power required by the 3,500 people working at Black River Park during peak electricity demand. The power usage which is generally lower during weekends and public holidays renders the office precinct completely self-reliant from an energy perspective on certain days.

The rooftop top power plant has to date cut CO<sub>2</sub> emissions by almost 3,000 tons. This is equivalent to burning almost two million kgs of coal or 1.2 million litres of petrol. The system has produced 4,910,175kWh to date. This is sufficient energy to power over 1,100 standard households (typical family of four) for a year or 10 households for 110 years (German Federal Environmental Agency data.)

Any excess power that is generated is sold to the City of Cape Town under an independent power purchase agreement.

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CAPE Business News

Asset merry-go-round

THE asset management market in Cape Town is being given a rigorous shake with changes to ownership and to market shares.

Last month Stellar Capital Partners – which last year bought control of Cape Town-based Cadiz Asset Management – swooped on Westlake-based asset manager and financial services specialist Prescient in a R1,43bn deal. Stellar also owns large stakes in two other Cape Town-based businesses – electronics manufacturer Tellumat and industrial services group Torre.

Stellar CEO Charles Pettit said Prescient – which has R74bn in assets under management – offered the company a platform on which it could build a meaningful financial services business. Talk is that Stellar are looking at other deals in the asset management space, which could unfold in the next few months.

Recently listed Sygnia – which earlier this year acquired control of Gallet Group Employee Benefits Proprietary Limited – last month, reported that its total assets under management and administration as at the end of June were R154bn. This is up strongly from the R146bn reported at the end of December and the R137bn reported at the end of September last year.

Sygnia said its retail assets under management represented R10,9bn of the total assets under management, while the institutional assets under management and administration mounted to R143bn. The total assets as at 30 June 2016 include assets



associated with the acquisition of Gallet Group, which had R4,9bn in assets under administration (although R1,2bn were under Sygnia’s management at the time of the acquisition.)

What will be worth watching in the months ahead is Sygnia’s efforts in marketing its RoboAdvisor, a digital advisory platform launched which was

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Concargos iconic brand re-established in Africa

CONCARGO – the South African based Road Haulage, General and Project Cargo Logistics Service Provider – has been re-established, retrospect May 1, 2016.

“We proudly announce the re-establishment and resurrection of the Concargo brand. Concargo is, and remains, a powerful brand in the South African marketplace, stated David

Kruger, managing director at Concargo. “Concargos, established in 1987, amalgamated with a strategic partner in March of 2015 and our brand went into hibernation for 13 months. It became patently obvious that whilst there were similarities in terms of our core service offerings, the host philosophy was not an ideal fit for the creed and clear water revival of Concargo in its simplicity.”

Concargos will continue to staff offices in Johannesburg and Cape Town, while providing full turnkey handling facilities in and out of all ports in South Africa, as well as through Walvis Bay in Namibia and through Beira, Mozambique.

“It must be noted that there are no intrinsic changes to our basic Modus Operandi – yet,” Kruger added.

“The fundamentals of who we are and how we do business remain intact. We remain available 25/8/366.”

Technology has the power to make businesses faster, more agile and more responsive to the constant changing requirements of the market. Concargos sees technology as a fundamental component of our business in providing a world-

class standard of service to our customers. “Concargos is proud to announce the impending release of our new technology platform that will provide a complete logistics management solution for each of our clients who are also our strategic business partners. With our suite of mobile apps in development, our customers will have access to all of their shipments and freight logistics information at their fingertips, providing complete peace of mind at each milestone of their supply chain and logistics projects on the continent of Africa,” Kruger announced.

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# Growing interest in back-channel cooling and spin filter technology



*RTS Africa Engineering supplies inertial spin filters for back-channel cooling of the variable speeds (VSDs) typically used in large-scale mining or industrial projects as pictured.*

AN electricity tariff increase of almost 10%, announced at the beginning of March 2016 has put further pressure on the industrial sector – and underscored the importance of energy efficiency in all aspects of company operations.

Variable speed drives (VSDs) have proven to be one of the most effective ways of reducing power consumption of motors, which reportedly account for about two-thirds of industrial electricity usage. Additional and significant reductions in consumption can be attained through ensuring that VSDs are installed with ‘back-channel cooling’: an innovative technological application which is being led in South Africa by RTS Africa Engineering,” says the company.

Back-channel cooling offers a cost-effective way of ensuring that the temperatures within VSDs do not reach levels which risk shortening the life of these devices. The drives are often located in machine control centres (MCCs) or similar locations which provide appropriate protections, but may become very hot through the combined effects of ambient temperature and the heat generated by VSDs.

Traditionally, site engineers have coped with this problem by installing large air conditioners that cooled the air in MCCs. With back-channel cooling, however, ambient air from outside the control centre is channelled through a VSD, over the heat sink of the device, then vented

out from the MCC.

“The critical point here is that the channelled air does not have to be cooled. The steady flow of air over the heat sink keeps the VSD at ambient temperature, which is normally quite acceptable: the drive does not actually need to be kept at a cooler temperature,” explains Ian Fraser, Managing Director of RTS Africa Engineering.

“Up to 85% of the heat generated by VSDs is dispensed with through back-channel cooling, cutting down on the need for air conditioning. This translates into savings that can prove astonishing. Air conditioners are very energy-intensive, and they can be unreliable in harsh environments,” Fraser advises.

Air flow is driven by a fan and passed through inertial spin filters, which address another key challenge of MCC environments: the build-up of dust. The spin modules used by RTS Africa Engineering remove 98% of particles measuring 15 micron (µm) or larger; while dust arrestance at 5µm is 80%.

As the modules make use of cyclone technology to capture dust (rather than filters which regularly become clogged) and are also self-purging, they require little maintenance. This provides further savings to the user, who also benefits from the fact that the modules – manufactured from high-density polypropylene – are exceptionally durable. In certain instances, spin filters installed by RTS Africa Engineering have been operational for more than

20 years. This more than repays the initial cost of investment in the filters, which may be higher than that of competing products.

The very simplicity and ingenuity of spin filter technology have sometimes proved an obstacle to its acceptance.

“In the beginning, nobody believed it would work. However, word gets around, and our track record now speaks for itself,” Fraser adds.

RTS Africa Engineering has supplied spin filter technology to several key mines in South Africa and pan-Africa. The company is now seeing increasing interest in spin filters from other industrial sectors, and also from international enquiries. Currently, they are installing filters at a leading steel manufacturer where “dust-loading is a real challenge,” notes Fraser; while enquiries about the technology have come from Australia and India – markets that he believes hold great possibilities.

“I believe we have taken this technology much further than anybody else locally has,” says Fraser.

“Clients come to us with complex filtration and ventilation challenges, and we work hard to find them a viable, sustainable and affordable solution. We purpose-build the technology, and it is not a standard product - it is all custom-designed. If it is possible to engineer it, we will do it,” Fraser concludes.

# Black River Park

Africa’s largest integrated photovoltaic plant

Continued from P1

Ilse Badenhorst, Head of Utilities, Redefine Properties says, “This is a significant milestone for the industry and we have shown that with a little ingenuity and help from technology, the journey towards carbon neutral is not as onerous.”

“Solar currently represents the cheapest and most sustainable way to generate renewable electricity. Also the technology has leapfrogged to such an extent that efficiencies are constantly improving as prices fall. As the panels use space on top of the commercial buildings, they shield it from the sun leaving it cooler, further lowering energy consumption.”

The park has retrofitted all of its common and parking areas with Light Emitting Diodes (LEDs) as well as instituted a cost-benefit sharing agreement with tenants to further the roll out of energy saving technology. The park has also engaged with tenants to reduce their energy consumption through tenant education and active audits.

Black River Park was the first office precinct to receive a Green Star Rating for the existing building pilot tool and is home to the first building to achieve a 6-Star Green Star SA rating. All buildings in the park are Green Star SA rated.

“By adopting solar, we have been able reduce energy costs and save approximately

R6m over the past 30 months, with monthly savings between R80,000 in winter and R300,000 in summer. With the third phase now online, we expect the monthly savings to increase by at least 30%.

Aside the potential energy savings the park has been able to ratchet, its environmental policy also extends to waste management with over 75% of waste collected being diverted from landfills. All waste from the park is sorted on site into recyclable and non-recyclable materials including correct disposal of fluorescent tubing. The park also maintains ecologically friendly gardens with water sourced from boreholes on site.

“As a responsible corporate citizen, we are constantly looking for ways to adopt sustainable practices by disrupting the normal.”

“The realisation that sustainable practices mitigate the risks of climate change should have cut into the mainstream much earlier. The exponential understanding of the risks of not doing something has really brought the industry together to commit to make the move towards renewable energy.”

Triple bottom line reporting is increasingly becoming de rigueur corporate practice of most established companies’ annual reports and changing the way that investors invest their

funds. South Africans firms are increasingly integrating sustainability principles into their businesses by saving energy and making judicious use of finite resources.

“The change is coming, and corporates and tenants are engaging with developers on issues of sustainability. For sustainability to be front and centre on the agenda, it is critical that they feel they are part of the solution.”

“At Redefine Properties, we are already thinking of how our developments, be it in office, retail or industrial space can be agents of sustainable change through renewable energy and internet of things (IoT.)” Badenhorst says in conclusion.



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## SMC Energy Efficient VQC Solenoid Valves



BUILDING on the success of its VQC solenoid valve series, SMC Pneumatics has completed the range with two new designs.

To provide customers with greater savings and product choice, SMC has launched two new designs of its VQC4000/5000 five port solenoid valves.

The VQC4000/5000 offers customers ultimate flexibility and cost savings in terms of energy conservation, greater flow rates and operational life expectancy. Greater power efficiencies have also been achieved thanks to a new V100 pilot valve, which reduces consumption to as little as 0,4 W and improves the operating range to 1,0MPa. Furthermore, the new VQC5000 delivers a flow rate up to 4350 l/min as a standard.

Another key benefit of the pilot valve is a built-in strainer in the flow supply passage, which assists in preventing contamination by foreign matter and thereby extends the operating life of the solenoid valves.

SMC Product Manager, Ernst Smith elaborates on the additions

to the range, noting that this recent launch once again cements SMC's values of listening to, understanding and responding to customers' needs.

"The latest additions to the VQC series underline our commitment to product enhancement and development. Understanding that cost savings, flexibility and durability are key drivers for our customers, the VQC4000/5000 once again demonstrates our commitment," Smith elaborates.

Suitable for use in general industrial machinery, a new manual locking type removes the need for additional tools and complements the existing pilot valve overrides. SMC has also maintained some of the key features of the existing VQC Series, such as the connector type manifold which makes them so easy to handle.

"This series has five standard wiring packages and brings a world of ease to wiring and maintenance work. What's more, three of the protective enclosures conform to IP67 standards for protection from dust and moisture." Smith concludes.

## Asset merry-go-round

Continued from P2

launched in mid-May. Sygnia CEO Magda Wierzycka said that to date the RoboAdvisor initiative had resulted in significant media and public interest.

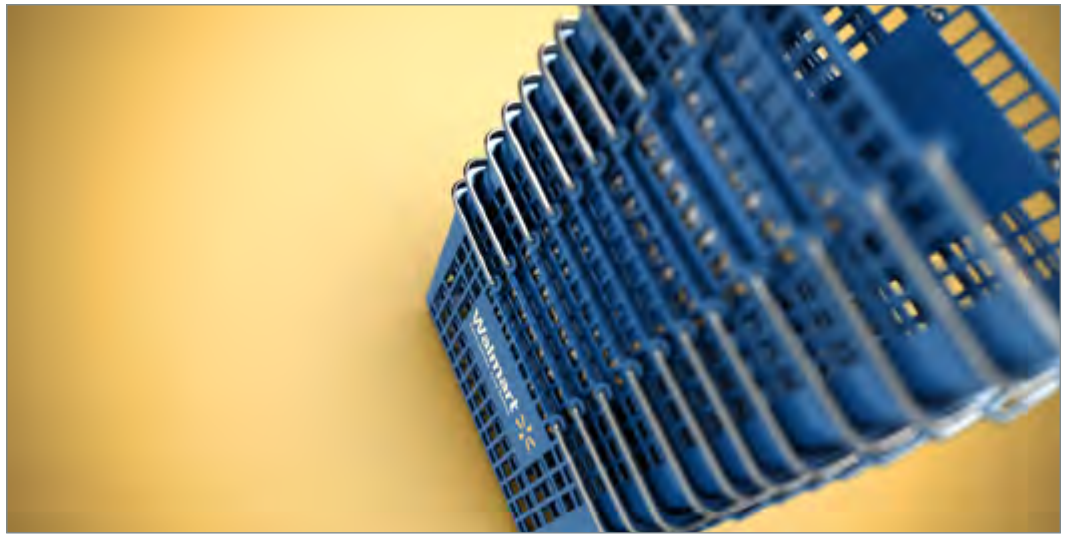
"Going forward, the Sygnia RoboAdvisor provides an alternative retail distribution channel for Sygnia's low-cost, index-tracking products."

Based on international experience, she believed this was likely to appeal to younger savers in search of simple and cost-effective investment options.

Meanwhile Claremont headquartered Coronation Fund Managers – one of the biggest asset managers in South Africa – advised that its total assets under management as at 30 June 2016 sat at R599bn. At the end of March, Coronation's assets under management were R606bn and R610bn at the end of September.

There was no explanation given for the drop in assets under management at Coronation, but it seems safe to assume that tricky market conditions are hindering investment performance.

# Retail gets rough, Cape retailers stay tough



THE local retail sector is starting to fray at the edges as consumers facing an increasing squeeze on their disposable incomes. But Cape Town's top retailers still appear to be equipped to ride out tougher times...at least for now.

Supermarket giant Shoprite provided the biggest surprise on the upside when it reported last month that total turnover increased by 14.4% for the 12 months to June 2016 to about R130bn (compared with R114bn last year.) But the current trading period comprised 53 weeks compared to 52 weeks in the prior year. CEO Whitey Basson said the on a comparative 52-week basis, turnover growth was 11,6% with like-for-like growth of

5,5%. He said that after an improved trading performance in the second half of the year, the South African supermarket operation increased sales by 10,9% (8,1% on a 52-week basis.) He added that internal inflation was lower and averaged just 3.9% for the period compared to 4.8% during

In its 54 week update to end June, Woolworths – which retails food, clothing and household goods – reported a 16.4% increase in sales. If Australian department store business David Jones – acquired by Woolies in 2014 – was stripped out then the sales increase was 12%.

sales increased 8,2% with a price movement of 6,2%. Sales in comparable stores grew by 4,4% with net retail space growing almost 5% in the trading period. Woolies food sales - including food service concessions - increased almost 12% with a price movement of 6,7%. Sales in comparable stores grew by almost 6%, and net retail space grew by over 9%. The Woolworths Financial Services debtors' book reflected year-on-year growth of 2,5% - but with a slightly higher impairment rate of 5,7% (2015: 5,4%).

Fashion retailer Truworths International reported a 46% jump in sales for the 52 weeks to end June 26 to R17bn (compared to an 8% increase in the prior period ended 28 June 2015. But it is important to note that the revenue leap reflected the contributions from recent acquisitions – most notable the UK-based Office as well as local boutiques Earthchild and Naartjie.

Truworths said credit sales comprised 53% of retail sales (well down from last year's 70%) for the period with credit sales increasing by 11% and cash sales increasing by 130%. Truworths said the reason for the material changes in the credit: cash ratio was because of office generated cash sales only.

If the recently acquired businesses were excluded, Truworths would have shown an increase in sales of 11% to R12,8bn relative with cash sales growth of 15,4% and credit sales growth of 9,7%. The company said like-for-like store retail sales (excluding the acquired businesses) increased by 7,3%, while trading space increased by almost 4% and product inflation averaged 9.5% for the period.

### Cape Town's top retailers still appear to be equipped to ride out tougher times ... at least for now.

the corresponding 12 months. Basson added that Shoprites' furniture division grew sales by 15.3% for the period (12.5% on a 52-week basis) with the OK Furniture brand standing out as the best performer.

Woolies said its apparel sales in the second half were impacted by the late start to winter and the unseasonably warm weather experienced across the southern hemisphere. Woolies clothing and general merchandise

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# Crookes deciduous decision pays off

SUGAR-BASED agribusiness Crookes Brothers looks set to reap a bountiful harvest from its decision to diversify into deciduous fruit in the Western Cape. In the company's latest annual report MD Guy Clarke anticipated that deciduous production would continue to increase as new orchards come into production. Although warning that the rate of growth might slow next year (after the bumper crop of the current season,) Clark reaffirmed deciduous fruit would become increasingly important to the group in the future.

In the year to end March this year the deciduous operations produced revenue of R134m. This was down on last year's R142m – but operating profits leapt up to R58m (compared with just R16m in the previous financial year.) Deciduous fruit now accounts for a chunky 39% of Crookes' operating profits – which also comprises sugar, bananas and macadamia nuts.

Clarke reported that the key feature of the 2016 financial year was undoubtedly the impact of the widespread drought throughout the southern African region. But, he said, the better than expected results from the group's deciduous fruit and banana operations largely mitigated the impact of the drought.

"This is a particularly pleasing result, with only 46% of the deciduous orchards fully mature following the large-scale replanting undertaken over the past seven years."

Clark believed further growth was possible in the deciduous fruit segment in the future as the replanted orchards matured.

Crookes owns and operates the Ouwerf Estate – which spans 660 hectares of irrigated orchards in Elgin, Grabouw and Villiersdorp. The company also holds the Bellevue joint venture in Villiersdorp, which boasts 40 hectares of deciduous fruit orchards. Clark notes that while some areas of the Western Cape had been affected by drought, the group's deciduous farms received ample rain in the wet winter period to fill the dams and carry them through the dry summer.

"Provided reasonable rainfall occurs in the current winter, no negative impact is foreseen from the drought."

Clark reckoned deciduous fruit production in the 2016 season amounted to 81,722 bins – a 33% increase on the previous season. He said the R58m profit haul was enhanced by good yields,

high quality and weaker rand boosted prices in the 2016 season.

"It is particularly pleasing to see the large-scale replant undertaken over the past seven years starting to bear fruit. We expect a continued steady increase in fruit volumes as the replanted orchards mature."

Crookes' deciduous production is marketed through the Two-A-Day group (TAD,) which is

owned by its grower/suppliers. Crookes provides around a quarter of TAD's fruit throughput and is a 19% shareholder in TAD, an investment that CBN believes might become very lucrative in ensuing years.

Grabouw-based TAD essentially operates as a co-operative and distributes income to shareholders via rebates on packing and marketing costs. But there are sev-

eral other aspects too. TAD is a 50% shareholder in Tru-Cape (with Ceres Fruit Growers,) which markets the TAD production. TAD is also a shareholder in APL Cartons, which gives it access to low cost packaging material and Link Supply Chain Management, which manages logistics for its exports.

Elgin Fruit Juices, a wholly-owned subsidiary of TAD, processes poor

quality fruit (not suitable for the local or export markets) to juice. TAD also provides a technical advisory service to growers and a service for the aggregated purchase of chemicals and fuel. In its central function, TAD supplies fruit to more than 60 countries around the world. Crookes argued that this diversity considerably mitigates the risk posed by market volatility for TAD.



About 34% of TAD's throughput is marketed locally, 21% in Africa, 20% in the United King-

dom, 13% in the Far East and the remaining 12% spread through other countries.

