

CAPE Business News

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SEW-Eurodrive launches new Field Service Department

It will focus on customer support and growing its OEM footprint.



10

Babcock introduces ground-breaking construction equipment

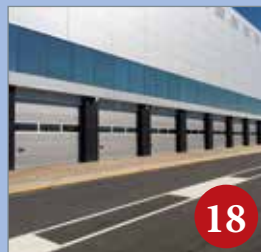
2017 will be an exciting year for the company's equipment division.



17

Sectional doors for Kyalami

A dramatic transformation and upgrade to the Grand Prix facility.



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Seventeen for 17

IT would be fair to say 2016 was a most eventful year – although most of the Western Cape business community might have preferred not to have endured ructions in the exchange rate, the prolonged drought and numerous political curve balls. In truth – at this delicate juncture – it does seem 2017 will prove every bit as challenging for local businesses. But – while surviving the slings and arrows of South Africa's outrageous fortunes might be foremost in people's minds – indications are that the year ahead will see the unfurling of some exciting developments across many economic sectors in the Western Cape.

Looking into our crystal ball, here are the 17 developments that might pan out in 2017.

1) TAKING A RAIN CHECK: While most parts of the Western Cape look a little low on water (following below average winter rains) it does seem big summer downpours further north should break the prolonged drought that has played havoc with agricultural input prices (especially in the plucked poultry sector). If agricultural conditions do improve in the months ahead Cape Business News (CBN) reckons the fortunes of PSG-owned agri-business investor Zeder – which owns stakes in Pioneer Foods, Capespan, Zaad, Quantum Foods and Kaap Agri – will be worth monitoring closely. Of interest will be whether Zeder encourages Capespan to expand their fruit farming endeavours, and whether there will be enthusiasm for seed business Zaad to expand its product basket. Another possible development might see KwaZulu-Natal-based Crookes Brothers expanded their deciduous fruit footprint in the Western Cape.

2) SHAKEN NOT STIRRED: The Western Cape liquor industry is likely to take on a whole new flavour this year. KWV's operating assets and liquor brands have already been sold to international entrepreneur Vivian Imerman's Vasari. Neither PSG or HCI had any luck pouring consistent profits from KWV in the last decade, so will be interesting to watch how Vasari looks to fortify the margins in KWV's award winning brandy and wine brands. This year will also almost certainly see SABMiller selling its 28% stake in Stellenbosch-based liquor brands conglomerate Distell to Remgro, which already owns roughly 34% of the company. With the Rupert family controlled Remgro 'large and in charge' at



Distell, CBN reckons the chances of some inspired deal-making are greatly enhanced...especially with former SABMiller executive Richard Rushton at the helm. One small deal that CBN is pondering is whether Brait – the investment company controlled by retail tycoon Christo Wiese – might sell off its stake in wine and spirits group DGB. There would certainly be no shortage of buyers.

3) INDUSTRIAL HEADWINDS: The industrial landscape in the Western Cape has looked rather bleak in the last 18 months with the prospects for large Cape Town-based contenders like Invicta and Torre somewhat brittle. At the time of writing CBN had also heard the sad news that ship-building stalwart DCD Dorbyl was heading for business rescue. Invicta and Torre might be worth watching in 2017. Both companies have built their respective growth engines by acquisition, and – with so many industrial companies trading under stressful conditions – still have muscular balance sheets to pounce on well-priced opportunities.

4) LAND-HO: The local property sector appears ready to tick along very nicely this year. Respected property guru Mike Flax has already recently taken Spear to the JSE. Spear is a dead-ringer for Spearhead, the company Flax brought to market over a decade ago (and then sold to real estate giant Redefine). Like Spearhead Spear is exclusively focussed on Western Cape property. It also appears that Trematon Capital might be gearing up for listing two property companies – including one in the residential

space. This year might also be a big year for empowerment group HCI, which has become increasingly adventurous in its property development endeavours of late.

5) SHOP TILLS WILL DROP: The handful of Cape Town-based retail giants are likely – judging from recent trading updates – to be in for a tough year as consumers come under increased pressure. Shoprite (see "Farewell to the king") and Pick 'n Pay look best positioned in terms of profitability with Woolworths and fashion retailers Foschini and Truworths likely to struggle to grow bottom line. But niche retailers like sportswear specialist Holdsport, fashion retailer Rex Trueform and catalogue retailer Homechoice may well surprise with fairly robust performances.

6) DIAMOND DAYS: The last great Cape Town-based diamond mining firm, Trans Hex Group, is now under control of two of the country's most respected investors, retail tycoon Christo Wiese and top rated asset manager Piet Viljoen. Trans Hex – which still has a large cash pile – needs to get bigger in order to secure longer term viability, and Wiese and Viljoen may well be able to uncover a few gems to acquiring in the year ahead.

7) CHIPS ARE DOWN: Will 2017 be the year that the Western Cape Government gives the green light to a second casino in Cape Town to rival GrandWest – which has enjoyed an extended period of exclusivity in the city. Gaming group Tsogo Sun appears to think so. The company has bought the shares it did

Continued on P5

Farewell to the king



THE long reign of Whitey Basson – the CEO of Shoprite Holdings – as the king of South African retail is almost over.

After nearly four decades, Basson will soon retire from executive duties at Shoprite – the Parow-headquartered retail chain that generates over R130bn in sales from 1,855 (Shoprite, Checkers and OK) stores and 359 convenience and liquor stores. When Basson started Shoprite the company was worth just R1m.

What is amazing about Basson's retail career is the longevity in the CEO post at Shoprite. Shoprite's majority shareholder and retail tycoon Christo Wiese consistently backed Basson through many changes in the local retail landscape when others might have suggested that putting new hands on the tiller might have been a prudent move.

Rival Pick 'n Pay has seen three CEOs in the last decade alone. Indeed Wiese's other great retail venture, fashion retailer Pepkor (Pep and Ackermans), saw numerous leadership changes over the decades. Shoprite, however, remained Basson's baby.

Basson came from an accounting background before joining Wiese's fledgling Pep Stores in the 1970s. Before long Basson had become a member of the Pep board, and later took the role as head of operations.

In late 1979 Basson managed to snap up a small eight store Western Cape-based grocer, named Shoprite, from the Rogut family.

During 1980 Shoprite was restructured – mainly involving the closure of some stores and opening of new

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CAPE
Business News

Energy efficient solution from Zest WEG Group

ACCESS to an original equipment manufacturer (OEM) that can cover the full electrical scope of supply for mill applications is a major advantage and this is exactly what secured the Zest WEG Group the contract for the supply of an energy-efficient solution to drive the mill at Yanfolila Gold Project in Mali.

Yanfolila Gold Project is being developed by Hummingbird Resources as a low-cost, high-grade open pit mining operation. Its first gold production is targeted for 2017.

Following close collaboration with the mill OEM (Original Equipment Manufacturer), Zest WEG Group provided an optimum solution, which will meet the performance parameters of the milling

circuit while ensuring cost-efficient operation.

David Claassen, Executive, Zest WEG Group said that this is a good example of where the group is able to leverage not only its extensive expertise in electrical solutions for mill circuits, but its access to a comprehensive range of quality products.

Zest WEG Group is the South African subsidiary of leading Brazilian motor and controls manufacturer, WEG.

The group's product line-up includes low and high voltage electric motors, vibrator motors, variable speeds drives, softstarters, power and distribution transformers, MCCs, containerised substations, mini-substations, diesel generator sets, switchgear and co-gen-



David Claassen, Executive, Zest WEG Group.

eration and energy solutions as well as electrical and instrumentation construction and project execution services.

Claassen says that being in this enviable position, Zest WEG Group is able to exercise absolute control over the packaged solution including shortening lead times and offering cus-

tomers the flexibility in meeting exact application requirements.