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CAPE TOWN



# Food for thought

A HANDFUL of Cape Town-based companies appear to be mixing it up in the local food sector. The most intriguing deal saw newly listed Gold Brands Investments (GBI) – which owns the ChesaNyama brand – acquired Cape Town-based Mama Chaka's from Econ Food Concepts last month for between R15m to R20m depending on profit warranties.

Two of the vendors of Mama Chaka's are popular singer Yvonne Chaka Chaka and restaurant entrepreneur

Dennis Finch (previously associated with brands like Mikes Kitchen, the Keg, McGinty's and Bimbo's.) Finch will join GBI to run the newly acquired division.

The Mama Chaka's concept and brand was developed by Dennis Finch in 2014 and consists of meals based on affordable, nutritious, traditional chicken and beef forequarter recipes from all South African ethnic cultures. Current menu items include, beef and chicken stew, chicken chaka-

laka, meatballs and beef chakota. Meals are prepared at a central kitchen, refrigerated and or frozen and delivered to the various vendors for reheating and serving.

The first Mama Chaka's kiosk was piloted in Gugulethu near Cape Town in January 2015. There are currently 10 kiosks and four converted spaza shops in operation with 40 kiosks being installed currently in conjunction with a major FMCG (fast moving consumer group) brand. For a fledgling

food franchising business like GBI, Mama Chaka's offers considerable operational traction in already having an established infrastructure in the Western Cape.

Away from the media spotlight, Cape Town-based Spur Corporation seems to have found some early traction for its new Casa Bella concept. Casa Bella – a wood-fired pizza, pasta and grill – is pitched as an upmarket eatery. Spur has operated Panarottis pizza

Continued on P8

## Toyota forklift's new three-wheeled counterbalance -Electric Forklift



THE latest addition to the Toyota Forklift range now available

to the Southern African market, the Toyota 8FBE three-wheeled counterbalance electric forklift, has set a new standard for compact forklifts. Recognised as one of the most versatile forklifts available in the market according to the company, this new series of compact forklifts is an exciting addition to the smaller end of the forklift range offered by Toyota Forklift, part of Eqsra Industrial Equipment ("EIE.")

High Water Resistance - quality engineering and strategic positioning of motors and controllers sees the 8FBE forklift achieve a high water resistance rating of IPX4, meaning it can work as comfortably outside as it does inside. This makes it one of the most versatile forklifts on the market.

The new frame with a new shape counterweight and extended sides reduce the risk of collision damage during turns. With a compact body and turning performance that results in superior operability in narrow workplaces, the 8FBE Forklift offers customers exceptional manoeuvrability with stability. This is combined with higher levels of energy efficiency from newly developed motors and drive controllers, which minimize energy loss as well as increase operating time by as much as 20%.

For enhanced stability and safety, the 8FBE adds automatic vehicle-speed and turn-speed control to Toyota Forklift's unique and powerful System of Active Stability (SAS) feature-set, which already includes active mast front-tilt angle, active mast tilt speed control, automatic fork-leveling control and active steering synchroniser.

Automatic vehicle-speed control increases stability when transporting loads by managing the acceleration, deceleration, and speed of the forklift based on the lift height and load weight. The automatic turn-speed control, working in a similar manner, takes the desired turning radius into

account, controlling the forklift's movement around a corner.

Other safety features include the double rear tyres, the Operator Presence Sensing System (OPS) and, another first and optional feature, the blue beam of light which appears on the ground to inform pedestrians of the forklift's presence.

The advanced ergonomics of the 8FBE includes a large assist grip, low step and foot-activated parking brake for ease of entrance and exit from the cabin, while the anti-rollback enables smoother start-up on slopes. The small diameter wheel and rear pillar assist grip, contribute to smooth load handling and traveling experience.

Other features standard to the 8FBE include an operator restraint system (ORS) seat and a lattice-designed overhead guard, while optional extras includes the Toyota warehouse and information system also known as Toyota I\_Site.

I\_Site is the intelligent forklift fleet management solution that helps you improve in four major areas: cost, productivity, health and safety, and environment. I\_Site instantly connects you to essential forklift fleet data keeping you in full control of your material handling business every day.

I\_Site gives you access to your fleet situation from anywhere via an easily accessible web portal. Thanks to I\_Site, you can authorise trained drivers on specific machines and monitor truck deficiencies, goods damage and battery status. A shock sensor for collision detection and a PIN-code or card scans entry system.

"The 8FBE is testimony to Toyota Forklift's global reputation as a best-in-class, highly innovative brand committed to providing machines that provide 'hassle-free', safe and dependable operation in wide ranging applications and under unpredictable climatic operations," says Leric Smith, Product Manager for Toyota Forklift.

The 8FBE is available in 1, 1.3, 1.5, 1.8 and 2 ton models.

As the sole distributor of Toyota Forklift, BT, Raymond and Flexi material handling equipment in Southern Africa, Eqsra Industrial Equipment (EIE), is the largest supplier of forklifts to the Southern African market and has the most comprehensive product support infrastructure in the region.



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# Economic Performance Indicators for Cape Town (EPIC) for Q1 2016

THE City of Cape Town has released its EPIC (Economic Performance Indicators for Cape Town) report for the first quarter of 2016. This report tracks economic trends that affect the city – aiming to provide insights for councillors, officials and business stakeholders in the city.

The report highlights the difficulties that the economy faced after the 9/12 Nene-gate fiasco that saw the rand plunge to lows last seen during the 2009 recession. The effects where slightly mitigated by the low oil prices, which affected the import values over the period, making the export numbers look slightly healthier, but the country's economy as a whole lurched through (unnecessarily) turbulent waters through the period.

Despite this, the Western Cape still managed to see a slight economic growth over the period, and saw a drop in unemployment figures.

Here are some of the key findings of the report:

**International trends**

While GDP growth remained stable for most developed economies, Germany experienced a notable decline from the fourth quarter of 2015 whereas in emerging economies, growth trends were diverse with high growth in India and China, yet the continuance of recessionary growth trends in Russia and Brazil.

**Oil prices**

Crude oil prices were almost 40% lower in January 2016 than they were a year ago, having knock-on effects in the prices of a range of commodities, including food. Food price inflation in the Western Cape was 9,1% in March 2016, lower than the national rate of 10,9%.

**The rand**

The South African rand depreciated sharply against the developed-economy currencies reaching a record low in January 2016, but appreciated in the remainder of the quarter supported by the moderation in the United States' normalisation path and improved retail sales domestically (up 4,1% year on year) in February 2016.

**South Africa**

The slower than expected growth of the South African econo-

my in the first quarter pushed year-on-year growth 2,9 percentage points lower than what was recorded for the first quarter of 2015 and the lowest it has been since the recession in 2009. This weak performance was driven by a substantial contraction in the primary sector.

**Western Cape**

The Western Cape

was one of only two provinces which observed positive growth in the first quarter. The main sources of growth in the Western Cape and Cape Town were the wholesale and retail trade, and finance and business services sectors.

**Unemployment**

Cape Town was one of only two metros to experience an increase

in employment during the first quarter of 2016. The number of people employed in Cape Town increased by 4,000 individuals on a quarterly basis and by almost 92,000 individuals on a year-on-year basis. From a static point of view, Cape Town also had the lowest expanded unemployment rate (21,7%). It also observed a decrease in the number of discouraged work-

seekers from 9,406 in the fourth quarter of 2015 to 4,582 in the first quarter of 2016.

**Imports and exports**

Cape Town's exports grew in nominal rand terms from R73,7bn in 2014 to R79,3bn in 2015. Imports declined by R25,7bn in 2015, although this was due to a large decline in the import value of crude petroleum - attributed

to the lower oil prices experienced globally.

**Clothing and textiles**

The clothing and textiles industry continues to be a major employer in the Cape Town economy and is the second largest employer within the manufacturing sector. Despite job losses being recorded every year between 2004 and 2014, the rate at which jobs have been

shed has slowly been decreasing, from over 10% per year in 2005 and 2006, to just 1,1% in 2014. Recent figures from the IDC suggest that the sector recorded positive job growth in 2015.

The seeming revival of the clothing and textile industry can be attributed in part to the work of cluster initiatives in helping clothing

Continued on P9

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*Electrostatic systems are designed specifically to provide customised solutions for unique processes in food applications such as: pan coating, food coating and bakery.*

age and can conveyors.

The improved electrostatic system, single-point type, lubricates pin-chain conveyors with such precision that it eliminates one of the

biggest issues with can makers, contamination, resulting in no metal exposure. It also provides extended chain life by 50% and reduced oil consumption.

The new electrostatic conveyor systems deliver uniform spray as low as (0.1 cc/min) – eliminating misting and overspray while reducing clogging. The high transfer efficiency saves on costly oils and coatings and creates a safer work environment.

Spraying Systems Co. is a global leader in spray technology. It has a broad product range, ten manufacturing facilities and sales offices in more than 85 countries. Spray Nozzles, turnkey Spray Systems, custom fabrication and research/testing services comprise the 76-year-old company's offering.

## Food for thought

Continued from P6

and pasta for yonks, but the Casa bella brand aims to fill a gap in the market for a trendy Italian pizza and pasta restaurant that appeals to the more affluent customer. Casa Bella slots in with recent efforts by Spur to corner a more discerning dining niche – as seen by the acquisitions of The Hussar Grill and RocoMamas. There are currently only two Casa Bella restaurants in GrandWest casino in Goodwood and the Mall of Africa in Gauteng.

The most unexpected

development has seen Western Cape-based empowerment giant Brimstone losing its appetite for Taste Holdings – which holds the local franchise rights to iconic coffee brand Starbucks and international pizza brand Dominos. Readers might remember Brimstone made a significant investment in Taste around four years ago when the company acquired The Fish and Chips Co. That deal made sense since Brimstone owns control of hake fishing company Sea Harvest, which would be an obvious candidate as a supplier to The Fish and Chip Co.

Without offering any compelling reasons Brimstone recently sold off its 15% stake in Taste. Talk amongst food sector pundits is that Brimstone might have lost its appetite for Taste after realising that there were substantial costs to be incurred before sumptuous returns could be expected from the Starbucks and Domino's ventures. The sale of the taste stake would generate proceeds of R150m for Brimstone – although the company was not likely to profit much (if at all) from the investment.

Recently fishing giant Oceana took a big step towards refocusing on its core seafood offering when it sold its French-fries maker Lamberts Bay Foods (LBF). The immediate question is whether the deal means the other significant non-fishing operation at Oceana – the Cold Storage division – might also be sold off.

One easy-to-see outcome of the LBF deal is that the manufacturing capabilities of fast food conglomerate Famous Brands are markedly enhanced. The French-fries factory in Lambert's Bay sells to wholesalers, retailers and restaurant chains, and is one of only three French-fries manufacturers in South Africa. One of its biggest clients is Famous Brands – which owns well known fast food brands like Steers and Wimpy.

The interesting aspect is that Oceana founded Lamberts Bay Foods just over twenty years ago as a social responsibility project to offset job losses resulting from the decline in fishing employment opportunities in the

West Coast region. Under Oceana's guidance LBF matured into a viable commercial operation, and now ranks as the single largest employer on the West Coast north of St Helena Bay (employing over 300 people.)

The good news for Lamberts Bay is that it looks as if Famous Brands intends growing LBF. Kevin Hedderwick, Famous Brands' strategic advisor with responsibility for merger and acquisition activity, said acquiring LBF was a major coup in terms of advancing the company's stated goal to build capability and capacity across its logistics and manufacturing supply chain operations.

"This acquisition not only affords us security of supply of a key strategic menu item for our franchised network, it also provides us with an existing food services and retail customer base, which has significant expansion potential over time."

Oceana CEO, Francois Kuttel said the company's motivation to do a transaction with Famous Brands was a tacit recognition of their ability to maintain and grow LBF in line with their core business.

"The acquisition strengthens LBF's potential for growth and enhances the long-term certainty of product off-take that only a company of Famous Brands' market leading position can provide."

Significantly Hedderwick noted that although the South African potato processing industry was growing rapidly to meet increasingly strong demand fueled by the brisk growth in food services and the convenience market, it lagged peer industries in developed countries.

"This illustrates the growth potential for the LBF business."

Currently LBF processes some 24,000 tons of potatoes a year.

Hedderwick stressed there was no intention to move the LBF facility or alter arrangements with employees or growers.

"They are key contributors to the success of LBF and we look forward to welcoming them into our Group."

The LBF acquisition forms part of Famous Brands' audacious operating profit target of R1bn by February 2018.



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# PSG fees freeze



STELLENBOSH-based agribusiness investment company Zeder has ditched a contentious fee arrangement with its majority shareholder, PSG Group. Last month Zeder and PSG proposed terminating the existing management agreement – where PSG provided investment, management, financial and other services to Zeder. In short, the fees due to PSG for its successes in managing Zeder’s portfolio – which is underpinned by a large investment in Pioneer Foods – would have placed a tremendous cash flow burden on Zeder.

What has been proposed in its place is that the management services are internalised by Zeder – but that PSG gets issued almost 208 million new Zeder shares as compensation for giving up the lucrative fees arrangement. The share issue equates to roughly 8% of Zeder’s issued shares, and is worth (at the current share price) over R1,4bn. But this might be a small price to pay over the longer-term. Zeder argues that the “internalisation” would result in a significant improvement in the company’s future profitability and cash flows through the associated management fee cost savings.

Looked at another way ... PSG – one of the most astute investment organisations in South Africa – is swapping cash-based fees for Zeder paper (shares.)

PSG’s shareholding in Zeder will increase from approximately 34,5% to approximately 42,4% of Zeder’s total issued ordinary share capital. That must speak volumes about the potential PSG sees in Zeder – which, aside from Pioneer Foods, also holds shares in retailer Kap Agri, fruit marketing giant Capespan, seed business Zaad and poultry producer Quantum Foods.

What will happen now is that the Zeder Executive Committee and the Zeder Board will determine strategy and make investment decisions for at least the next five years at a nominal fee of R5m per annum.

With PSG holding a markedly bigger stake in Zeder, what – wonders CBN – are the chances that the agribusiness goes on the deal-making offensive. CBN suggests Capespan and Zaad – where Zeder have huge influence – might be hives of corporate activity in the next 12 to 18 months.

Interestingly Bellville-based Capespan recently saw the stepping down of CEO Johann Dique (due to health reasons.) His replacement is Tony Fuchs, a PSG insider, who cut his teeth at Thembeke, PSG’s very successful empowerment initiative.

# SA property growth remains stagnant, but commercial sector offers pockets of growth

NEARLY a decade since the bottom fell out of the property market, the global financial crisis of 2008 continues to cast its long shadow in South Africa. The gloom is made worse by yet more shadows cast by recent economic setbacks – most recent being South Africa’s GDP growth forecast being revised to 0% in 2016.

This is according to Gerrie van Biljon, executive director at Business Partners Limited, who says that the local property market is not independent of the overall economy and how it performs.

“Rising inflation, a weak currency, doubts over the stewardship of the economy and the threat of a downgrade, among other factors, means that property values remain low for those who have it, and unaffordable for those who want to acquire it.”

However, a closer look at the different sub-sectors of the property market reveals a more nuanced picture, which is far from uniformly sombre.

“The worst performer is the residential property sector,

which has delivered low or negative real returns since 2007. But commercial and industrial properties have managed to hold their own, even showing pockets of exceptional growth.”

“There are even signs that office space, which suffered an oversupply in the early years after the financial crisis, may start returning value,” adds van Biljon.

He points to the results of recently released market size estimation by the Property Sector Charter Council, which reveal that for the 2014/2015 fiscal year, commercial property carried a value of around R1,3tn, up from some R780bn.

Of this, almost R790bn is held by corporates, R300bn by real estate investment trusts (REITs,) R130bn by unlisted funds, and R50bn by life and pension funds. Retail property has the highest value at R534bn (R340bn in 2012) followed by office properties at R357bn and industrial properties at R281bn. Hotels and other property accounted for R94bn in value. The report shows that the overall size of the South African

property market sits at R5,3tn, up from a reported R4,9tn in 2010.

Van Biljon reckons that the relative strength of commercial and industrial properties is not because retail and manufacturing are booming, but rather because returns on other asset classes are so trivial that investors are chasing whatever value they can get.

“The flip side of this dynamic is that the owners of commercial and industrial properties are holding onto their assets and, as a result, even though shop and factory buildings are growing in value, there are very few of them on the market.”

“Under these circumstances, prop-

Continued on P25

# Economic Performance Indicators for Cape Town (EPIC) for Q1 2016

Continued from P7

tives in helping clothing and textile manufacturers adapt their production systems to a quick response model that gives them a competitive advantage over long-haul suppliers. The high concentration of retail head offices in Cape Town underpins the ability of local retailers and manufacturers to coordinate their activities to ensure the quickest possible response to changes in customers’ tastes and preferences, putting them at a distinct advantage over manufacturers in other locations.

## Tourism

Tourist accommodation in Cape Town performed well in the first quarter of 2016

compared to the first quarter of 2015 as all three accommodation performance indicators (occupation rate, average room rate and revenue per room) reported positive growth rates. Total passenger movements at Cape Town International in the first quarter of 2016 were higher compared to the first quarter of 2015, yielding a 10,12% increase in visits to major tourist destinations compared to the corresponding period in 2015. This can be credited to the popularity of events such as the Design Indaba, Cycle Tour, Two Oceans Marathon and the Cape Town Carnival which continue welcoming a growing number of visitors every year.



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# Demand for new vehicles sees biggest decline in seven years



Simphiwe Nghona, CEO of WesBank Motor Retail.

SOUTH Africa's new vehicle industry saw sales plummet 17% this past month, according to the latest aggregated sales figures from the National Association of Automobile Manufacturers of South Africa (Naamsa). In total, only 44,883 new vehicles were sold in July 2016, a decline of 9,222 vehicles compared to the same period last year.

Within this, sales in the passenger car segment fell 20,6% year-on-year, which correlates strongly with the 20,7% decline for passenger vehicles through dealers.

This is in line with WesBank's data, which shows that demand for new vehicle finance has declined 22,5%. Along with the 6,4% weaker demand for used vehicles, total demand for vehicle finance has dipped 11,5% – the largest decline since April 2009.

Sales of Light Commercial Vehicles (LCVs) have not been spared, with overall sales slumping 9,9%, year-on-year. LCV sales through the dealer channel softened 4,3%, as demand for popular models tapered off. Although rental channel sales had a poor month, with a year-on-year sales decline of 19,8%, the rental market has grown 31,3%, year-to-date.

The total industry's year-to-date performance, as of July, sees the market down 11%.

"This is the biggest sales decline since 2009, at the height of the global economic recession," says Simphiwe Nghona, CEO of WesBank Motor Retail.

"Despite the Rand's recent strength, what we're experiencing now are the after effects of the currency's weakness in months prior. This is compounded by distressed household budgets and low economic growth that is also trending downwards."

WesBank's data shows that the average new vehicle being financed in July 2016 was 14,6% more expensive than in July 2015. Additionally, consumers who are unable to afford new vehicles are forced to hold onto their vehicles for longer. This period is up to 40 months for July 2016, compared to 38 months in July 2015.

"With the average new car being financed over 72 months, these fast-rising prices will have a notable effect on monthly budgets," says Nghona.