The electrical solution for Yanfolila Gold Mine includes a 2,000kW, six pole, 6,6kV squirrel cage WEG electric motor, a medium voltage WEG variable speed drive (VSD) and a dry type phase shift transformer. The VSD and trans-

former will be housed in a custom engineered and manufactured sub-station. The sub-station will be manufactured and fully tested at Zest WEG Group's sub-station and panel facility in Johannesburg.

"Another very important advantage to the customer is that in dealing with a single OEM, the fully-completed electrical solution will be shipped to site as a plug-and-play solution," concludes Claassen.

The electrical solution is scheduled for delivery to site in Q1 2017 and Zest WEG Group will be responsible for all interfacing between the VSD and upstream MV switchgear, output isolation and complete control and protection system including frozen charge protection.

Premfish baits investors

CAPE Town-based Premier Fishing has confirmed its listing on the JSE this year, and with that development the company has offered some interesting insights into future profit projections.

While PremFish is the smallest of the big four local fishing companies – which include the massive Oceana as well as Sea Harvest and I&J – there appear to be plans

to dramatically boost the size of the profit catch.

According to an investor document published by parent company African Empowerment Equity Investments (AEEI), PremFish could land post profit after tax of R77m and R117m in the years to end February 2017 and 2018.

Premfish also aims to raise some R635m in fresh capital from investors when it lists. This

will give the company a considerable war chest with which to pursue selected acquisitions in the fishing sector and the complete expansion of certain key initiatives.

There are increasingly audible rumours that PremFish is looking to take over the Saldanha Group – although any number of family owned fishing enterprises could be up for sale in the run-up to the 2020 fishing

rights allocations. But the fresh capital will also come in handy for funding the production expansion at PremFish's promising abalone farm and accelerate initiatives in the fishmeal and pilchard canning segment.

As things stand, PremFish revolves mainly around its south coast and west coast lobster catches – which earn the company a slab of hard currency.

But PremFish – unlike Oceana (Lucky Star), Sea Harvest and I&J – does not own household seafood brands...yet.

The farmed abalone – branded Atlantic abalone – as well as allocations in the hake, pelagic and squid sectors could offer some value adding brand building opportunities.

Should the envisaged listing plans materialise then PremFish could hold a market value of between R1bn to R1,5bn – depending on the appetite of the investment market. That's not a bad number for a company that only ten years ago looked a leaky business at risk of sinking.

What might also buoy investor confidence in PremFish's listing is that the much larger Oceana Group finished 2016 with a stunning set of financial results. Revenue grew 34% to R8.2bn in the year to end September with operating profit surging 69% to R1.73bn. Most impressive was that Oceana's gross margin was a fat 39% and its operating margin 21%.

Although the numbers were helped enormously by the recently acquired Daybrook fish meal and fish oil business in Louisiana, the core Luck Star canned pilchards business put in a robust performance.

Oceana CEO Francois Kuttel said Lucky Star sales volumes in South Africa grew by 15% driven by competitive pricing and continuity of supply.



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The Zest WEG Group, a subsidiary of leading Brazilian motor and controls manufacturer WEG, started out as a South African company and maintains its strong commitment to contributing to the development of the African region. By leveraging best practice

engineering and manufacturing capabilities, the group is able to offer a range of standard off-the-shelf products as well as end-to-end energy solutions.

An in-depth understanding of the requirements for HVAC applications, access to quality product solutions and years of experience have ensured that the Zest WEG Group service offering is fit-for-purpose. From single product installations to individually customised solutions, which are application specific, the latest technology is used to ensure optimum performance and reliability without

compromising on energy efficiency. WEG products are engineered to facilitate a safe and reliable plant environment with operational stability and the highest possible production levels as an objective.

Reduced maintenance and ease of serviceability assist in lowering the total cost of ownership for operations. Supporting customers is key and the Zest WEG Group operates a strategically situated network of branches and distributors across the continent. This ensures the highest levels of technical support as well as easy access to product and parts.

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Seal doorways before the heat of summer hits

WITH summer upon us, companies with large doorways that allow easy access will have to find a way of maintaining the indoor temperature to ensure comfortable working conditions.

Wim Dessing, Managing Director, Apex Strip Curtains, and the South African pioneer of the use of flexible PVC strips in a number of industrial applications, says that it is important to deal with a reputable company when selecting the most appropriate option to do this.

Dessing's company offers a range of solutions including the traditional Apex Strip Curtain, which features the patented Balledge design.

"While general purpose strip curtains will certainly do the job in closing off a doorway and prevent the ingress of hot air into a working area, it may not be the most appropriate solution for a particular application," he said.

Dessing urges companies to look at alternatives means of sealing doorways, and says that the range of products available today cater for both application and budget requirements.

The days of just installing a roller shutter door are long over. The company manufactures a range of fast action roll-up and fold-up doors which are suitable for applications ranging from food preparation and the hospitality industry through to mining and manufacturing.

All doors have been designed using quality materials and components to offer a product that is safe to operate, extremely rugged and an effective barrier.

For example, the standard Traffic fold up door, which is ideally suited to provide exterior access in production plants, shipment areas and warehouses, is designed to resist wind loading of up to 50kph. A custom model of the door is also available that can withstand speeds of up to 9050kph.

The Traffic door is manufactured from strong self-extinguish-



For the safety conscious business, the high-speed doors available from Apex Strip Curtains features a proximity sensor.

ing Class 2 fabric, which offers excellent thermal insulation and vision windows are incorporated into the panels. The supporting structure is of high-quality galvanised steel. Installation is exceptionally quick and easy, because the support structure contains all the electric drive gear and a specialised mechanical counterbalancing system.

Like other doors in the range, the Traffic door is controlled by an electric unit which complies with all IEC regulations and can be activated by any type of remote control equipment including photo-cells, pressure sensitive mats, movement detectors or induction loops. To facilitate safety, the door is fitted with a release lever that opens it from either side in the event of a power failure or malfunction.

Safety features have also been incorporated and continuity of operation is ensured by a set of back-up batteries housed close to the electrical control panel. The door has a sensor bar on its lower edge which, in the case of an accidental collision, opens the door immediately no matter what stage in its cycle.

Another fast action roll-up door in the range is the Sector – a panel and window model – which uses the same counterbalancing system. This has an extension spring activated by a release lever to facilitate semi-automatic re-opening.

All the doors are engineered for extensive opening and closing actions, and require virtually no maintenance. However it is vital that

the correct door be selected and factors, such as doorway size and the type and volume of traffic moving through this opening must be considered in the purchasing decision."

Apex Strip Curtains provides a technical information service to assist companies in selecting the most appropriate door. Installation and commissioning is also part of the package.

Over 40 years in business and still putting the customer first

NASHUA Limited has been a major player in the South African office automation market for over 40 years. By constantly improving and innovating their service offering, and through a calculated shift to a full-service business solutions provider, the company says it has become a trusted name in Southern African business.

Since its foundation in 1973, Nashua has remained committed to quality service, living true to the iconic payoff line "Saving you time. Saving you money. Putting you first." Though it's undergone a fundamental shift in service offering, the company retains its most valuable brand principle: customer focus.

It's this dedication to putting the customer first that's earned Nashua its reputation of reliability and unwavering support, with a network of over 60 franchises.

In 2007, Nashua began overhauling, redesigning and reimagining the scope of their service offering. Having participated in the office automation market in South Africa for some time, the company decided to extend their reach by becoming a full-service office solutions company.

By shifting focus from providing hardware to offering integrated business solutions that allow customers to increase efficiency, lower operational costs and boost productivity, Nashua want to revolutionise the industry with particular focus on managed print services (MPS) and managed document services (MDS).

Building on a rich heritage of printing hardware, Nashua continues to offer the highest quality devices, to assist print rooms, commercial systems and small end devices to operate at maximum capacity. With this offering, comes the

natural progression to MPS, which can significantly drive down organisational costs and environmental impact.