"Those consumers who eventually return to the new market will also find that they may have to downgrade their vehicles to remain within budget."

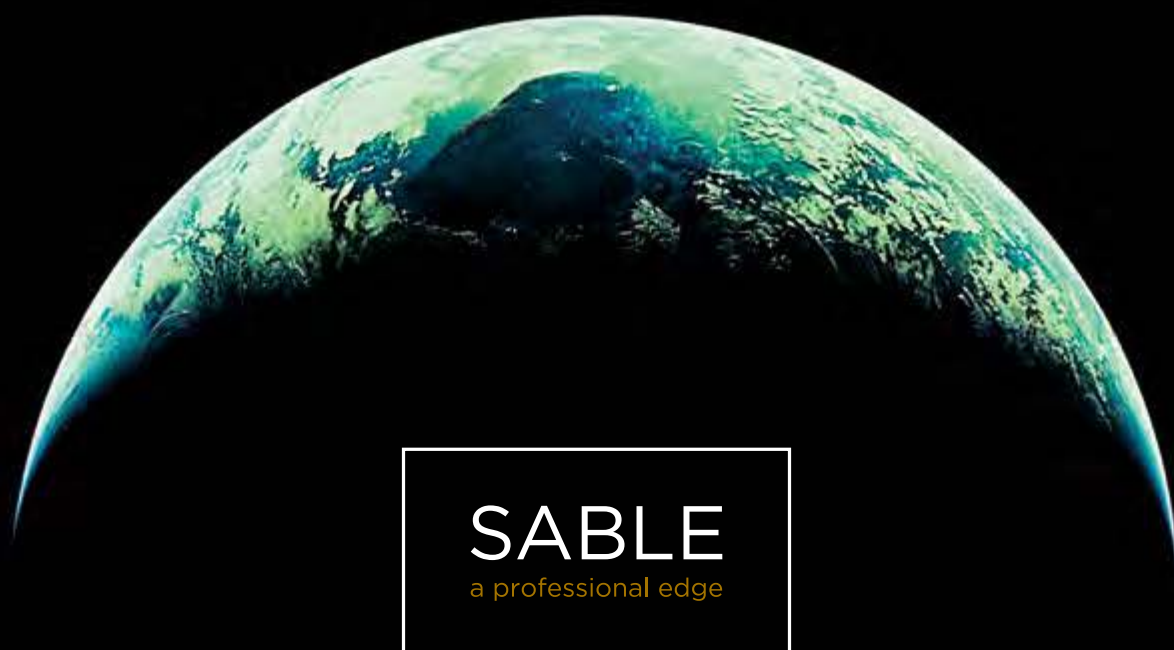


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## Afrisam Centre of Product Excellence cements knowledge in SA construction

NOT only is Roodepoort in Johannesburg home to the AfriSam state-of-the-art clinker grinding plant, it is also a hotspot of construction materials expertise. AfriSam's Centre of Product Excellence is a major driver of innovative cement, aggregate and readymix products and has become a critical point of technical support to South Africa's construction industry.

Consulting engineers, architects and contractors have all relied on the Centre of Product Excellence's extensive resources to provide invaluable advice on the use and application of AfriSam's building materials.

The Centre of Product Excellence is home to 15 technical personnel with almost 200 years of combined experience and a SANAS ISO 17025-accredited laboratory. The laboratory is used to test raw materials to optimise

concrete mix designs and test products to help customers build better. This is over-and-above being put to good use in AfriSam's own product development programmes. It is used to undertake physical, chemical and material tests to verify and monitor its own cement products' quality.

Mike McDonald, manager of the Centre of Product Excellence, says that the facility has recorded many milestones since it started operating in 2012. One of the most important of these is the valuable role it has played in assisting precast concrete manufacturing start-ups.

As he notes, the complexities of working with aggregates and admixtures can be daunting in the beginning for many of these fledgling companies.

Equally important is the role the centre is playing in ensuring



*The Centre of Product Excellence is used to test raw materials to optimise concrete mix designs and test products to help customers build better.*

quality of concrete works, by using its thorough understanding of cementitious products to investigate the failure of

concrete products. It recently started exporting this aptitude to other countries on the continent, such as Zambia.

Last year alone, the Centre of Product Excellence tested 859 external concrete samples, undertook 86 durability tests and crushed more than 13,000 cubes for strength testing, while testing 150 concrete mixes to monitor the performance of other company's products.

Meanwhile, the Centre of Product Excellence is also focusing on innovative ways of building that challenge conventional brick-and-mortar projects in South Africa, while spearheading ongoing product development into "greener" concrete mixes and construction practices.

The Centre of Product Excellence, for example, continues its work in reducing the CO<sub>2</sub> footprint and embodied energy of AfriSam's products. This includes ongoing studies geared at reducing the clinker content of cement. Last year, the centre undertook 30 comprehensive tests to monitor ash performance in concrete and 90 tests to assess the performance of slag in the material.

Clearly, McDonald and his team are not only at the forefront of new product innovation, but making sure that AfriSam transfers industry-leading skills to keep its customers at the cutting edge of construction.



## Does your automated entrance help save energy?

SUSTAINABLE doors and docking systems ensure a sustainable business. Automated entrances have energy efficiency built in, which means they will be greener than a manual option. This according to Maxiflex door systems, providers of a complete range of doors and docking systems.

Maxiflex Door Systems' product range offers efficient seals and are well insulated, which can help you save considerable energy. The company recommends preventative maintenance on your door systems to prevent breakdowns and ensure a stable interior climate – keeping your stock from deteriorating and keeping energy losses to a minimum.

Five ways to maximize on these energy savings:

### Industrial door top sealing

By closing the gap between the door and the wall, the top sealing on an industrial door is the biggest energy saving sealing solution.

### Preventative maintenance

When an entrance breaks down it can interrupt operations in the building, while causing energy losses and security risks. Preventative maintenance avoids emergency call-outs by replacing parts before they fail.

### Leveler sealing

When installed on both sides and at the rear of the leveler platform, leveler sealing reduces drafts and prevents insects, dust and dirt from entering the building.

### Brushes

Brushes on automatic door systems tighten the seal and reduce drafts, air leakage and water infiltration by up to 60%.

### Control units

The control unit is an important component in any door system, improving its operation characteristics and lengthening its service lifetime, saving energy and ultimately reducing costs.

## Arcelormittal helps victims of fire in informal settlement

ARCELOMITTAL South Africa has rallied to assist hundreds of displaced and distressed community members who were affected by raging fires in the Plastic View informal settlement in Moreleta Park, Pretoria.

Following the disaster that affected about 600 families, ArcelorMittal South Africa CEO, Wim de Klerk, committed the company to work with Moreleta Park NG Church and the City of Tshwane to assist the displaced families.

The country's giant steel making company has donated steel worth R400,000 and five marquees to ensure that families have a roof over their heads in this cold winter season. The donation of steel and tents is part of its contribution to Mandela Day.

According to the City of Tshwane, the blaze gutted the area leaving about 1,500

people without a roof over their heads. The displaced community members were immediately temporarily accommodated at Ikageng Community Centre.

"As a caring company, with a footprint in Pretoria and Vanderbijlpark in Gauteng, Newcastle in KwaZulu-Natal and Saldanha in the Western Cape, it is prudent for us to play an active role in ensuring communities rebuild their lives. We are in the business of steel, therefore, we have secured steel to assist community members to have a roof of their heads," said De Klerk. "This cannot be the sole responsibility of the municipality or the government but it falls on all of us to assist, and as a company we are making our contribution."

"This unfortunate disaster has taken place during a month where we as a country

are celebrating Mandela Day, so it is important to open our hearts and our purses to assist communities in distress and those who are vulnerable," De Klerk added.

The contribution was made possible by our strategic partners, Clotan Steel, who generously assisted this community in distress.

"When I put the proposal to the management team on Monday, they immediately sprang into action and made this possible. We cannot be a company and a society that does nothing for communities in distress. Our core values are health and safety and caring among others.

Therefore, it is important to live the values and lead by example that as a company we are not only in the business of producing steel but also taking care of communities close to our operations," explained De Klerk.



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Afrimat Limited is a leading black empowered open pit mining company providing an integrated product offering ranging from aggregates, industrial minerals, concrete products (bricks, blocks and pavers) to readymix concrete.

Afrimat has established a strong foothold in contracting services comprising mobile crushing, screening, drilling and blasting.

Backed by more than 45 years' experience, Afrimat listed on the JSE Limited in 2006. As part of its continued diversification strategy, the group is expanding its footprint into Africa.

The group's capabilities enable Afrimat to service projects of any scale from major infrastructure and construction projects for state-owned enterprises and parastatals through to small private sector contracts.





# Wacker Neuson impresses Catmech



Catmech Plant and Services sold on Wacker Neuson machine reliability, versatility and user-friendliness.

WACKER Neuson South Africa, local subsidiary of the global light industrial and compact equipment manufacturing giant, Wacker Neuson GmbH, has supplied more than 35 machines to key customer, Catmech Plant and Services.

Initially established in 1990 to repair machines for customers, Catmech developed into a leading plant equipment hiring company based in Gauteng, South Africa.

“We decided to start the plant hire when we recognised the excellent market potential for hiring compact and light equipment,” explains Catmech Plant and Services owner, Sean van Heerden. With construction as Catmech’s core industry, typical machines required by customers in this market segment include wheel loaders, excavators, concrete breakers and compaction equipment.

When Wacker Neuson was first introduced to Catmech a couple of years ago, Van Heerden decided to try out the Wacker Neuson product.

“My customers were initially reticent to try out a new product, but after experiencing the

Wacker Neuson machines’ reliability, versatility and user-friendliness, they were sold.”

Van Heerden is extremely impressed by some the unique features offered by the Wacker Neuson equipment, highlighting in particular, the unique VDS (vertical digging system) that is available on the excavator range. The VDS adds to the excavator’s versatility and can lead to substantial savings in material and time for the end-user by enabling progressive tilting of the machine by up to 15° to compensate for slopes.

Wrapping up, Van Heerden says that in addition to the fact that he has zero breakdowns with his Wacker Neuson equipment, the machines are easy to maintain and the company provides excellent after-sale service with a quick response time to all customers. “Wacker Neuson is the best, cost effective piece of equipment I’ve had and they are truly willing to go the extra mile as a committed supplier.”

Catmech’s current 35 plus strong Wacker Neuson fleet includes wheel loaders, excavators, rammers, plates and rollers.

# Blocks retain and beautify



In addition to the walls inside the Auas Hills Retirement Village, a river running alongside the property needed erosion control retaining walls.



About 25,000 Terraforce blocks were installed at the Auas Hills Retirement Village in Windhoek, Namibia.



The Terraforce rock-face block walls retain a natural feel that contributes to the tranquil setting of the retirement village.

DURING the planning stages of the upmarket Auas Hills Retirement Village, situated in Auasblich, Windhoek, it became evident that earth-retaining measures were necessary in order to stabilise the exposed embankments as a result from excavation activities.

In addition to the walls inside the property, a river running alongside the retirement village needed erosion control retaining walls, in case of heavy water run-off during the rainy season.

Steffanuti Stocks, the main contractor on site, approached Namwall, a Windhoek-based, Namibian licensee for Terraforce, to provide a design for Terraforce block-retaining walls.

“We consulted with Terrasafe, Terraforce’s professional design service, and had a design ready in no time,” says Namwall’s Chris Schutte. “Most of the proposed rock-face block walls were pretty straightforward, with the higher ones requiring a double skin of L12 blocks for extra

reinforcement. In total about 25,000 blocks were installed.”

The project was completed with Andre’s Landscaping adding the final touches to the walls.



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Concrete's low embodied energy contributes to sustainable building, says The Concrete Institute.

# Many misconceptions about sustainable building, says the concrete institute

CONCRETE has a low embodied energy which is an important factor for 'green building', says Bryan Perrie, managing director of The Concrete Institute. Perrie says embodied energy is the energy consumed for the raw material extraction, transportation, manufacture, assembly, installation, disassembly and demolition of a product system over the duration of the product's life. In the case of concrete, the embodied energy as a result of these processes is low and the total energy – when full life-cycle analysis is assessed – also low. The current average worldwide consumption of concrete is about one ton per year for every living human being which, cumulatively, is massive. It should, right at the outset, be remembered that buildings are not constructed out of cement but rather from concrete, of which cement is but one ingredient.

While the embodied energy of pure cement is very high at around 900kg/ton, when used in concrete with secondary materials, the embodied energy of concrete can be as low as 90kg/ton. "In any event, the concern about cement's environmental footprint also stems from ignorance. Despite the extensive use of concrete in the world, worldwide, the cement industry only accounts for about 5% of man-made carbon dioxide emissions; about 40% of this comes from burning coal and 60% from the calcination of limestone," Perrie states. He says there are generally many misconceptions – and inadequate assessment ratings in place – when it comes to establishing true sustainability in the built environment. "The Green Star system of the Green Building Council in South Africa and the LEED system in the USA, for example, award points for various sustainability initiatives during the design and life of the building. Unfortunately, this incentive often leads to chasing points for a particular rating rather than concentrating on real sustainability." Perrie says aiming for zero levels in primary energy consumption, carbon emissions during construction, waste and water consumption, coupled with the total elimination of unsustainable building materials, would be more appropriate sustainability measures. "This has now become the quest of a few major corporations globally and, to me, is a far more pragmatic approach as it focuses on sustainable issues by setting targets rather than just scoring points. The 'zero' target may not be easy to achieve but it is a worthwhile target to strive for." The Concrete Institute also believes that not enough attention is being paid to the "use phase" of a building or structure, which stretches from the initial extraction/production/construction phase right through to the end of life of the structure. "Research has shown that the long-term, cumulative benefits of considering the whole life cycle of structures are staggering. This is a factor that simply cannot be ignored when it comes to assessing true sustainability in building," Perrie adds.

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# HAW adds compact cast iron gear pumps to its range

HYDRAULIC and Automation Warehouse (HAW) – part of the Hytec Group – one of the largest distributors of hydraulic components in southern Africa and specialist supplier of products for mobile machinery, has added newly-developed cast iron gear pumps with extended longevity and numerous advantages to its existing range of Salami gear pumps and other hydraulic components.

The newly developed PG331 series is a spheroidal-designed cast iron gear pump with more than 19,000 configurations and four different porting arrangements. It can be supplied in variations of 12 different displacements and has up to five flange mounting styles and seven shaft types. The pump design also allows for standard SAE flanges. The gear pumps are compact with smaller dimensions achieved by installing the gear set, gear support bushings, and suction and delivery ports within the main body, housed by a front mounting flange and rear cover. “Competitor models, generally, have larger and longer front and rear housings to accom-



**HAW's newly developed PG331 cast iron gear pump with extended longevity has more than 19,000 configurations and four different porting arrangements.**

modate shaft supports which may separate port housings and are therefore less compact,” explains HAW Key Accounts Manager Dries van Wyk.

“This range of pumps can accommodate any engineering design and satisfies a variety of OEM (Original Equipment Manufacturer) manufacturing designs.”

Strength, high efficiency and long service in severe operating environments are achieved through the pump's one-piece drive shaft construction, with a large area, and low friction bushings.

“In addition,” states Van Wyk, “an advanced thrust plate design and high quality machining tolerances optimise performance and high volumetric efficiency throughout the full

pressure range. This also allows for excellent axial compensation. Moreover, PG331 gear pumps feature double shaft seals on pumps with reinforced inner shaft seals for motors.” He adds that performance is optimised – even under high temperatures and low viscosity conditions.

Another advantage of this pump range is their high carbon content and low static discharge capabilities, due to their cast iron make-up. This combination renders them “explosion-proof,” making them the ideal choice for use on underground vehicles and equipment – even those used in fiery mines.

The new PG331 not only matches, but surpasses, other cast iron gear pumps, according to Van Wyk. He says the easy reconfiguration into numerous variations allows HAW to match most other makes of gear pumps in both metric and imperial configurations with drive shafts and porting

arrangements in this range. “We can also add on-board auxiliary valves for priority flow, pressure relief and load sensing applications.” Components used within the gear pump are the same as those used in standard aluminium gear pumps, ensuring permanent availability.

Joining an established international distributorship, which includes France, Spain, North America and China, among others, HAW will distribute Salami's new PG331 series cast iron gear pumps in South Africa and across sub-Saharan Africa. The company retains a comprehensive stockholding at its Spartan offices in Johannesburg and conducts assessments and repairs through the Hytec Group. All wear parts, including seals and drive shafts, are held in stock.

“Our large stockholding ensures fast turnaround time from order to delivery,” enthuses van Wyk. “Single pumps and motors

are ready for delivery on the day ordered and the 2, 3 and 4-stage pumps, which require assembly and testing

prior to distribution, are ready for delivery the following day.”

HAW is the official authorised sub-Saha-

ran Africa distributor for Salami-manufactured gear pumps, motors and mobile control valves.

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## Flocare enhances safety at new East London firefighting facility



**Ajax flow indicators will provide essential water flow visualisation for the new seawater firefighting facility in East London.**

FLOCARE recently assisted one of South Africa's largest freight logistics companies in making its operations safer with the supply of two Ajax flow indicators. Contracted by local valve supplier, Inbal SA, the UK-imported flow indicators will provide essential water flow visualisation when installed at the company's new seawater firefighting facility in East London, South Africa. The two AJ Series indicators, suitable for 10-inch and 2-inch pipelines, provide essential information on whether seawater flow is occurring through its pipelines in the case of an emergency.

“Both indicators are equipped with a dou-

ble-sided, single-glazed window and internal flap to give operators visual confirmation of water flow when required,” says Norman Moul, Director, Flocare South Africa.

Made to order and imported from the UK, Ajax indicators have earned an industry reputation for their robust performance in on-board, oil rig or harbour service. The supplied AJ Series indicators are constructed from bronze to ensure they withstand corrosive rust associated with seawater.

In addition, the indicators provide shock- and vibration-resistance, an advantage in heavy-duty marine applications. The indicators are simple to install, with an in-line design that provides easy connection in both horizontal and vertical pipelines while minimising pressure loss.

The Ajax indicators were delivered to site in March 2016. Flocare is an authorised distributor of Ajax in South Africa, and upholds the company's 12-month manufacturing warranty on the AJ Series of visual flow indicators.



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**WATSON MARLOW**  
Fluid Technology Group

A company famed for its manufacture of traditional biscuits is using three MasoSine SPS200 pumps from Watson-Marlow Fluid Technology Group to help it produce up to 80 tons of granola a week. Importantly, the introduction of ingredients into the blending and mixing process is controlled precisely by counting the revolutions of the pump shaft, a shrewd strategy that has negated investment in a dedicated weighing assembly.

S Moores, a family-owned (fifth generation) business based in the United Kingdom, has been at its current factory near Bridport for over ten years. Until recently, the company used batch-manufacturing techniques for its granola requirements. Here, S Moores had to weigh ingredients such as vegetable oil and golden syrup into a mixer. However, to help improve productivity, the company decided to replace this set up with continuous mixer technology.

"The MasoSine SPS200 that was previously deployed on our batch mixer was transferred to the new continuous mixer with the addition of a speed control for accurate blending," explains Company Partner David Winship. "This allowed us to dose the warm oil-syrup blend into the mixer at the right rate. In effect, every revolution



of the pump produces an identical volume of material. Hence, by controlling the speed, we can inject the precise amount of blend required."