In 2015, the company introduced Nashua Voice, a low-cost, high-quality IP-based telephony service. This end-to-end solution allows its clients to improve and enhance business communication, both internally and externally.


With a vision to overhaul the business solutions industry, so too has Nashua remained true to its mission to support underprivileged communities and drive social change in the communities who need it most.

The Nashua Children's Charity Foundation (NCCF) supports some 15,000 underprivileged children. The foundation provides food, cleaning materials and toiletries to a network of 72 children's charities, in the hopes of creating sustainable, child-friendly

living conditions. The NCCF also supplies stationery, school clothes and bags to needy children in townships. In addition, the NCCF spearheads building projects and facilitates upgrades to existing community centres.

Nashua believes reducing the environmental impact of business is a core responsibility of the modern, mindful organisation. From the devices themselves and energy-saving functionality, to changing the way people work, Nashua takes a holistic view of the many small steps businesses can take to make a big change.


Nashua has transformed and progressed over the years, always looking to better understand and improve the structure of the modern workspace, but the values and principles at the core of the business remain the same – integrity, modernisation and customer-centricity.



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JONES

Farewell to the king

Continued from P1

stores. Although Basson had been given a brief to expand Shoprite as quickly as possible, there were stumbling blocks. One of the major challenges was securing new stores openings.

His first acquisition was six old Ackermans food stores in 1984. But there were

setbacks. Shoprite lost the 27 store Grand Bazaars Group, which was snaffled away by a competitor.

The 1980s also saw Basson pushing Shoprite into rural markets before advancing on South Africa's major cities.

Basson quietly infiltrated most markets

without attracting too much attention from the dominant retailers of that time.

In 1990 Basson enjoyed a stroke of luck when he bought the coveted Grand Bazaars – gaining considerable critical mass.

The big break came when Shoprite tilted at the Checkers, which

had run into financial trouble. The initial advance was re-buffed by Checkers, but a second tilt – made after Shoprite has listed on the JSE in 1986 – was successful. Initially the 169 strong Checkers store base was generating losses that equalled the turnover of Shoprite.

But within nine months the Checkers chain was turned around. But more importantly Shoprite – comprising 241 stores – now had the scale to compete for anchor tenant space in the large shopping malls.

Basson gained legendary status in 1997 after he pulled off the

most famous takeover deal in corporate South Africa legendary status when acquiring the iconic retailer OK Bazaars for the nominal sum of R1.

OK – then controlled by SA Breweries – was literally losing money hand over fist, and many pundits believed the R1 price tag was too expensive.

Not only did he return OK to profitability, but Shoprite managed to build a formidable margin enhancing brand under OK Furniture and successfully incorporate the Hyperama stores into Checkers Hyper stores.

Today the scorecard shows that Basson's initiatives have seen Shoprite's various brands holding market share around 30% of the ultra-competitive formal retail food market of South Africa.

The first cross-border thrust was in 1995 when a store was opened in Lusaka, Zambia. Today Shoprite has a sprawling – and profitable – presence across numerous African countries.

While Basson enthusiastically drove the African expansion, the wily CEO continued to make smart acquisitions. Basson also took the opportunity to bolster its distribution by acquiring central buying organisation Sentra.

This allowed Basson to usher Shoprite into the franchising field.

In late 2002 Basson oversaw the acquisition of the French-owned Champion supermarket group in Madagascar and opened the company's first outlet in Mauritius.

In 2002 Shoprite also acquired Score Supermarkets' Tanzanian operations – three supermarkets and a small distribution centre.

Two years later Shoprite launched a wholesale operation in India and franchised its first Shoprite Hyper in Mumbai.

In 2005 Shoprite swallowed Foodworld and Computicket and made its first move in to the bottle store business with the Shoprite Liquor Shop.

In March 2011 Shoprite acquired Metcash Trading Africa's franchise division, including the brands like Friendly, Seven Eleven and Price Club Discount Supermarket.

At last count Shoprite's pre-tax profit margin was over 5% – an enviable achievement.