In 2015, S Moores set about acquiring two further MasoSine SPS200 pumps to serve a pair of heated (50°C) vessels, one for syrup and one for oil. Both pumps are operated on a count down timer which, in conjunction with the speed control, gives the precise volumes required.

"For example, if we need 30 litres of oil for a particular granola recipe, then we know that 170 revolutions of the pump shaft will deliver that quantity, and similarly with the syrup," says Winship. "The oil and syrup travel a distance of 8m [including 2m of vertical lift] into a blender, which is then activated to mix a blend that is dispensed using our original MasoSine pump into the continuous mixer at a given rate. This means that we now have a fully automated process without

any of the buckets, weighing scales and ladders associated with manual operations."

The mixture of vegetable oil and golden syrup at S Moores produces a substance with a viscosity in the region of 1000-2000Cp. This blend is pumped into the continuous mixer at around 750 l/h, or 50 litres every two minutes.

The sinusoidal rotor design of MasoSine SPS pumps delivers a low shear, gentle pumping action that safely transfers products without risk of degradation. SPS pumps are suitable for food, sanitary and industrial applications up to 15 bar pressure, at flows up to 99,000 l/hr. Products with viscosities from 1 cP to 8 million cP can be transferred with suction up to 0.85 bar.

## Sine pumps preferred

"Originally we looked at progressive cavity

**Continued on P31**

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## BMG and Eaton master distribution agreement

BMG and Eaton have strengthened their partnership by signing a master distribution agreement, where BMG will supply and support Eaton's globally respected Winner brand of hose and hose fittings in sub-Saharan Africa.

"This distribution agreement consolidates Eaton's position locally and in neighbouring countries, by improving accessibility to Eaton products and also extends BMG's engineering solutions and technical support service to a broader customer base," says Gavin Pelser, managing director of engineering, BMG, part of Invicta Holdings Limited.

"An important advantage for the market is availability to quality branded Eaton hydraulic components, through BMG's extensive network of over 120 branches."

BMG's team has advanced technical skills to support the company's commitment to optimising productivity and enhancing process plant operating reliability.

"With the combina-



tion of Eaton's established reputation in power management and BMG's technical engineering solutions service and extensive distribution reach, both companies are set to significantly extend market share across Africa."

BMG's R350m expansion of distribution and engineering facilities in Johannesburg enables the company to continue to provide high levels of operating efficiencies and delivery service in line with substantial growth of the business.

The existing 15,000m<sup>2</sup> under-roof warehousing facility is being increased to 24,000m<sup>2</sup> and the re-developed Droste Park warehouse will soon carry approximately R1,0bn of stock, with an additional R500m strategically located throughout the southern African region.

Functional operations at BMG World include a product warehouse and distribution centre for the entire product range and a

manufacturing centre and general engineering workshop.

There are specialist assembly and repair workshops for drives, conveyors, hydraulics and pneumatics, as well as electric motors, electronics, gaskets, lubrication systems and filtration.

BMG currently has BEE Level 3 certification, with recognition as a 'value add supplier' (VAS) which provides the market the facility to source Eaton hydraulic components from BMG and comply with the B-BBEE charter. This status represents a significant benefit to customers as a BEE procurement recognition of 137,5% against all purchases from BMG can be claimed.

BMG is committed to providing a 24 hour customer process support for production efficiency and reliability centered maintenance. This service is enhanced by advanced technical and design support across all functional disciplines.



# Cummins comes to town

ALTHOUGH not strictly planned as an anniversary to mark an epic crossing of the USA in 1931, when Cummins founder Clessie Cummins drove coast to coast over 5,270km in a truck fitted with his Model U diesel engine to prove its durability, it is fitting that 85 years later Cummins Power Generation division should undertake its City to City Tour of South Africa.

Cape Town was the last leg of the 3,600km Tour, having started in Johannesburg before moving on to Durban and Bloemfontein.

**A first for South Africa – a striking moving showcase**

Cummins is a ubiquitous name in both vehicular prime movers and power generation systems having an international footprint that services customers in over 190 countries. Going on tour to demonstrate innovative products is not new to the company; however, this was an inaugural event for Southern Africa.

At each destination customers had the opportunity to interact with the technology on display in the eye-catching bright red 17 running metres of Cummins Power Truck with its entire one side fitted with reinforced glass while the other side of the vehicle is a moving billboard.

The truck presented a roving display, showcasing two of Cummins generators, the C90D5 Diesel Generator and the C315N5C Gas Generator. Incidentally, the International 9800I truck is powered by a Cummins 475 ISX 15 litre engine, which has already covered hundreds of thousands of reliable kilometers without overhaul.

**Designed to promote its range of reliable and dependable energy solutions**

The Cummins range of diesel generators and engines is geared to providing prime and back-up power systems in small to medium and large applications across a host of industries, fuel types and power ratings, from 8kVA to 3,750kVA.

The C90D5 Diesel Generator on display is a fully integrated power generation system, providing performance, reliability, and versatility for stationary standby and prime power duty applications. It features a Cummins heavy-duty 4-cycle industrial diesel engine for reliable power and fast responses to load changes.

The second generator on display, the C315N5C Natural Gas Power Generator, powered by an advanced spark ignition, lean burn gas engine, is a fully integrated power generation package for standby and continuous duty, CHP (Combined Heat and Power) and

peaking applications.

**Natural gas and alternative fuels – Cummins contributes to a greener environment**

According to Kenny Gaynor, Power Generation Director – Cummins Southern Africa, natural gas powered

gensets are a more sustainable solution to industry-standard diesel.

“Natural gas is a methane-rich, naturally-occurring and abundant gas with much lower CO<sub>2</sub> emissions than other refined fuels, making it a cost-effective alternative to wind and solar power.

Cummins constantly innovates and engineers new products; partnering with other technology developers such as solar to create power generation in hybrid platforms that can reduce fuel costs and contribute to a greener and sustainable environment.

“Cummins provides a class leading range of both gas and diesel powered generators with individual stand-alone units from 8 kVA to 2000 kVA. Configured and integrated to form multiple unit power plants, our range extends to cater for any application, regardless

of site location” he said.

**A complementary solutions provider of energy supply**

The company’s business model is to design and supply power systems that complement a

**Continued on p31**



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**Power Generation**



# First of its kind hi-tech fire trailer supplied to local crude oil depot

CAPE Town based fire protection specialists, DoseTech, have recently supplied one of the most advanced firefighting trailer mounted units to a local crude oil storage depot, for quick and effective knock-down in the event of fire at the facility.

The combined proportioner and monitor unit is fully portable and uses no external power source to deliver between 5,000 – 22,000l/min of fire suppressing foam and water at distances up to 120m.

## Advanced firefighting especially for oil storage depots

The unit was sourced from German based FireDos, specialists in the design, manufacture and supply of advanced firefighting equipment, especially to the giant oil storage facilities of the Middle East's major producers. DoseTech are FireDos agents in South Africa.

"The introduction of this trailer mounted unit especially designed for the protection of fuel storage

tanks is a first not only for South Africa, but a first for the continent too" says Michael Feldon, managing director of DoseTech.

"The technology is quite unique" says Feldon. "The design comprises a special foam and water monitor combined with a proportioner unit which ensures that the precise proportion of suppression foam to water – 3% – is maintained irrespective of the volume of water available from the storage depot's fire hydrant ring main.

## No external power source

"The FireDos proportioner is driven solely by the extinguishing water flow. No emergency electrical energy or engine driven prime mover is required. The purely mechanical system is made to last and is highly reliable.

"The water motor drives a specially designed pump, which delivers the foam agent into the extinguishing water flow. There is a direct linear relationship between

the extinguishing water flow rate in litres per minute and the water motor's number of revolutions.

"The more water flows through the water motor, the more foam agent is admixed. Thus, the quantitative ratio of foam agent and extinguishing water, which is referred to as the 'proportioning rate', always remains constant. A portion of the pressure in the extinguishing water line is used as an energy source to drive the water motor. While hydrant pressures of 10bar is usual, the unit can safely accommodate a maximum water pressure of 16bar.

"The proportioning pump that is driven by the water motor is self-priming and can deliver even extremely viscous fluorine-free and/or alcohol resistant foam agents without limits" he explained.

## Radical monitor design

The design of the monitor unit is also quite radical in that unlike competitive

units, the 'oval-flat design' virtually eliminates reactive forces which mean that no additional ballast is required to keep the trailer unit stable during operation.

In this application, the monitor has 3,600 of horizontal movement and between 300 and 900 in the vertical plane (typically the monitors have a -900 to +1200 vertical movement) and is fitted with a combine fog and stream nozzle for either cooling or vapour suppression applications and aim and shoot.

## Easy to operate

Operating the proportioner involves opening a few ball valves to vent the proportioner in the beginning and to put it into a state ready for operation. As soon as the water flows, the water motor starts working and drives the proportioner. There are no valves that have to be actuated, which could be a source of error.

The trailer unit incorporates water and foam agent manifolds that allow connection

to multiple hydrants via standard sized fire hose, while the foam agent manifold permits the coupling of more than one foam agent tank, necessary during prolonged operation.

## Sturdy and made-to-last

"The FireDos unit is built to last being constructed from high-quality components and materials. All pressurized cast parts are designed for a test pressure of 64 bar, and although the unit has a mass of 4t, it can easily be pulled by the average 1t bakkie" adds Feldon.

"As these trailer systems are application and customer specific designs, options include units that can by-pass the monitor or exclude the monitor if required and can be direct coupled into a facilities tank protection pipework – a real advantage in that a fixed protection system can be designed and constructed without a separate extinguishing medium, thereby reducing system complexity and cost.

"FireDos complies



*Latest firefighting technology arrives in South Africa, FireDos foam dosing and monitor trailer flow in water wall / fog pattern at 18,000L/min.*

with all the international certifications such as FM - Factory Mutual, NFPA - National Fire Protection Association, VdS - Loss Prevention, bvfa - German Federal Association of Technical Fire Protection and vfdb - GFPA German Fire Protection Association.

"We were really ex-

cited with the reaction from fire officers and the client when the unit was demonstrated during the site acceptance and hand over as they are confident that they now have the most advanced, easy to use, reliable firefighting unit at their disposal to combat a potentially disastrous event," he concludes.

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## Multinational companies looking for market leading trade and supply chain efficiencies in Africa



**Kent Marais, Head of Transactional Products and Services Product Management at Standard Bank.**

MULTINATIONAL companies moving into Africa are looking for supply chain efficiencies that provide market leading solutions which can optimise balance sheets and the use of working capital, says Standard Bank.

According to Kent Marais, Head of Transactional Products and Services Product Management at Standard Bank, there is still interest from multinational companies to expand into Africa due to the higher growth rates on offer than elsewhere in the world, but expectations around more sophisticated solutions are much higher than they were in the past.

"Many of these multinational companies have been exposed to markets like the US and Asia. This means they expect a greater degree of financial sophistication than what many of the markets in Africa have delivered in the past. They are looking for more innovative solutions, which can better support their overall working capital requirements, as they expand within Africa," he says.

While Africa remains a "a huge investment opportunity," corporate treasurers are under pressure to improve working capital life cycles and ensure they have enough cash on hand to effectively operate. Their daily tasks include managing the cash on hand, debtors, creditors and the financing needs in their supply chain, which is getting tougher due to the weak economic conditions. "The fact that oil and other commodity prices have been declining means certain economies have not been doing well, but if you look at the forecasts, growth rates in sub-Saharan Africa remain above world averages," says Marais.

According to the International Monetary Fund's (IMF) economic update in January, most countries in sub-Saharan

Africa will see a gradual pickup in growth, but to rates that are lower than those seen over the past decade. Projections for sub-Saharan Africa remain relatively high at 4% in 2016 and 4.7% in 2017 – versus 2.1% for advanced economies for both years.

There are still a number of headwinds facing growth in African markets, including the lower commodity and oil prices, higher borrowing costs and the slowdown in China, which need to be managed carefully.

"Africa needs to become more self-sustainable in these conditions. But multinational companies are still very interested in the higher growth rates that are on offer," says Marais.

"What we are seeing are ongoing expansion plans around infrastructure and investment into local industries and far more optimistic outlooks as a result. There are a lot of positive moves happening and there are superb growth opportunities in the making, in certain regions supported by proactive policy changes to support the opportunities," he says.

Investment is being enticed back into these countries as a result, but this is raising the bar for improved levels of financial sophistication across the supply chains. According to Marais, companies that are at the front of solution innovativeness will be well placed to capitalise on Africa's growth opportunities.

"As a bank, whilst focusing on immediate needs of the Continent, we are also keeping an eye on the future. We need to strike a balance between the current investment trends and investment in new technology, to meet current and future client needs," he says.

This will require high levels of sectoral specialisation to

assist large companies manage sophisticated supply chains, often across multiple jurisdictions on the continent. More risk-managed, efficient and cost-effective solutions are needed to facilitate these transactions and services across industries where access to cash and cost thereof can differ greatly.

Understanding the client needs and the markets they operate in, is key in providing trade solutions which address these needs. By implementing trade solutions we obtain a more detailed view of each underlying transaction, which could lead to lower capital requirement, which in turn may lead to more cost effective solutions to clients.

While liquidity constraints exist in mainly oil-producing jurisdictions, Standard Bank can utilise its network across 20 African countries and its ability to plug into major international centres, to help structure financing solutions.

"Liquidity can still be sourced, but it comes at a price. However, if you can work closely with clients to better understand their long-term strategies and business models you can work on solutions that optimise supply chains better," he says.

"We believe in Africa and want to partner with our clients to position them for growth, which is vital for the continued development of the continent, trade is fundamentally important to that," says Marais.

## Klinger Mzansi consolidates local operations into one-stop shop

IN a move that will improve customer experience and create easier access to its products and services, market leader in gaskets, gland packing valves and sealing materials, Klinger Mzansi has announced group restructuring.

The Klinger Group in South Africa, established in 1968 as an offshoot of the 130 year old Klinger International Group – based in Austria – comprised four operations; Klinger Mzansi, GC Baars, Klinger SA and Wright Seal and Plastics.

"The arrival of a new BEE partner in the Klinger Mzansi business, Yvonne Munduna – who holds a 30% shareholding – was an ideal opportunity to restructure our business" said Philip Herbst, director of Klinger SA.

### From four into two

"Our decision to reduce the operating divisions from four to two – comprising fluid control and fluid sealing and engineering plastics – makes sense from an administrative point of view as operating divisions share a similar customer base, with customers involved with valves and actuators require sealing materials and vice versa. The new arrangement reduces product overlap and will result in a higher level of service, less confusion and easier access for our customers.

"The new structure will comprise Klinger (Pty) Ltd. the manufacturing operation and Klinger Mzansi, incorporating the Wright Seal and Plastics operation and the GC Baars/Valvetech valve and actuator business,"

he explains.

David Blair will be responsible for fluid control while Herbst will manage the fluid sealing and engineering plastics business.

Klinger Mzansi is a majority owned subsidiary of Klinger (Pty) Ltd. the largest manufacturer, supplier and distributor of fluid sealing products in Africa, according to the company. Its Wadeville plant houses three production facilities in one 14,000m<sup>2</sup> building where Klinger locally manufactures a com-

prehensive range of cal-endared sheet jointing, soft cut, semi-metallic and metallic gasketing, as well as compression gland packing for pumps and valves.

The entire manufacturing operation is certified to ISO 9001:2008 and as part of the global Klinger Group, has access to international research and development, product technology and testing and the ability to participate in large-scale projects.


Klinger South Africa services a wide range

of industries including the oil and gas, petrochemical, refining and chemical industries, as well as power generation, pulp and paper, metal melting, sugar and mining sectors.

### Deep roots in SA industry

In addition to its own 48 year involvement the Klinger business has deep roots in South Africa. Subsidiary Wright Seal and


**Continued on P20**



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"Drilling units berthed in Cape Town harbour".

## SLR Consulting supports SA's oilfields

SLR Consulting is an international environmental and engineering consultancy with 76 offices across five continents. The Southern African operation operates out of Johannesburg with other offices in Cape Town, Somerset West, Windhoek and Swakopmund. In 2014, SLR Consulting acquired CCA Environmental, which as of June 2016 has been fully incorporated into the company and operates out of Cape Town.

Its involvement in the offshore oil and gas industry commenced in the late 1990's when the company was asked to support PetroSA (then Mossagas) with environmental services for seismic surveys in the Southern Cape offshore. Since then, SLR has been involved in a large number of environmental application processes for various exploration techniques including seismic surveys, multibeam bathymetry and well

drilling across the full extent of the South African offshore. A wide range of clients include international oil majors such as Anadarko, BHP Billiton, Cairn India, Exxon Mobil, Impact Oil, Shell, Sasol and PetroSA.

SLR Consulting has been involved in most of the environmental impact assessment work for the offshore production developments undertaken by PetroSA including the Sable Oil Field, South Coast

Gas and the F-O satellite field development. The team are currently in the process of completing the EIA for the proposed Ibhuesi Gas Project, which aims to produce indigenous gas from the Ibhuesi Gas Field and bring this to the Western Cape by pipeline as feedstock for the Ankerlig Power Station and other possible end users.

The company has also provided similar services in Namibia and Mozambique.

## Enserve's emission monitoring service

ENSERVE offers a comprehensive environmental management service to petrochemical companies and oil refineries. This service comprises of fugitive emission monitoring and control programs designed specifically to monitor, control and reduce volatile organic compound (VOC) emissions. Such emissions emanate from a variety of sources, including process valves, pump and compressor seals as well as floating roof tank rim seals

at refineries, chemical plants and pipeline transfer stations.

The service includes the following:

- Conventional Leak Detection and Repair (LDAR) Programs utilising state of the art, intrinsically safe "sniffer" equipment, capable of detecting and measuring a large number of Volatile Organic Compounds (VOC's) as well as non-VOC gases such as methane, hydrogen, am-

monia and carbon monoxide.

The method used is based on the EPA's (US Environmental Protection Agency) Method 21. Initial monitoring identifies the leak inventory of the plant being surveyed. This is used as a yard stick to monitor leak reductions achieved during further surveys.

- 'Smart' LDAR, utilizing thermographic imaging with a specially adapted FLIR infrared

camera for identification of leaks.

- Data collected is processed by and stored in our E3-Soft software which is specifically designed for its oil refinery and petrochemical customers' LDAR requirements.

Since 2001 Enserve has had LDAR contracts with petrochemical companies and refineries in the RSA and also for the past few years with oil companies in the Middle East.

## Klinger Mzansi consolidates local operations

Continued from P19

Plastics, located in Cape Town, was established in 1987, and has grown into a leading manufacturer and supplier of mechanical fluid sealing and industrial products, especially to the marine, oil, gas nuclear and

petrochemical sectors.

Wright Seal and Plastics was the official agent and distributor for the Klinger range of products and:

- Merus - devices for combatting internal

scale, bacteria and corrosion.

- AES - full range of API682, balanced cartridge, mixer and split mechanical seals including barrier systems.

- Belzona - polymeric repair solutions including coatings, flexible repairs, waterproofing and weatherproofing on steel or concrete surfaces.
- Labtectra - bearing protectors.

G C Baars (Pty) Ltd, founded in 1970, is another household name specialising in the marketing and distribution of industrial valves and allied equipment. Valves include ball, butterfly, check, diaphragm, float, gate, globe, knife gate, needle, pinch, plug, pressure reducing, safety and relief. Allied equipment includes strainers, sight glasses, valve actuators and controls.

Valvecraft, Valvetech and Highveld Instrumentation were all part of Baars Group, which was bought by Klinger (Pty) Ltd, in 2013.

### One-stop shop

"The rationalisation of the Klinger Mzansi business brings together the fluid control (Baars) and fluid sealing (Klinger and Wright Seal) activities into a more cohesive whole, where customers can acquire a complete range of fluid control, gasketing and sealing products and services from a single source. The ultimate one-stop shop in fact," concludes Herbst.

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- EIA for the Ibhuesi Gas Project for Sunbird Energy
- EIAs for exploration well drilling on behalf of Shell, Cairn India and Thombo Petroleum
- EMPs for seismic surveys for a range of clients, including BHP Billiton, Anadarko and PetroSA
- Various EIAs for PetroSA's offshore operations
- Screening Study for Oil and Gas Repair Facilities in the Port of Saldanha for TNPA

We are proud of our association with these projects ensuring responsible and sustainable environmental management in their development and operation.

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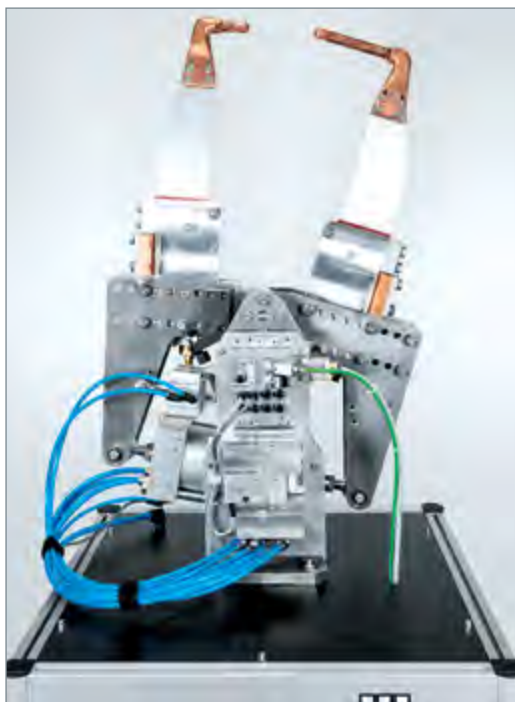
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## Precision robot welding force



*Developed by Festo in close cooperation with experts from the automotive industry: the hardware concept of the servo-pneumatic welding gun.*

**DIGITISED** servo-pneumatic welding guns ready for Industry 4.0. The hardware concept of the servo-pneumatic welding gun was developed by Festo in close cooperation with experts from automotive industry. The fully digitised, servopneumatic welding gun controller from Festo is keeping pace with Industry 4.0. It simplifies commissioning and maintenance, minimises compressed air consumption and is compact too.

The hardware concept of the servopneumatic welding gun was developed by Festo in close cooperation with experts from the automotive industry. This enabled Festo's product developers to take many of the features required by the industry into consideration – including the reduction of the envelope, because the servopneumatic system is considerably more compact than comparable welding actuators. Users can now install and operate the electronic and pneumatic sections of the control system either as a single unit or separately, in line with their requirements and the application. This makes the system significantly more flexible, and leads to the various concepts for mounting on robots.

Measurements carried out by Festo on many thousands of welding points with a welding force of 3,000N have revealed that the results of the latest generation of the company's servopneumatic welding gun never deviate by more than 50N. It also has accurate compensation performance. The measurements showed that the

accuracy of the weight force to be compensated is many times higher than it is with electric or standard pneumatic technologies.

And thus even the smallest of loads have an effect on the steel sheets, regardless of the welding gun's position in 3D space. In addition, the ability to freely position the electrode arms and the variable settings for the electrode force mean that the electrodes can be placed bounce-free. This is also the case with repositioning when the material begins to flow. All of this leads to high quality welding results.

No cables are needed for controlling the proportional valves, because with the new V2.0 welding gun controller the system components communicate via a CAN interface installed on the back panel. The servopneumatic welding gun thus gets high scores when it comes to safety, because there is no risk of getting caught up in a cable.

The system is fully digitised and ready for Industry 4.0. All product information is stored in the individual components such as the controller, the valve and the measuring system, and can be read by the host system. Completed work cycles are also recorded in each component. This function makes predictive maintenance possible. Process reliability as well as the availability of machines and systems are thus increased. At the same time, digitisation provides access to diagnostic data. Easy maintenance ensures that the user is able to detect wear at an early stage.

## Productivity and profits 'in the pipeline'

FIRST Cut, distributors of cutting consumables and capital equipment to the South African market, is very focused this year on introducing the benefits of innovative fibre laser technology and 3D laser cutting machines to the local tube industry.

The BLM Group, an Italian leader in tube cutting and bending technologies, has for decades focused on optimising the tube fabrication process, and the company's LT8.10 'laser tube' machine brings versatility of metal cutting to a new level. This is according to Andrew Poole, Managing Director at First Cut.

"As one of our key international principals, we are excited to have already introduced the wide-ranging advantages of BLM's fibre laser cutting machines to a number of our customers in the steel industry. The machines provide a highly versatile cutting solution that is also significantly faster, cheaper to run and more accurate than conventional processing," says Poole.

The fibre laser source in the BLM range of machines enables the user to cut tubes of any material type (including copper, brass, aluminium, stainless steel, zinc-coated steel, mild steel) from 12mm to 240mm in diameter. It also pro-

cesses any conceivable shape of tube, as well as open profiles, with ease.

"BLM fibre laser machines can cut to length, drill any size hole or cut any shape geometry - all in a single machine," says Neil Labuschagne, Technical Sales - Tube Division at First Cut. "Essentially they perform the same function as traditional tube processors, minus all the cumbersome steps, material handling between operations and additional labour."

"The fibre laser tube cutter's ability to cut a wide variety of material types and thicknesses makes it a universal tool. Hard tooling is eliminated and replaced by a flexible beam. The end result is maximised production time with minimum waste."

The 3D cutting functionality of the BLM LT range of fibre laser machines adds to the flexibility of the system, facilitating the easy tilt cutting of thick-walled steel for chamfers and weld preparations and for producing interlocking joints on tubes and beam on steel structures.

The 'laser tube' family of machines from BLM are all fully CNC-operated and automated for multiple functions; while also enabling the quick change-over between various functions and



*BLM fibre laser machines can cut to length, drill any size hole or cut any shape geometry - all in a single machine.*

materials. Furthermore, importing of CAD drawings via BLM's own software programme enables highly accurate and reliable production lines, with the added advantage of minimising waste.

With tubes an integral part of so many industries and structures, fibre laser cutting machines have wide applicability, notes Labuschagne.

"Tubes have particular relevance in the automotive components industry, but also in aeronautical, furniture, structural engineering and transport sectors – the options are endless. With a company like BLM, which is intensely focused on

ongoing research and development (R&D) of fibre laser tube cutting, new technological parameters and design possibilities are being explored and developed all the time."

Peace of mind for customers also comes in the form of after-sales service and support, thanks to First Cut's localised industry knowledge and technical expertise.

"We have established an excellent relationship with BLM in order to provide our customers with the highest levels of service and support. Our own team of qualified technicians travel to Italy regularly for technology updates and training,"

notes Labuschagne.

For Poole, the multiple advantages of fibre laser cutting equipment in the tube industry bring excellent long-term return on investment (ROI) to First Cut's customers.

"In this challenging and capricious economic climate, customers are all seeking to reduce production time and costs. BLM's fibre laser technology is more cost-effective to operate, reduces energy consumption and is substantially faster than conventional cutting methodologies – up to 40-50% faster. This makes it a compelling option for tube fabricators in South Africa," he concludes.

## D&D Industrial clinches Orbitalum agency for South Africa

**COMPLETE** solutions for high-end requirements in tube and pipe welding preparation for a range of industries are now available locally from Dowson & Dobson (D&D) Industrial, a division of Actum Industrial.

D&D Industrial has been appointed as the exclusive South African distributor for Orbitalum Tools GmbH. This is a global leader in orbital tube and pipe preparation and orbital welding technology for industrial piping systems, prefabrication and maintenance.

Orbitalum Tools is part of the ITW Welding Group, a global leader in welding products (Miller Electric, Hobart), TIG torches and accessories (Weld-Craft), welding consumables and gas equipment (Hobart, Elga) and automated welding equipment (Jetline.)

Actum Industrial clinched the agency via Orbital Cutting and Welding of Dubai, which represents both EH Wachs and Orbitalum. The company is looking to make inroads into the South Africa market. Kumar

Sundaram, Head – Middle East and Africa, Orbital Cutting & Welding, recently visited South Africa to conclude the agreement. He comments that the company is looking to make inroads locally.

Applications for Orbitalum equipment, under the brand name Orbimat, ranges from process plants (ultra-pure media such as semiconductors, electronics, pharmaceuticals and biotechnology, the chemical, food and beverage industries, aviation and aerospace technology and shipbuilding), through to the energy sector (power plants, refineries and the oil, gas and petrochemical industry) and even utilities (water and gas supply, heating, air conditioning and cooling and sprinkler systems).

"The Orbimat range of welding equipment is ideal for the South African market," Actum Group director Greg Barron comments.

Representing the latest technology, it is also user-friendly and low on maintenance, which is a critical factor in a low-skill

environment such as Africa.

"We will be targeting the agricultural and food and beverage sectors in particular, which represent an exciting new market for Actum Industrial. This is in line with

our strategy to continually diversify with new reputable brands into different sectors," Barron highlights.

Actum Industrial encompasses industrial products, instrumentation, pneumatics and professional tooling.

Together with Actum Electronics, it forms part of the larger Actum Group.

"We have gradually evolved from being a component supplier to being able to offer integrated solutions," Barron concludes.

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# SAIW – the welder training and certification leaders in Africa

*With welding underpinning almost every aspect of industrialised society and there being a serious shortage of skilled welding professionals in South Africa, the Southern African Institute of Welding (SAIW), through its wide array of courses from practical welding through to inspection, supervision, Non-Destructive Testing and more, offers young people the chance to learn a skill which will almost certainly get them a job! In this day and age that is indeed miraculous!*

It also offers welding fabricators the chance for ISO certification thus ensuring they get the appropriate recognition for their quality and skills in the local and global welding industries.

The SAIW was founded in 1948 and is a non-profit organisation whose purpose is to further standards in welding, fabrication and related technologies.

**Mission and Vision**

The mission of the SAIW is to act as the regional custodian of quality standards and technology developments in welding and related inspection technologies. It aims to assist companies, organisations and individuals to achieve and maintain the standards necessary for the application of welding and inspection technologies in a globally competitive environment.

The broad vision of the SAIW is to be a professional and efficient organisation, globally recognised as a regional asset by the stakeholders in welding related technology.

**Training**

The SAIW offers a wide variety of welding and Non-Destructive Testing (NDT) courses. The welding courses cover practical welding, inspection, supervision and codes of construction. Other courses include Appreciation of Welding, Paint Inspec-

tors, Welding Symbols and more. NDT training covers Magnetic Testing, Penetrant Testing, Visual Testing, Eddy Current Testing, Ultrasonic Testing and Radiographic Testing. Special courses are presented for advanced NDT techniques.

SAIW courses are set at international acceptance standards and are developed and maintained under the guidance of industry-based committees.

**Qualification and Certification**

This is administered by a separate not for profit company SAIW Certification. All the examination and certification activities for the various programmes available through the Institute are conducted by this company.

SAIW Certification is also responsible for SAQCC and IIW personnel qualification and certification in the fields of Welding, NDT, Pressure Vessels and Coatings.

Records of all candidates qualified and certified are maintained and published in a national register on the SAIW website.

The company is accredited by SANAS for personnel certification to the international standard for personnel certification ISO 17024.



The Institute’s activities for approval of training organisations and certification of welding companies are also part of the SAIW Certification portfolio.

**IIW’s Manufacturer Certification Scheme through the SAIW**

SAIW Certification is authorised by the International Institute of Welding (IIW) to operate its Manufacturer Certification Scheme in South Africa. SAIW Certification was the first organisation outside Europe to receive such authorisation.

Locally, the scheme, which is suitable for both manufacturing workshop and construction site activities, is known as the SAIW Welding Fabricator Certification Scheme. It is based on the ISO 3834 standard - quality requirements for fusion welding of metallic materials - and certified compliance means global recognition of a company’s capabilities.

To further assist the South African fabrication industry, SAIW has introduced a second welding fabricator certification scheme based on the quality control system requirements of ASME Section VIII Division 1 Appendix 10. This certification scheme is operated by SAIW Certification in a similar manner to the IIW scheme.

**SAIW as an Authorised National Body of the International Institute of Welding (IIW)**

The SAIW is an Authorised National Body of IIW and is accredited to approve training organisations to present IIW training programmes covering the full spectrum of qualifications ranging from welder, inspector, practitioner and specialist (supervisory qualifications) to technologists and engineers.

The IIW programmes are world-class standards, which have been developed and implemented in more than 35 countries worldwide.

**Promoting Welding to the Youth**

The SAIW has been at the forefront of promoting welding to the youth of South Africa through its well-known biennial welding competition. Previously known as the Young Welder of the Year, it will now be called the SAIW Youth Welding Challenge. The change is a result of an overhauling by WorldSkills South Africa of its welding competition from which the winner gets sent to the International WorldSkills event in Abu Dhabi in 2017.

The SAIW Youth Welding Challenge will be held from 21-25 November after a series of regional trials. The WorldSkills SA competition will take place at the ICC in Durban from 16-18 January 2017 and the WorldSkills International competition is in Abu Dhabi from 14-19 October 2017.

**Summary**


The SAIW is the leading welding training organisation in Africa and if you want to make sure your company has the appropriate quality recognition in the industry or, if you are an individual and you want to get ahead in the welding industry or you are just beginning and you want a job and have an exciting career, call the SAIW now on 011 298 2100 for more information.



## Welding – the miracle career

There is no better career choice for a young man or woman than welding. It offers a wide variety of activities from inspection to administration through to actual welding in a host of different applications. And most importantly, with a welding qualification, you’re certain to get a job.







So, see below for a list of our many courses and contact us for more information on how to bring a miracle into your life.



### Courses offered by the SAIW

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**For further details refer to the Course Prospectus on our website.**



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# SAIW

Southern African Institute of Welding



# EnerMech partners with SMC to add pneumatics to it's growing portfolio

ALREADY renowned for its extensive range of mechanical engineering services including cranes and lifting, valves, industrial services, pipeline process and umbilicals (PPU) and hydraulic products and services, EnerMech has expanded its horizons by concluding a partnership agreement with worldwide pneumatics group SMC to supply industry with the Group's huge range of pneumatic components and control systems.

"We are delighted that SMC approached us to handle its products and services in the Western Cape" said EnerMech General Manager for Hydraulics Faiek Fredericks.

"This relationship with SMC allows us to expand our operations which were firmly based in the oil and gas industry into a multitude of process industries where pneumatics form an integral part of our service offerings.

"Our business model of providing internal and external sales combined with our design capabilities, workshop facilities and on-site installation teams, is a perfect fit for the SMC operation and will dovetail seamlessly" said Faiek.

Jeanette du Plessis, Cape Regional Sales Manager for SMC Pneumatics South Africa concurs and explained that the two companies share similar philosophies, values and business ethics making EnerMech a logical partner.

"SMC are worldwide market leaders in pneumatic control systems and components having 12,000 basic models with over 700,000 variations, supplying industries as diverse as pharmaceuticals, medical, food processing, automotive, electronics, mining and energy. We have 400 sales offices in 83 countries with a sales force of more than 7,900 people that maintain close communication with our customers.

SMC South Africa is based in Midrand and opened its 4,317m<sup>2</sup> premises in April this year, comprising warehousing, administration, training and limited production facilities to service the local market.

"The Group employs more than 1,450 specialist engineers with technical centres located in Japan, USA, Europe and China, and access to all products and technical services are available

to our level one partners and that means EnerMech here in Cape Town.

"We have been impressed with EnerMech's customer service, solutions based approach and footprint in the Western Cape" she said.

"So confident is SMC that EnerMech are the right partner that they have provided us extensive support to allow maximum growth in the shortest time possible. We have two technical reps on the road and combined with the backup

of the SMC staff, we are well ready and capable of fully servicing the Western Cape." said Faiek.

Besides having trained EnerMech's personnel in its range of products and services, SMC experts will conduct training

courses throughout the year from EnerMech's Paarden Eiland premises covering basic pneumatics and hydraulics, electro pneumatics and hydraulics and mechatronics as well as offering specific courses customised to a customer's requirements.



*All smiles after concluding the SMC / EnerMech partnership agreement are (L to R) Adrian Buddingh GM SMC Pneumatics SA, Jeanette du Plessis, SMC Pneumatics SA Regional Sales Manager Cape Town, Steve Ord, EnerMech Regional Director and Faiek Fredericks EnerMech Sales Manager.*



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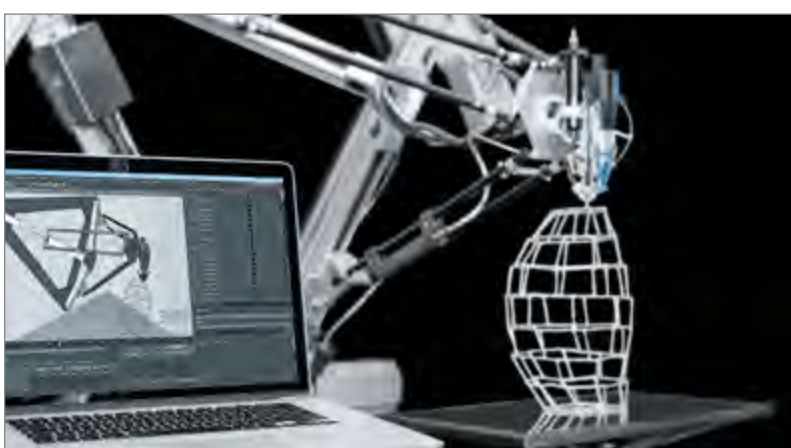
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# New technologies from Festo's Bionic Learning Network in 2016

AUTOMATION technology carries out everyday tasks in factories such as gripping, moving and positioning goods as well as controlling processes. Nature performs all of these tasks instinctively, easily and efficiently. What could be more logical than to examine these natural phenomena and learn from them? Festo have been dealing intensively with the bionics field since the start of the 1990s.

The projects from the Bionic Learning Network serve as development platforms that combine highly diverse technologies and components. "This year we have mainly been investigating new production technologies such as 'digital fabrication', as well as lightweight structures. One of our exhibits also shows what airborne assistance systems could possibly look like in the working world of the future,"



*Festo's 3D Cocooner.*

says Dr. Elias Knubben, Head of Corporate Bionic Projects.

## **Festo's 3D Cocooner: Bionic structures from the spinneret**

Works of architecture are normally attributed to human achievement. However, impressive designs also arise in the animal kingdom. Whereas bees, wasps and termites build their nests in layers, spiders

and caterpillars create impressive structures by weaving threads. This provided the inspiration for Festo to develop the 3D Cocooner as part of its Bionic Learning Network. Knubben says, "Just like a caterpillar, it spins filigree figures and customised lightweight structures from a fibreglass thread. The spinneret is precisely controlled by means of a handling system. As soon as they leave the

spinneret, the sticky fibreglass threads are laminated with UV-hardening resin and are joined together to form complex structures. Unlike with other 3D printing processes, these structures do not arise in layers on a surface but are created freely in three-dimensional space. This is something quite special."