Paying homage to Basson, Wiese says: "Whitey has been a very strong and charismatic leader, who has managed the company through market transitions and challenging times, taking calculated risks to turn the supermarket group into the leading food retailer on the continent."

Wiese believes Basson fully deserves his reputation as one of 'South Africa's retail giants'.

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CAPE TOWN

Seventeen for 17

Continued from P1

not own in the Mykonos casino, which is the odds on favourite for transferring its licence to the Cape Town metropole. Tsogo – which also owns the Garden Route and Caledon casinos – has also hedged its bets by acquiring significant minority stakes in GrandWest and the Worcester casinos. If the provincial authorities allow a second casino licence in Cape Town, the smart money is betting on an upmarket Waterfront venue pitched at high rollers and well-heeled tourists.

8) FOOD FOR THOUGHT: The convenience food sector in Cape Town could see a new recipe in 2017. Grand Parade Investments (GPI) – which owns the Burger King and Dunkin' Donuts franchises – has already shown it has a voracious appetite for the perennially profitable Spur Corporation. This might be the year GPI – which was unsuccessful in increasing its existing 10% stake in

Spur to 28% – looks for another big bite. Might it be possible that Taste Holdings, which owns the Starbucks and Dominos franchise is also on the menu for deal-hungry GPI?

9) EDUCATED GUESS: The private school market is hotting up in the Western Cape. Advtech recently acquired Glenwood House in George – adding to its existing Abbotts schools in the province. Curro, which has a number of schools in the Western Cape (Durbanville, Langebaan, Century City etc), is rumoured to be looking at possible school locations in the Fish Hoek/Noordhoek precinct, while Trematon-owned Generations is expected to add another handful of locations (including Hermanus and Noordhoek) to its existing school in Sunningdale.

10) NOTHING VENTURED: The so-called Cape Silicone Valley may spring to life in 2017. Remgro

controlled InVenfin has found considerable momentum with recent acquisitions in the specialist food sector, while African Dawn Capital's Knife Capital appears to be going great guns with its Grindstone business accelerator programmes. Could these successes spur further initiatives? We hope so.

11) LOTS OF BITES: Aside from the listing of premier Fishing later this year (see "Prem-fish baits investors" on p2), there might be some action in the hake fishing sector. Sea Harvest has already signalled its intention to diversify away from its traditional frozen hake offering by buying control of Marreteram, an Australian fishing and seafood distribution business. Talk around the harbour is that Sea Harvest – which is controlled by empowerment group Brimstone – is determined to diversify even further. The other big hake business I&J –

controlled by consumer brands giant AVI – is once again subject to rumours that it might be up for sale. It might well make sense for AVI to sell I&J or haul aboard a meaningful empowerment partner ahead of 2020 when fishing rights will be re-allocated.

12) DRILLING DOWN: There has not been much action on the Western Cape oil and gas front – which is understandable considering the depressed crude oil price. But CBN did note that empowerment giant HCI is underwriting a rights offer at Impact Oil and Gas – which hints at some enthusiasm for exploration efforts.

13) WAKE UP AND SMELL THE COFFEE: Cape Town has a well-established coffee house culture. So it will be interesting to see how long before Starbucks – which is percolating slowly in an enthusiastic Gauteng market – waits before venturing into Cape

Town. There appears to be some debate around whether the Starbucks will be launched in 2017 in the competitive Cape Town coffee market. In the meantime Dunkin' Donuts has stolen a march on Starbucks, and – on first impressions – seems to be enjoying vibrant trading.

14) THE ASSET TEST: Cape Town's asset management market is changing fast with market leader Coronation seeing its empire being challenged on various fronts by new contenders – some of whom are offering game changing client pitches revolving around lower fee structures on investments. The upstart to watch in 2017 is Sygnia, which is growing its assets under management in tough trading conditions by offering affordable fee structures. Sygnia is likely to make selected acquisitions this year, which could see it becoming a more formidable competitor.