With the 3D Cocooner, the virtual design program directly con-

veys the manufacturing instructions for a product to the tool level. The digital chain can thus proceed directly to the finished product, without having to pass through the usual channels of sales, production and logistics.

## **Festo's FreeMotionHandling: Autonomously flying gripper spheres**

This indoor flight object consists of an ultralight carbon-fibre ring with eight adaptive propellers, in the middle of which is a rotatable helium ball with an integrated gripping element. Thanks to the intelligent onboard electronics and indoor GPS, the ball can autonomously manoeuvre in any desired direction, pick up objects and put them down again in a suitable place. The human operator can safely and unproblematically interact with this flight object at all times. This opens up new possibilities for the workspace for the future: spheres such as these could serve humans as airborne assistance systems – for example in overhead operations, at dizzying heights or as conveyers in spaces with difficult access.

"But FreeMotionHandling is impressive not merely by reason of its unique flight characteristics. The sphere can be rotated by up to 180 degrees to freely orient its gripping element in any spatial direction," says Knubben. When the ball approaches the object to be grasped, it plans its own subsequent movements by means of two integrated cameras.

## **How do our customers benefit from these innovations?**

Continuous optimisation of the various technologies provides Festo with complex insights and approaches to developing and optimising new products and applications together with customers and partners. The expertise gained in this process makes Festo the partner of choice for its OEM customers from diverse sectors with various different requirements.

By providing appropriate components and solutions, services and expertise, Festo supports its customers from the outset in the development of their products and accompanies them from market analysis up to functional simulation, from prototyping up to efficient and productive series production.

# Chicago Pneumatic extends CPDG generator range

CHICAGO Pneumatic has extended its range of CPDG mobile diesel generators up to 200kVA. Originally including five models from nine to 40 kVA, the CPDG range has been bolstered with the addition of six new models from 60 to 200kVA.

Tony Calippe, spokesperson for generator equipment at Chicago Pneumatic comments, "As a result of this expansion, we are now able to offer our customers a complete range of small to medium sized mobile generators, which all provide a combination of exceptional toughness, reliability and easy operation."

Available through Chicago Pneumatic's global distributor network, the rugged and easy-to-move CPDG generators are designed to meet the tough demands of the construction industry. Using proven technology, which draws upon Chicago Pneumatic's history of making generators since the mid-1930's, CPDG generators can be relied upon by operators to provide a continuous source of electrical power. They are suitable for prime power applications in the general construction and rental industries, with all models being fully CE compliant for use in Europe.

With integrated forklift slots and a lifting beam, the CPDG

generators are easy-to-move and designed to be highly impact resistant. Other standard features include easy-to-read gauges, easy-to-access maintenance points and a galvanised canopy.

Chicago Pneumatic recently introduced a host of new optional features to the CPDG range. This includes a variety of tow bar and coupling combinations to fulfill the needs of different customers. Fully approved for use throughout the European Union, the new road trailer options mean the generators can be easily transported between sites without the need for major adaptations.

A new optional skid has been introduced to add extra robustness to the base-frame of the generators. It is specifically designed for applications where the unit will reside on uneven surfaces, or if needs be moved across the ground over short distances.

To provide operators with the option of extended run times, CPDG generators can now be equipped with higher capacity fuel tanks. This, coupled with 500-hour service intervals, means CPDG generators are especially suited for applications where a generator is required to reliably run for a high number of hours with reduced attention from the operator.

# Hyflo folds seed planter wings

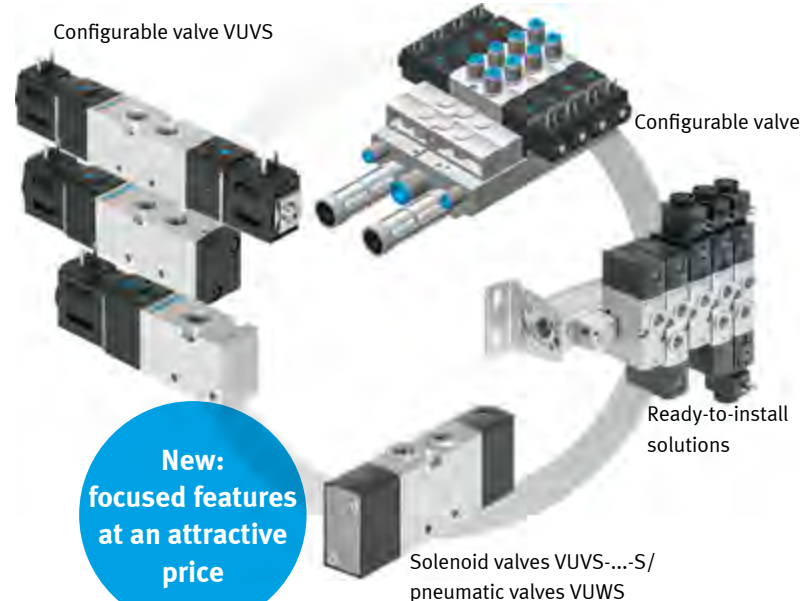
HYFLO Southern Africa, a BMG Group company, was commissioned by Theebo Tech to engineer the electrical and hydraulic systems for the Equalizer Maximus Wide Span planter. This planter is the biggest seed planter manufactured in South Africa and has two 12m wings, allowing up to 24 rows to be planted in a single run. With such a large wing span, the planter would not fit through farm gates, nor be able to drive down farm roads. Hyflo was asked to provide an automated solution to fold the planter's wing during transportation.

Hyflo worked closely with Theebo Tech in the initial design stage to ensure the hydraulic system would be able to fold the massive 12m, three ton wings. However, due to the complexity of the hy-

draulic folding requirements, it was clear that mechanical control would not be feasible. Hyflo's Mechatronic department was tasked with designing an automated solution.

The brain behind the control of the planter is the HydraForce Electronic Control Unit (ECU,) an IP67 PLC purpose built for the control of mobile hydraulics. The ECU allows the entire planter to be folded and unfolded from the comfort of the tractor's cab. To achieve this, the ECU relies on 43 I/Os which include position sensors, pressure switches, inclinometer, control interface and 13 solenoid valves. Hyflo and Theebo Tech were able to complete four Maximus planters in just over two months, showing their combined capabilities as leaders in the industry.

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# Tectra Automation enters oil and gas valve process market



Pictured at the conclusion of the agreement with OMAL in Italy are OMAL S.p.A Sales Director Piergiorgio Cittadini (left) and Tectra Automation's Pneumatic Product Manager Malan Bosman.

TECTRA Automation entered into a sole distribution agreement with Italy-based process valve and actuator manufacturer OMAL Automation. In terms of the agreement, Tectra Automation stocks and distributes OMAL's entire range of oil and gas industry-certified valves and actuators throughout South Africa and sub-Saharan Africa.

The agreement gives Tectra Automation a foothold in the sub-Saharan Africa process market, and facilitates the expansion of the company's Pneumatics Division. Essentially, in addition to its pneumatic and vacuum products, technology and solutions, the division adds process market products as a third leg

to its offering. It also puts the company in a position to bring customers from the oil and gas industry into the fold.

"We have had our growth strategy in place for some time now," explains Malan Bosman, Product Manager, Pneumatics, Tectra Automation. "When OMAL began the process of withdrawing its South African office from the country, we took the opportunity to enter into an agreement with the Italian head office. Their product range quality is in-line with Tectra Automation's quality offering, and the addition of this range enhances our overall solution offering."

The process industry valves and actuators, now a part of

the Tectra Automation's process market products, comprise pneumatic scotch yoke actuators, electrical actuators, co-axial valves, angle seat valves, butterfly valves and ball valves.

"It is a win-win agreement for both parties," he Bosman points out. "OMAL will benefit from Hytec's South African and sub-Saharan African footprint, as well as the Group's established African distribution channels." While there are smaller established OMAL distributors in the country, Tectra Automation's appointment as sole distributor for the region means each of them will now source their OMAL products from Tectra Automation. As Tectra Automation now holds comprehensive stock of all OMAL valves and actuators, the smaller distributors will benefit from fast order turn-around times.

Bosman and former OMAL South Africa sales representative Marno Gloy, who has taken up a similar position with Tectra Automation, underwent a week's product training at OMAL offices in Italy. "The transition has been seamless," Bosman concludes, "and for the smaller distributors and established South African and African OMAL customers there was no lapse in service or stock delivery."

OMAL Automation is one of four OEMs internationally that have certification to manufacture valves and actuators for the oil and gas industry.

## SA property growth remains stagnant, but commercial sector offers pockets of growth

Continued from P9

erty investors seem to be sticking to a holding pattern, not expanding their portfolios but managing them carefully so as to avoid risks and losses," adds van Biljon.

Occasionally, the more adventurous developer will surprise the market with a development reminiscent of the pre-crisis days, except that it captures much more attention in today's climate for being unusual.

"For example, the Atterbury Property Group opened the Mall of Africa in Midrand this year, which at 131,000m<sup>2</sup> is South Africa's biggest single-phase shopping mall development."

But van Biljon believes that this by no means heralds a return to the shopping-centre craze that drove an explosion of retail space



before the financial crisis. "Commercial developments follow economic and population growth. For now, we can expect a leveling off of the growth of retail space."

An interesting property sector that almost certainly will show strong growth in the foreseeable future is student accommodation, says van Biljon.

"Figures show that South Africa has 550,000 students who need accommodation, and the state, in the form of the universities and colleges, can only provide rooms for about 100,000 of

them. The rest will have to be provided by flats, spare rooms and of course property developers taking up this opportunity."

None of the gloom hanging over the property market means that it has lost its value as a long-term investment, adds van Biljon.

"It is just that there are hardly opportunities available for a quick profit in the short run."

For those considering property investment, affordability is the main consideration says van Biljon.

"Instalments are

generally higher than rentals, at least in the first five years, a reality, which poses a cash-flow challenge for a business that decides to become its own landlord."

"Rentals, however, are subject to annual escalations, so in later years mortgage instalments will become more affordable than the rentals the business would have paid, but only if the rise of interest rates is contained."

"Individual investors should therefore not expect immediate returns on their investment in a property. For now, long-term capital growth should be the goal, as well as any strategic consideration, such as securing the position of a business by buying the building from which it operates," concludes van Biljon.

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# Demag's V-Type crane girder at Electra Mining Africa



DEMAG's newly-launched V-Type crane girder be at Electra Mining Africa 2016, where the crane technology provider will display its full product range.

The new V-Type crane girder was launched in Sub-Saharan Africa in March this year, following its successful debut in Europe and North America in late 2014.

"We chose Electra Mining Africa 2016 as it is Sub-Saharan Africa's premier exhibition event, which has always been well-attended," Demag

Senior Manager Sales and Marketing Richard Roughley comments.

"This is the latest innovation from a company with a long tradition of innovative products, dating back to 1819." Roughley adds that the V-Type crane girder will be available at highly-discounted prices to exhibition visitors. "We also anticipate a large number of enquiries into our standard range," he stresses.

Demag's V-Type crane girder delivers safety and impressive load handling rates. Regardless of the

model type selected, it can be adapted easily to any building shape. It is the ideal solution both for existing buildings, as well as for new construction projects.

Built with safety in mind, the V-Type crane girder allows 30% more light to pass through, enabling personnel to better see their surroundings, while brightening the workspace. This improved view ultimately results in a safer and more attractive working environment.

The V-Type crane girder also has a shorter

time cycle, boosting productivity and overall output. It boasts several lifting points for safer installation of the load, and has more clamping and attachment points for lamps.

A particular feature of the V-Type crane girder is that tapered diaphragm joints have replace the solid box-section design of conventional cranes. Tapered diaphragm joints accommodate pressure and tensile forces more effectively to reduce resonant frequency by 30%. As a result, the V-Type crane girder is 17% lighter than comparable cranes with box-section girders.

This not only reduces the forces transmitted to the existing support superstructure, and provides architects with greater freedom when planning new building layouts, but also it improves the relative deadweight-to-load-capacity ratio, Roughley concludes.

Visit Demag in Hall 8 B19 at Electra Mining Africa 2016.

# Babcock goes for green with SENNEBOGEN

BABCOCK, the exclusive southern African distributor of leading construction brands including Volvo, Terex Trucks, Tadano, SDLG and Winget, concluded a deal with SENNEBOGEN at this year's Bauma trade fair, which will see the German construction equipment company's range of duty cycle, crawler, dragline and port cranes, as well as material handlers for all operations, included in the Babcock offering.

The agreement with SENNEBOGEN reflects Babcock's ongoing efforts to deliver top quality construction equipment to new and existing customers.

The German manufactured machinery – suitable for forestry, construction, scrap handling, ports and piling work – is largely custom built to individual specifications and combines superior quality with straightforward yet highly effective technology. Identifiable by its vivid green branding,



SENNEBOGEN's 'Go for Green' philosophy embraces quality, sustainability, innovation, value and tailored solutions.

Craig Sanday, National Manager for SENNEBOGEN, which forms part of Babcock's Equipment business unit, discusses the new SENNEBOGEN range

and explains the rationale behind the partnership. "SENNE-BOGEN have a very unique product line which complements several of our other product ranges. Most of the machines are built to customer specifications which means that customers

Continued on P28

500,000

Reduced loads.  
Longer service life.

**The Demag V-type girder – less is more.**

Thanks to the high quality of manufacture, efficient, light-weight design and reduced oscillation characteristics, the crane and components are exposed to reduced loads. The lower wear makes a noticeable difference in terms of cost efficiency. Whereas a comparable box-section girder will manage some 200,000 changes of load, a Demag V-type crane will easily manage more than 500,000 changes of load, delivering more than double the service life.



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## Potain helps Barrow Construction raise property value

A LARGE commercial property development has rapidly climbed out of the ground on the corner of Oxford and Glenhove Roads in Rosebank, Gauteng, since earthworks started on the site in July 2015.

The quick rate at which this office block is being built is a trademark of Barrow Construction's projects, the majority of which are undertaken on behalf of its property investment and development arm, Barrow Properties.

When completed, this development will bring 22,000m<sup>2</sup> of additional office space to Rosebank and will comprise four basements and a six and five storey tower.

John Barrow, managing and contract director of Barrow Construction, says the success of this development can be attributed to its strategic location in the heart of this vibrant economic hub, in addition to its close proximity to the Gautrain Rosebank station.

"It has been an extremely successful development, and we have already sold many units to other previous investors who have always appreciated the site and our projects," says Barrow.

The success of Barrow Construction's projects can be attributed to the hands-on approach taken by the company's management on all the company's builds. Barrow and his team of executives immerse themselves in every aspect of the construction programme, an approach that not only ensures the delivery of a high quality end product, but also an efficient and safe construction programme.

Barrow says this preferred way of operating is in line with the company's family-owned legacy, and the company partners with similar minded subcontractors and vendors in its critical supply chain.

Like most of Barrow Construction's sites, this development is characterised by the Potain tower cranes being used for material handling activities.

Barrow started using Potain cranes in 2012 when the company bought a pre-owned Potain MD175B unit from SA French. This first Potain tower crane was deployed on a 12 storey commercial property development in Sandton.

"That was an extremely important project for us and the Potain crane performed

very successfully, but it was SA French's family-owned legacy under the helm of Quentin van Breda that we really appreciated. He was very involved in the deal, as well as the after sales support that ensured the minimal downtime we need on all our sites," Barrow says.

This new development is a milestone for

Barrow Construction considering that it is the first to feature a new crane from SA French. Barrow says that it was the company's policy in the past to only buy refurbished pre-owned cranes, but SA French's new competitive pricing convinced Barrow Construction management to purchase a new Potain MC175C instead.

The decision to buy a new crane also brings a number of benefits for the contractor. These include sound warranties and access to the latest innovations from this leading French crane original equipment manufacturer.

Among these are the crane's "green" features, which provide significant cost

reductions in energy consumption on project sites. For example, the Potain Power Control function allows the crane to be operated at only 40kVA by decelerating the hoisting speed without affecting the speed of the slew and trolley.

Just as important are the significantly lighter overall weights of the units from the newer

series of Potain tower cranes. This lowers erection costs while simplifying installation on construction sites; both significant advantages on this project that calls for a tower crane with a free standing height of 58,9m.

Due to the sheer extent of the project with its 11,400m<sup>2</sup> footprint, Barrow Construction

needed a second tower crane with at least a 60m radius to reach right around the site to effectively lift and place the building team's formwork, reinforcement bar, concrete and fenestration requirements. The crane can lift 1,5 tons at 60m in a single hook and a maximum of 8 tons up to 14,4m in a double hook.



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# Ricoh SA Western Cape assembles industry top dogs

RICOH SA is in the process of assembling one of the most powerful sales, technical, and operational teams in the document imaging, managed document services, and production print industry at its Cape Town office.

Ricoh SA has chosen to focus on Western Cape as a strategic region due to the large number of branch offices of its international customers, the high concentration of production printers, and the economic value of the region.

“We have rationalised our national operations by creating opportunities for our business partners and retained a core interest in Western Cape,” says Jacques van Wyk, COO of Ricoh SA. “We are consequently concentrating our expertise, skills, and service delivery capability in Western Cape to service a region of significant strategic interest to us.”

Ricoh SA’s Western Cape branch has already employed or relocated 14 people to its office with more in the offing. Some come from Ricoh SA’s other national operations, some from close business partner offices in Eastern and Western Cape, and some from competitors. New employees are selected according to their abilities to complement Ricoh’s expertise in document process innovation, document management expertise, expertise in production printing, underpinning Ricoh’s shift to a services-led business model, and supporting its commitment to helping businesses be ready for the future.

“Western Cape, is a key strategic region for

us,” says Charl Vogel, regional manager, Western Cape, Ricoh SA, “which is why we have invested so heavily in developing our capability here, to ensure we can provide the professional level of service, technical expertise, and solutions customers expect from every one of our global operations.”

Among the new employees are Chris Weideman, now Customer Service operations manager and formerly country technical manager at Ricoh Nelspruit, with more than a decade of experience in the business. Derek Weatherall is now Pre-Sales Consulting and Solutions specialist who was formerly a solutions specialist at another business and who has more than two decades of experience in the industry. Among Weatherall’s

impressive list of skills are enterprise content management, business process optimisation consulting, business analysis, and cloud computing, to mention a few.

Katarzyna Korona (Kasia) is Commercial Accounts sales manager, Graham Gall joins Major Account sales after being a senior accounts executive with top industry credentials. He is joined by Lindi Theunissen and Jason Woodbine, who was promoted from Commercial Accounts, Michael van Soest returns to Ricoh with five years of previous industry experience, as customer service and PR representative focused on Strategic and Key accounts, Christopher Clark is in commercial accounts sales, Kyle Adonis is a Technical Support field engineer along with Lesley Smit

# Babcock goes for green with SENNEBOGEN

Continued from P26

are able to choose various configurations such as a diesel engine or an electric motor, wheels or tracks, making the SENNEBOGEN range of products highly versatile.

“A further advantage is the simplicity of the technology coupled with robust designs allowing customers to continue with operations even in most situations of electronic failure,” continues Sanday. “This translates to minimal operator downtime and when situations such as these do arise, Babcock will be on hand with our ‘trusted to deliver’ after sales support, technical assistance and spare parts.”

The SENNEBOGEN material handlers are designed for high performance capacity and maximum reliability and safety. The machines are available with a selection of robust modular undercarriage solutions for customised applications. These applications include timber, port and scrap handling, steel mills, recycling, waste and demolition, available with various quick-changing grabs and attachments. SENNEBOGEN’s heavy duty cranes available through Babcock include lattice boom crawler cranes, designed for heavy duty lifting that offer great flexibility by moving under load while providing high

stability; duty cycle cranes for dragline applications, available with an optional environmentally friendly electric drive, and powerful port cranes with a lifting capacity of up to 125 tons and high stability for heavy lifting works.

Sanday says that the environmentally friendly innovations and technologies employed by SENNEBOGEN are a further advantage, as they promote the reliability of the machines while at the same time contributing to reducing the demand for energy. SENNEBOGEN’s E-Series technology translates into a 25% saving on fuel, electro hydraulic drives have the potential to cut cost by 50% and their green hybrid cylinders can achieve up to 30% on energy savings.

The SENNEBOGEN factory is located in Straubing, Germany. This family-owned company is a renowned supplier of high quality key components with over 120 sales partners and 300 service support centres worldwide. The ‘Go for Green’ company has been in operation since 1952 and has seen consistent growth and success based on their philosophy that control should remain in the hands of the operator with a focus on simplicity, rather relying on robust technology to drive their machinery and avoiding over-engineering.

# PET Bottles for wine

THE supply of polyethylene terephthalate (PET) bottles into the wine industry has grown significantly since the Wine and Spirit Board of South Africa approved the use of PET under South Africa’s Wine of Origin certification.

“One of the most common questions asked by consumers when faced with a wine bottle made of PET is, ‘will the quality of the wine be the same’,” says Colette Estié of Mpack Plastics based in Atlantis. She adds that Mpack Plastics’ wine bottles do not affect the quality and taste of the wine in any way, as this premium multilayer technology reduces the absorption of oxygen and light into the bottle, thereby ensuring a shelf life of up to two years when bottled under certain conditions.”

Environmentally,

there is a strong argument for the use of PET wine bottles, in that they are 100% recyclable with a lower carbon footprint than glass. Energy consumption is also much lower during production of the bottles and while being transported too, as a 750ml PET bottle is approximately 85% lighter than its glass counterpart. The supply chain

savings are evident when up to 25% more bottles can be transported, because of the smaller physical footprint and lighter payloads required.

Mpack Plastics won a prestigious Gold Pack Trophy for a 187ml PET wine bottle designed for an American airline. The fact that PET bottles are lighter than the glass bottle equivalents, more

cost effective than glass and certainly safer than the latter, was of paramount importance. In addition to airline use, the PET bottles are also suitable for sports and leisure activities and where the use of glass is prohibited.

“For consumers who enjoy their wine, the PET bottles are a perfect solution for any occasion,” adds Colette.

“After an intensive preparation our cooperation is now in full operation. I am very enthusiastic about this partnership, as two professional teams are combining their activities for an excellent support and service for customers in the southern African countries. We from the SENNEBOGEN side will support the Babcock team with first-class material handling machines and cranes, but also with full sales, service and spare parts support. We are looking forward to a long-term, prosperous cooperation, always with the focus on the best customer satisfaction,” says Erich Sennebogen, President, SENNEBOGEN.

Babcock has a strong track record in sales of reliable construction equipment and trusted after sales support, working in collaboration with customers to deliver construction and material handling products that meet specific requirements, aligning with SENNEBOGEN’s customer-focused approach that places value on long-term relationships.



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## PET PLASTIC BOTTLES FOR WINE

- Application:**  
PET bottle designed for still wine. Suitable for sports & leisure activities, airlines use and where the use of glass is prohibited
- Extended shelf life:**  
The premium multilayer technology preserves the integrity of the wine for up to 2 years when bottled under specific conditions
- Light-weight:**  
Approximately 85% lighter than the glass bottle equivalent
- Environmentally friendly:**  
100% Recyclable with a lower carbon footprint than glass
- Awards:**  
Gold Pack and WorldStar awards

- Supply chain savings:**  
Smaller physical footprint allows larger transport loads and reduced costs from lighter payloads
- Production Ready:**  
Can be filled on existing filling lines with minimal modifications, much less noise and less scrap
- Range of sizes and shapes:**  
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## 55% of Propak Cape exhibition space sold, stands selling fast

EXHIBITIONS continue to bring a good return on investment and this view is supported by the number of companies that have already booked to be part of the next Propak Cape trade exhibition, which will be taking place at the Cape Town International Conference Centre (CTICC) from 24-26 October 2017. Already 55% of available exhibition space has been sold fourteen months in advance of the show.

"Exhibitions globally are producing high-value results for exhibitors."

Exhibitions globally are producing high-value results for exhibitors. "The global and local exhibition industry remains robust and, as the industry grows, so do the excellent results achieved by exhibitors," says Joshua Low, Event Director for Propak Cape. "Exhibitions offer a powerful medium to source new customers, engage with existing customers, build brand awareness, launch new products and generate sales and sales leads. Many of our exhibitors from previous shows have already booked to return to Propak Cape in 2017."

Propak Cape 2017 will be showcasing the full industry lifecycle from raw materials and processing to packaging, plastics, printing, labelling, logistics, warehousing, recycling and waste management. The packaging industry is driven by demands of consumers and latest global trends, which leads to innovative technology developments and product solutions to meet these needs. Many packaged products on the retail shelves are largely as a result of the collective food processing, packaging, plastics, print and labelling industries, which is why it's so important to showcase these industries together.

"The South African packaging industry is an important player in the local economy, one that continues to grow from strength to strength," says Low. "Global demand is being driven by increased markets for consumer products, rising individual incomes and an expanding population of youthful consumers. Propak Cape is an ideal

platform to showcase this growing industry."

The Western Cape is the perfect home for Propak Cape. As a major exporter of wine, fruit and other valuable commodities to international markets, the area is heavily reliant on the packaging and associated industries to ensure that produce arrives fresh and

undamaged at its various destinations.

"An extremely successful regional event, the show combines all elements of packaging and its related industries, and provides a powerful marketing vehicle for the broad industry it represents," says Low.

Visitors will be able to see a wide range of the latest

products, equipment, machinery and services from leading local and international manufacturers and suppliers. There will also be a programme of daily free-to-attend seminars which will provide further value to the visitor experience.

Propak Africa is endorsed by the Institute of Packaging South Africa, Plastics

SA and Printing SA. The show is organised by Specialised Exhibitions Montgomery, a member of the prestigious Montgomery Group, one of the most widely respected exhibition companies in the world with trade shows, consumer shows and specialist projects currently spanning Europe, the Middle East, Africa and Asia.



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# New injection moulding machine boosts training at Plastics|SA

THE training of future injection moulders in the Western Cape by Plastics|SA has received a welcome boost thanks to the sponsorship of a brand-new injection moulding machine by UServe and Tederic, which was unveiled at a launch event held in Maitland.

Customers and industry members gathered to see the official launch of the Tederic i380, a 100 ton, state-of-the-art injection moulding machine that was made available on a loan agreement to Plastics|SA for a period of two years. Guests of honour at the event included Simone Olivi of Campatella Robotic Center of Montecassiano,



Italy, and Umberto Favini, the local agent of UServe, who were on hand to answer any questions about the technical aspects of the machine.

According to Isabelle Brettenny, Regional Manager of Plastics|SA in the Western Cape, the new machine will significantly improve the level of training they are now able

to offer to aspirant machine operators.

“Our students will now receive hands-on training on the latest, state of the art injection moulding machines available as part of the nine-day course on Advanced Injection Moulding Setters (NQF4) course,” Brettenny said. She also singled out David Venter of Spicolty Plastics, who

initiated the project. “David had purchased a number of these machines for his own operations and felt that Plastics|SA would benefit from quality, up to date machinery to assist in the industry-related training of their machine operators,” she explained. The Tederic i380 runs on hydraulic oil, which is also graciously sponsored by Spicolty Plastics.

“We cannot over emphasise the importance of the industry partnering with us at Plastics|SA. We are deeply grateful for their assistance in upgrading our facilities, which will allow us to offer them the best and most up to date levels of training,” Brettenny concluded.

# Winning with Namaqua Wines



NAMAQUA Wines has been making magic since 1947 and, like good wine, the winery has improved with age to become one of South Africa's largest wineries.

Late last year, Namaqua Wines ran a regional campaign in Gauteng offering consumers the chance to win an array of prizes ranging from sports tickets and music downloads to a variety of food and shopping vouchers. Customers who purchased a five-litre Namaqua Natural Sweet Rosé at selected Pick n Pay and Shoprite stores qualified for entry into the competition. Now currently running, the same competition affords Capetonians the opportunity to win when they purchase either a five-litre Namaqua Johannesburg or Natural Sweet Rosé.

It made strategic sense for Namaqua Wines to advertise the competition at point of sale and an on-pack communication device provided the ideal solution.

The winery selected Pyrotec PackMedia to produce a promotional

label to carry the necessary competition details and a unique entry code on the available packaging space. The ideal solution for Namaqua Wines was a Fix-a-Form perforated multi-layered Promotional Label that adheres securely onto its five-litre wine boxes.

This label ensures consumers can access the unique entry number concealed beneath the perforated section of the label. Additionally, this section can also be resealed without damaging the label artwork in any way.

“Namaqua Wines is very pleased with the Fix-a-Form Promotional Label that not only meets business objectives and captivates the attention of shoppers in store, but also provides consumers with a visually appealing label with clear, easy-to-access information about how to enter the competition,” says Denim le Roux, Pyrotec PackMedia's Sales Consultant.

For a quality finish, Namaqua Wines rented an ALTech ALStep

S label applicator from Pyrotec's machinery division, Pyrotec PackMark, to quickly and easily apply the labels to the five-litre wine boxes.

As Namaqua Wines has experienced, when used skilfully, on-pack promotions can yield phenomenal results for brands. They do what most mediums of communication cannot – they drive purchases in store.

Pyrotec PackMedia offers a complete concept-to-application service of cost-effective, practical and innovative packaging solutions that enhance the visual and sales appeal of goods in the retail environment. With the array of multi-dimensional label options available from Pyrotec PackMedia, marketers can vastly increase the effectiveness of their on-pack communication.

“We are proud of this campaign and to have met Namaqua Wine's specification and expectations with our Fix-a-Form Promotional Label,” le Roux concludes.

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# DEHN Africa safeguards golf estates from lightning and surges



GOLF courses usually extend over large areas and include facilities such as clubhouses, caddy sheds, change rooms, halfway houses, shelters, golf cart parking lots and widespread irrigation and sprinkler systems that ensure the quality of the greens. They are also often located in areas where low voltage power supply is not readily available and receive power from the distribution network

operator (DNO) as medium voltage. Lightning strikes cause about 150 deaths per year in South Africa and six percent of these occur while golfing in an open field. It is therefore advisable by DEHN Africa for these facilities to have effective lightning protection measures in place.

The first step to achieving this is an assessment of the potential risk resulting from a lightning strike as per

the IEC 62305-2 (EN 62305-2) lightning protection standard and, based on these risk analysis findings, to plan protection measures. These should include a combination of external lightning protection and lightning equipotential bonding for all service lines entering and leaving a building or property, such as metal gas, water pipes and power supply feeder and control lines.

The following points encompass the various protection measures required for the different facilities of a golf course.

## Protection for shelters

The purpose of shelters on golf courses is not only to protect golfers from storms and rain, but also from

lightning interference. An external lightning protection system in combination with feasible measures to reduce inadmissibly high step and touch potentials at the entrance and in the shelter are required in case of a lightning strike. Therefore, shelters should not be installed at exposed locations such as on hills, and at the edge of a forest beneath isolated trees.

## Protection for clubhouses

The power supply feeder cable to the main low-voltage distribution board is often located in the basement of the clubhouse, together with different sub-distribution boards supplying power to the restaurants, halfway house,

offices, shops, and other detached buildings. Regardless of whether an external lightning protection system exists, a type 1 combined arrester should be installed in the main low-voltage distribution board to prevent potentially damaging lightning currents entering through the power supply feeder cable. In addition, the sub-distribution boards should be equipped with type 2 surge arresters. Telephone and data / internet access (Uk0 lines) usually have a dedicated service room in a clubhouse, this is where a type 1 combined arrester for IT equipment is installed for the Uk0 lines near the entrance point into the building.

Office communication and RFID systems

for ball machines, access control and the rental of golf carts play an important function. Thus, the network card should be protected by a surge arrester for LAN connections and the power supply by a type 3 surge arrester. However, it is equally as important to protect the protective circuit for the transmit / receiver antenna of the RFID system or for the TV and radio satellite antenna as well, near the entrance point into the building.

## Caddy/ trolley shed with integrated driving range

Measures to avoid inadmissibly high step and touch voltages in case of lightning interference are imperative, particularly in the case of highly fre-

quented entrances and shelter areas. To this end, numerous measures can be employed, for example keeping a surface resistance  $\geq 100 \text{ k}\Omega$  within a limited protective area of three metres around the down conductor (e.g. five cm asphalt.) As described above, lightning equipotential bonding has to be implemented for the different systems directly at the entrance point into the building and, if necessary (depending on the results of the risk analysis), further surge protection measures upstream of the terminal device should be provided.

Moreover, the same protection measures as for the clubhouse or the caddy / trolley shed must be taken for the golf cart parking garage and the cart shed.

## The role of Facilities Management in a new building

WHEN it comes to building a new premises for your business, your FM (Facilities Management) professional should be at the top of your go-to list. Why, you may ask? Because facilities management is about far more than just bricks, mortar and maintenance. FM is about people.

Studies show that environment plays a huge role in staff engagement and retention. A safe, happy workforce is an engaged and productive workforce, and that's good for business.

The FM professional's responsibility in any new building is to ensure that the design and facilities accommodate the tenant's needs and that the building is

future-proofed against changing requirements. The FM professional can also ensure that finishes, accessibility and operational aspects of maintenance and other FM-related functionalities are accommodated in the design and specs, ensuring maintenance and upkeep is kept to a minimum.

Most buildings are designed on a commercial basis and from an aesthetic point of view, working from the outside in. The FM professional brings the tenant and operational aspects needed for the building to work with the community it is intended for to the design table, enabling the design to work from the inside out. Practical experience gives FM

managers a unique overview of how the various systems integrate and function on a daily basis. Building finishes, and any potential maintenance difficulties they may entail, as well as potentially environmentally friendly or unfriendly systems and materials can be commented on, and design parameters can influence the lifecycle cost (operational costs) of a building. This cost is, over time, greater than the initial build or set-up costs, and should be managed intelligently.

## What if my FM can't be involved in the design stage?

If it isn't practical or possible to have an FM professional involved

in a building from the design stage, you need to make certain that the consultants that are appointed for the various disciplines have sufficient experience, not just in design work, but in practical maintenance of the systems, too. A full brief of the tenant's requirements should be clearly documented and measurable in order to guarantee that expectations are met by all parties.

Even if the FM professional only becomes involved after the building design and finishes have been specified and asserted by the client, they can move their focus to quality control on a broad basis in order to avoid delays when it comes time to start commissioning,

and when the handover of the equipment is done to the FM team.

## The triple bottom line - People, Planet, Profit

The role of FM in business is changing from being operational in nature to being of strategic value to an organisation. Business is being asked to be accountable on a triple bottom line basis of people, planet and profit. FM touches on all three of these aspects, so it is imperative that your FM strategy aligns with that of the business. Having your FM professional involved in a new building, from the design stage through to completion, makes good business sense.

## MasoSine pumps provide granola ingredient measurement

Continued from P16

pumps, but they have wear parts and are a bit of a nuisance to clean," says Winship. "In contrast, with the MasoSine SPS200 pumps, we simply take the front cover plate off and pressure wash, which we do once a week as part of our quality and hygiene control procedures. Other than that, the pumps are utilised heavily every day across a two-shift operation. Our original blend pump has been in place for five years and I think we've replaced the plastic gate once – and only as a preventative measure."

Ultimately, the au-

tomated pumping operations are helping S Moores output between 70 and 80 tons of granola every week.

Winship concludes, "I'm not sure how many other manufacturers are deploying MasoSine pumps in this manner, but to us it seemed that using them as a measuring tool was an obvious way to negate the need for a dedicated weighing assembly – and it works very well."

Certa is latest innovation from MasoSine, the creators of Sine pump technology and sets even higher pumping standards in food processing.

## Cummins comes to town

Continued from P17

country's national grid and are immediately and automatically available in the event of an interruption. Electricity grids' three critical components need to be up and running simultaneously: Generation, Transmission and Distribution. Gaynor elaborates,

"Cummins is able to supply back-up products to ensure continued power supply during challenging conditions. Whilst Cummins products are class-leading in terms of fuel consumption, efficiency and emission control the cost of back-up power generation pales into insignificance when one considers the impact of power outages on a business, medical facility or Government institution. Generally, the cost of alternative or complementary power genera-

tion will always be higher than base load Utility power generation. The benefits are clear - uninterrupted power!" Elaborates Gaynor

## Critical factors to be borne in mind

A key element of power generation systems is the continuous, reliable and ready supply of parts for ongoing maintenance and repairs, making the choice of OEM to supply the generator of critical importance.

Cummins products are all backed by a comprehensive warranty with professional support from the Worldwide Dealer Network.

## Cape Town facilities

The Cummins facility in Stickland offers

the full range of products, parts, repair and technical capacity particularly to the maritime and oil and gas industries of the region.

Rouaan Steinmann, Cummins Cape Town area manager explained that the 32 strong staff complement is structured 50/50 on administration and technical support with a strong bias on local apprentice training.

"Our customers in the Western Cape are not only marine in nature, although we undertake substantial work in this field with re-powering applications for National Ports and fishing vessels powered by Cummins motive and electrical power units. A recent example of this was repair and refurbishing

contracts for a fishing enterprise in Mozambique" he explained.

Current work also includes a refurbishment contract for standby units at the Koeberg Power Station on the West Coast.

## Programme line-up in Cape Town

Technical presentations and discussions led by Cummins power generation experts Kenny Gaynor, Warrick Gibbens and Nalen Alwar were made to a selection of Cummins customers who learned about the Cummins products and energy solutions, off-the-grid power options and new technologies with a focus on gas technology and industry applications.



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## Why it is important to wear high quality gear in a cold store

THE ideal human core temperature is about 37.5°C. Above this you are said to have a "temperature" and feel increasing unwell. Below and the human body restricts blood circulation until the heart stops at about 29°C.

At as little as 1°C below 37.5°C or "homeostasis," humans tend to lose concentration and the ability to do simple calculations. Working at cold temperatures can affect the joints and cause the painful hands and feet of Rey-

naud's disease, which causes numbness in certain areas of the body, especially fingers and toes. Moving into and out of freezer stores, especially with hot ambient temperatures, can stress the body, especially the heart.

Quite apart from these medical conditions, continuously cold hands or feet together with the painful warming process make cold store workers unproductive, especially if they need to spend longer and longer periods in warm up rooms.

Suitable thermal insulation of freezer clothing makes use of hollow fibre technology. There are now several types of insulation that have been developed to trap air efficiently in lightweight garments. If the dead air space is thicker than about 25mm then air currents can develop within the insulation greatly reducing its ability to stop the movement of heat. The out-

side fabric layer must be wind proof to prevent the ingress of cold air. Perspiration, although uncomfortable, does not necessarily destroy the thermal insulation of clothing unless it compresses the structure of the insulating fabric thus preventing it from trapping air.

"Worker productivity in South African cold stores is low when compared to the US or Eu-

rope. Productivity could be more than doubled if employee comfort was taken seriously and properly designed protective wear worn," says Danielle Manuel of Barpro Storage.

To improve productivity as well as to manage the risks attached to working in cold store conditions the wearing of the properly designed cold store clothing is absolutely essential.



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## Things that go bump in the night

"AS children we all feared bedtime and the things that went bump in the night. Not much has changed and now that we are adults, we fear these bumps for other reasons," says John Valentine, Director at Real Telematics.

"Impacts by forklifts are one of the biggest causes of stock loss, building, racking and other machinery damages, and according to our data base, the majority of such impacts occur after normal office hours and on weekends. This is very pertinent in 24 hour operations, but high damages also occur during normal day shifts as well," comments Valentine.

"Which is why many customers turn to Real FMX for risk mitigation. Currently Real FMX is the only product in the world that incorporates traditional Fleet Management, Driver ID, Engine Protection, Transmission Protection, Starter Motor Protection and much more in a single control box. It truly is the best value for money available. Not only

is the outlay relatively cheap but the ROI is also extraordinary."

"Unlike some other impact products, Real FMX has a built in accelerometer to detect impacts, which alleviates the risk of wiring and other sensors falling off due to the robust application experienced by forklifts in most operations. Our impact sensitivity can be configured per machine per application, ie. ten machines on the same site with different tasks can all be set up differently. Every impact, its severity and who the driver was is recorded, and at pre-set critical levels will send a live alert via email or SMS to the relevant manager detailing the machine, driver, date, time, exception situation and severity thereof," says Valentine.

"Even with cameras onsite, it's often difficult to pinpoint the individuals that cost you so much money every day. But with Real FMX those instances are highlighted with enough information to be able to take action where necessary.

Speed is often the cause of many impacts and not often is it taken into account that whether you hit a pallet at 1km/h or 10km/h, you will still wipe out a pallet of product, particularly FMCG."

"Combined with speed, the weight of the machine and its load makes the inertia levels very high, which is why health and safety is always such a serious aspect in materials handling. Again with Real FMX speed monitoring, speed alerts and speed limiting are all configurable per operation and can be very powerful in reducing site incidents."

"Visible damage from impacts is only part of the true picture," says Valentine. "Like icebergs, only the obvious is initially seen. But under the water lurks bigger issues as well, such as long-term metal fatigue where axles, masts and other moving parts life cycles can be diminished through impacts and other misuse. If you want to take control of your site, reduce costs and increase productivity, the only wise choice can be Real FMX."



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# Integrated technology mindset needed for logistics success



By Grant Marshbank, COO of VSc Solutions.

SOLUTION buzzwords in the logistics industry are often abused as blanket statements for empty promises. The intentions held by those overused words are however still the stepping stones to success for the logistics industry. The cement holding the stepping stones together, is a change in approach towards an integration mindset; the understanding that no part of the supply chain should be reported on in isolation. Unless you start with integration mindset, you're going to end up with only a subset or snapshot of what you actually need to make informed decisions.

**Solutions must be more than just software**

The solutions and advice available in this day and age should enable the industry to not only compete locally, but outperform a highly advanced global logistics industry. Software should not only create and store data; it should be able to leverage data. Rather than just selling software, solutions providers should be able to assist clients in

ensuring that their client environments are ready for new technology. This demands an awareness and understanding of all the different systems that are operational both inside the client's supply chain, as well as external to the client's supply chain environment. This understanding should be supported by the ability to proactively facilitate the true automated integration at set periods in time is a reactive mechanism, and is simply not good enough anymore.

**Integration must be instant and automatic**

The state of a supply chain can be influenced by so many factors that it's become critical to collect and process data in real time. Only once data managed by various pieces of software can be viewed together in real time, can a true view of the state of a supply chain be presented and used as basis for informed decisions. It is this type of integration that is the differentiator between the current status of a business and industry, and innovation leading to growth and achievement of strategic goals. The visibility of the data that can help drive innovation is often promoted as a simple visualisation toolset. The disadvantage of these simple toolsets is that they are not robust enough to establish connectivity between different systems. The connectivity effectively normalises data into a format that can be displayed in

real time, in a method that is understood by those that need to make decisions influencing competitiveness.

**Business intelligence must lead to innovative decisions**

What is needed is an intelligence layer to enable various stakeholders in the supply chain to make well-informed decisions. Such an intelligence layer doesn't merely package the data. It first goes through a process of system integration, data normalisation, data analysis, converting data into information, on only then delivers

the visualisation. All these highly complex processes happen in a matter of split seconds. This lightning-fast process allows stakeholders with various levels of skill, and different areas of interest, to be informed by one set of insights. With a manual process, interpretation is largely subjective, and demands a massive amount of resources that usually deliver the insights by the time any reaction will have little to no effect.

**Analytics must deliver objective insight**

Data in the logistics industry is typically

poorly structured, and supply chains can learn a lot by just structuring their data properly. While deploying software in the supply chain usually sees linear gains, the industry can benefit from exponential growth from decision based on integrated data that unlocks hidden value. Real-time transactional insights trump flat analytics in terms of visibility of any business process, stock levels, return times, productivity, cost and waste management, comparing actuals to prior or forecasted information and much more.

Through a Knowledge Integration Network companies and software providers can work together towards a common goal that protects sensitive data while mining the most value to the benefit of the entire supply chain.

What is needed is a platform that allows for the successful translation of any electronic message into any format required by various enterprise or materials resource planning systems currently used by supply chains. The translation then allows full electronic data communication

between client and supplier bases. To enable real-time supply chain management, the translated data needs to be presented in a single, secure platform that maintaining full visibility and traceability of all transactions.

The test for whether a system offers true integration is that it must deliver end-to-end, real-time, visibility of data across the entire supply chain including service providers, trading providers, warehouses, and distribution providers. Once-a-month integration via a manual process is not enough anymore.

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APC Storage Solutions SA, through its partnership with Mecalux, a leading global specialist design and manufacturer of storage and warehouse solutions, now launches one new automated warehouse storage system in South Africa each year. This is in addition to its consistent offering of the latest European trending warehouse and storage solutions to local companies, some of which have been developed specifically for the African market based on input from APC Storage Solutions SA.

The 16 year-long partnerships have seen the local company install an average of 10,000 tonnes of storage systems each year. This equates to 150,000 tonnes in more than 5,000 projects across South Africa and Southern Africa, which has contributed to APC Storage Solutions SA organic growth.

Beginning with head office premises in Johannesburg and installing quality small solid angle shelving, the company has opened three additional branches in South Africa's main provinces that design, install and service comprehensive storage and automated storage solutions around the country. Additionally, APC Storage Solutions SA has done a large number of conventional racking and shelving projects as well as semi-automated and automated installations in southern Africa, and continues to service countries in this region.

As the first South African storage and warehouse Solutions Company to import

technologically advanced European racking and shelving, dating back to 2000, APC Storage Solutions SA has set the benchmark in warehouse and storage system quality in South Africa.

"Mecalux's superior quality across its range and the current technology incorporated into its automated solutions gives customers a longer lasting warehouse solution that ultimately lowers the overall cost of storage ownership. This lower total cost of ownership, effects savings across a company's entire supply chain, which in turn improves our customers' bottom-line over the long-term, due a marginally higher upfront cost," says APC Storage Solutions SA Managing Director Fred Albrecht.

### Shared IP and product development

Of significance to the relationship is the shared intellectual property between manufacturer and distributor. Subsequent to each installation, APC Storage Solutions SA conducts an in-depth project analysis and provides recommendations to Mecalux's RD&I department, which now spends approximately R 6 million (about R 110 million) on research, development and innovation annually. Feedback from APC Storage Solutions SA is used by Mecalux to tailor products for the African environment and associated logistical storage systems. Albrecht says that this dual development process is indicative of the collaborative partnership and the trust shared between the two companies.

"Our feedback has been incorporated into a number of storage solutions," Albrecht states.

"One example was the suggestion to innovate and introduce an electro-magnetic system incorporated into our Pallet Shuttles, which attaches the Shuttle to a Forklifts forks, thereby facilitating

an anti-fall protection system. The final product, the first of its kind, was rolled out on an international scale, which is testament to the innovation brought market through our involvement."

Playing a significant role in improved automated product development with nine improvements in the Pallet Shuttles, including associated programmable logic controllers for the SA market due to our pallet types and loads.

Albrecht says that the Mecalux partnership grants additional value for customers through technological advances and a market offering that exceeds anything available locally.

He cites a turnkey project in the making of a 26m high self-supporting warehouse in Lordsvue, consisting of eight gangways (walkways) in height, developed by APC Storage Solutions SA and manufactured by Mecalux.

"This will be a true landmark for generations to follow and, again, it is a first of its kind in the world."

### Business expansion

"Our dedicated approach as the South African partner and brand ambassadors of Mecalux, has positioned us as a significant Mecalux partner, which now also considers us part of its core team," says Albrecht.

"Since we began our partnership with Mecalux, they have multiplied their annual international turnover almost tenfold. It is gratifying that installations in South Africa and southern Africa, via APC Storage Solutions SA, are contributors to this growth."

He adds that, on the other side of the coin, no other South African warehouse and storage solutions provider has been able to meet APC Storage Solutions SA's product quality and diversity, and their geographic support to customers.

## Setting the standard



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Devin Geyser of KZN recently presented the P250 25ton Tow Tractor to Bidair Services (Pty) Ltd for the airport services in Durban. Bid Air have been a customer for approximately ten years and have quite a number of Linde Trucks in their fleet all across the country. The reason that Bid Air selected the Linde tow tractor is due to the quality and reliability of the product, as well as the excellent service that they receive from the Durban Branch. Seen in the photo is Devin Geyser with Ashwin Govender, the Workshop Manager at Bid Air.



OPINION

Environmental bureaucrats have no shame



Contrast this draconian action with the fact that the EPA's own spill (again by a contractor) has never be similarly punished – even though the pollution unleashed in Colorado

was infinitely greater. The waste poured into the river reached New Mexico, Utah and Navajo reservation. People had their drinking water stopped. It is estimated will

take more than 20 years, to clean the mess. When the senate committee asked why no one had been criminally charged, the head of the

Environmental Protection Agency's enforcement arm said no one at the agency would be punished. The EPA logic was that the EPA did not create the waste. The EPA only punishes those who create pollution.

In other words, if the EPA poured toxic waste into a river it was immune from prosecution. Only other people were.

Funnily enough the EPSA has paid local authorities for some – not all – of the costs of the clean up but none of its employees, nor its contractors will be punished in any way – this from an EPA that helps to put people in jail for

accidental pollution. Why it is that environmentalists can sit on some lofty height above ordinary people, secure in their sacred, and indeed, holy right, to tell everyone what to do, and punish them?

When those environmentalists are unelected government bureaucrats, supposedly servants of the people – for that is what the term a Civil Servant means – it is not service, but the beginnings of, and sometimes actual, tyranny.

To many people, the fig leaf of democracy in this situation covers little, and is slipping towards blatant nudity.



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# How to avoid being Mrs Trump

THOSE Americans are a nation of liars," said Luke the Dude as he savoured his first sip in the local Pub and Grill. "We thought Clinton's missus spent most of her time baking pork pies, but the way things are going now, she is beginning to look like Mother Theresa."

Our conference of splendid gentlemen (gentlewomen always welcome) were gathered for our usual unravelling of the universe, world government and rugby.

"What are you on about?" enquired Big Ben, always weary that Luke might be launching an attack on the Government.

"Look," explained Luke the Dude patiently, "we all know that Donald Trump rolls them out at a lie per sentence – did I invite Putin to spy on Americans? Nah I was being sarcastic; did I say Senator Cruz's dad assassinated Jack Kennedy? Well, maybe. But his missus is no better."

"True," concurred The Prof. "She lied about having a degree. That will get you fired in most places. Not at the SABC, of course. There you can even lie about having matric."

"And she couldn't make up her own speech without plagiarising Michelle Obama," scorned Jon the Joker. "Useless!"

"Ah, but Mon Ami," protested Jean Jay, "That one, he did not marry her for her words. And those were nice words, why could she not use them?"

"Absolutely not, Boy," reprimanded Colin the Golfer, "plagiarism is theft. You cannot use someone else's words."

"Well now," differed Dave the Dancer, who doubles as the local bookseller and is in the habit of reading them, even in this day and age. "Allow me to demonstrate how you can do it legally, no lies no theft – and if I may say so, with much fun. I am currently rereading Peter Ustinov's autobiography, *Dear Me*, published by Penguin."

"When Ustinov was making the film *The Egyptian* he had the dubious fortune of working with Michael Curtiz, the director. Curtiz was a tall, serious Hungarian who had been in Hollywood so long, he had forgotten his Hungarian. And he never learned American, let alone English. So, if you'll allow me to tell the story in Ustinov's words from my yellowed paperback, this is how it went":

"I was presented to him on arrival, and he greeted me with the complicated grace of an Imperial corps-commander welcoming a new lieutenant hot from Budapest. The next day I was presented to him again, with precisely the same result. He had evidently forgotten me in the interim. I reckon I was introduced to him at least ten times during the first week, each time for the first time. After that a kind of shadow passed over his face, as though he was trying to place me."

"I came down on to the floor for my debut to find him filming a tavern scene. Jean Simmons was sweeping the floor with a large besom broom. Victor Mature was very angry about something or other in ancient Thebes, and he dashed a papier-mâché goblet to the ground."

"No lips of mine shall ever touch this chalice!" he cried out.

"In the centre of the stage set my stand-in, dressed identically to me, chewing gum and looking round with a very contemporary kind

of detachment. I touched Mike Curtiz's arm. He bridled in irritation, then stared at me, trying to place me.

"Cut," he cried. "Vie you not on set?"

"Nobody called me," I said.

"God damn, dat no excuse."

"Angrily I took the place of my stand-in."

"Vie you not bring my attention?" he shouted at the stand-in.

"I tried to, sir," shrugged the stand-in.

"We all did!" cried Jean Simmons.

"That's right," confirmed Victor Mature.

"Ven nobody have interest film in heart, vil suffer only vun ting, film," grumbled Curtiz.

"Of course, by now Marlon Brando was no longer part of the cast. He had taken one look at the final script, and become victim of a rare illness, from which he made a miraculous recovery once shooting had begun on his replacement."

"Communications with Mike Curtiz were extraordinarily difficult. He seemed to understand absolutely nothing I said, while agreeing with it all and doing just the opposite. There was only one slender ray of hope. In a moment of rare repose, he suddenly spoke, apropos of nothing."

"Vienna," he said, with a fatalistic chuckle, "I remember ven I vos barefoot boy in Vienna mit my broder, selling in the teatre sweets and magazine programmes. Life!" His eyes looked heavenward a moment in smiling recognition of his fortune, and he retired once again into his more impenetrable abstractions.

"It so happened that I had just received a letter from the 'Theatre in der Josefstadt' in Vienna, on appropriately heraldic and evocative notepaper. They were about to perform *The Love of Four Colonels* and asked for certain precisions. It was a letter so technical it could mean nothing to anybody but myself, but I thought the letterhead itself may lure the nostalgic Curtiz further out of his lair, and expose him to human contact by way of his reminiscences."

"The next day, after briefly reminding him who I was, I said, 'Mike, you remember yesterday –'"

"Of course I remember yesterday," he interrupted as though I had insulted his powers of retention. I refused to be sidetracked.

"You told us of your boyhood in Vienna."

"Dat vos not yesterday," he cried, "a long time ago!"

"His expression became suddenly serene."

"Vienna," he said with a fatalistic chuckle, "I remember when I vos barefoot boy in Vienna mit my broder, selling in the teatre sweets and magazine programmes. Life!" His eyes looked heavenward a moment in smiling recognition of his fortune, and before he could retire once again into his more impenetrable extractions, I nipped in with my letter.

"He took it, and to my dismay did not as much as glance at the letterhead, but went straight on to the letter as though it were intended for him."

"We're ready, Mike," said the cameraman.

"Mein God, vot manners," cried Curtiz, "to interrupt van man ven his is reading vun letter!"

"The cameraman went away in disgust, and Mike Curtiz returned to his incomprehensible reading matter. Then, to my horror, he stuffed it into his pocket, and prepared to direct."

"My chief concern was how to recuperate it, and I waited to the end of the day. I cornered him as he was about to leave the set."

"Mike," I said, "could I have my letter, please?"

"No," he replied gently, on a tone of high morality, "I am not de kind director write letter actors. I know it exist director too scared actors, so dey write letter instead to say vot tink. I not such. If I tink stink, I say. If I tink voonderful, I say. Always I say. No letter. Always say."

"I gritted my teeth."

"Mike," I said, "you have a letter belonging to me."

"I no mail-man," he retorted heatedly. "Ven is letter for you, it vil be post office, mit your name on, not mine name on."

"Mike," I screamed, "you have a letter belonging to me from Vienna!"

"Vienna," he said, with a fatalistic chuckle, "I remember ven I vos barefoot boy in Vienna

## OPINION

### ON THE CONTRARY



Pieter Schoombe

mit my broder –"

"Before he had finished the sentence, I dug into his pocket and removed my letter. He noticed nothing. I made no further attempt to reach a more accessible unity. We were both better off this way."

The conference of splendid gentlemen applauded.

"None of those words were mine," said Dave, "But I said upfront whose they were and who published them. That's the way to bring brilliant writing to the local Pub and Grill."

"Better than the Government can do," grumbled Luke the Dude, apropos of nothing.

"I am not so sure," considered The Prof. "Those promises before the elections looked like pretty brilliant fiction to me ..."

E-mail: noag@maxitec.co.za

## Environmental bureaucrats have no shame

IT is quite extraordinary how arrogant environmental bureaucrats can become, so secure in their belief that they lead a moral crusade to save the earth from its human inhabitants.

The largest example of this new type of un-elected civil service empire is the massive 17,000-strong Environmental Protection Agency (EPA) in the US. Recent events seem to indicate that it really is above the law – even those legal powers it now holds, courtesy of those who were elected by the US citizenry.

Some time ago, there was a bad case of toxic mine waste in Colorado that should have been cleaned up by the polluter, but was not. Once alerted the EPA sprang into action taking the environmentally sensible course of getting rid of it by pouring 12 million toxic litres of it into the nearest river.

Yes, they did.

It certainly got rid of the mess – easily and supposedly most cheaply as well --but then why make a fuss about actions

### THE OTHER SIDE OF THE COIN



Keith Bryers

by guardians of the environment?

The thing is that should anyone else have done it the EPA would use all its considerable power to not only fine the culprit but make damn sure criminal charges would follow.


Yet the EPA was not censured in any way, and indeed how could it, it was its own judge and jury after all.

To go back a bit to illustrate this Teflon-like slipperiness of the EPA one can give an example. On one occasion a railway supervisor was held criminally responsible by the EPA after a contractor in Alaska hit a crude oil pipeline spilling thousands of litres into a river.

The poor man was hauled into court, found guilty even though he was not on the site when the accident happened.

Continued on P35

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