15) DRINK IT IN:

Epping-based plastics packaging specialist Bowler Metcalf might well make a surprise move this year by offloading its major stake in soft drink bottler, SoftBev. With Bowcalf wanting to focus on its core packaging operations, stake in the R1.2bn a year soft drink business (which includes Cape-based Quality Beverages) might be coveted by players in the beverages sector. Ceres Beverages and KWV have been cited as possible candidates to buy SoftBev, which has also hinted at raising capital by looking for a separate listing on the JSE.

16) SOMETHING MUST GIVE AT PSG: Adventurous Stellenbosch-based investment company PSG – which has big stakes in Capitec Bank and private schools group Curro – has been uncharacteristically quiet when it comes to new deal flows. With the company's balance sheet fortified with

cash, it surely can't see 2017 out without pulling off a significant new deal?

17) THE GOLDING TOUCH: There are several Western Cape business personalities that readers can't afford to take their eyes off – including Johann Rupert of Remgro, Jannie Mouton of PSG, Khalid Abdulla of AEEI, Johnny Copelyn of HCI, Hassen Adams of GPI and the irrepressible Christo Wiess. But CBN reckons 2017 might be the year that former HCI executive Marcel Golding cements his corporate comeback with several inspired deals. Last year Golding surprised the market with investments in engineering firm Esor, as well as Cape-based companies like Rex Trueform and Vunani Limited. Golding has plenty capital from offloading a large parcel of HCI shares, and if the Cape Town rumour mill is correct, there could be plenty more deals in 2017.

Food Waste – it's not sexy

By Reg Barichiev, Smart Waste

FOOD waste may not be sexy, but that doesn't mean we can't talk about it. Mid-morning chat shows openly discuss sex, and yet it seems society is reluctant to talk about food waste.

Whether it stems from the childhood admonitions to finish the food on our plate, or the shame of wasting food amidst so much poverty, or in the case of companies concerns about liability for dumping or distributing food waste we are reticent to talk about food waste or even admit it exists.

Worldwide food waste is a major component of the waste stream and makes up to 30% of South Africa's waste stream according to some estimates. Overseas there is a vigorous debate about food waste and its solutions. The discussion has raised awareness and resulted in a whole industry catering for food waste disposal.

At a household level the solutions include worm farms, composting and bokashi bins. There seems to be some awareness which is being encouraged;



Photo Credit: Waste Control.

City of Cape Town is handing out free composters on a trial basis.

It is the commercial users, the supermarkets, hotels and restaurants who seem reluctant to appreciate that food waste is a resource that can be utilised. Apart from one well known supermarket group and a few suppliers in the hospitality industry none of the big waste generators seems to have a food waste plan which addresses the core problem.

There are undoubtedly liability and reputational risks involved in disposing of off spec (food past its sell by date, but not yet rotten) food waste and this seems to deter many of the generators from fully engaging. Donating the food waste to charities and pig farmers – while reducing the volumes – is not addressing the issue.

In the Western Cape we have commercial and practical solutions including composting,

anaerobic digestion and a fly farm. Smart Waste has supplied the fly farm with the food waste from the University of Cape Town's (UCT) residences for two years with no rejections. Problems of transport, containing rodents and smells are completely manageable using the correct containers and vehicles.

The cost of disposing of food waste in one of these ways is cheaper than sending it to landfill, particularly if one is charged the special rate. The waste generator can also be given a safe disposal certificate which is independent verification for an audit. Legislation is in place to reduce organic waste food to landfill so time is against us.

Nature is the best model – there is no waste whatsoever. Isn't it time we started talking about it openly, we have had the sexual revolution maybe it is time for the food waste revolution.



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Transport and logistics specialist, Concargo, looks back on 30 successful years in supply chain and road freight logistics

Meticulous planning, tailor-made solutions, attention to detail, delivering on time and within budget and keeping clients happy – that, in a nutshell, is Cape Town-based Concargo (Pty) Ltd's secret to beating the competition in the fast-paced, highly-competitive freight forwarding and logistics industry.

This success story began back in January 1987 when Concargo was founded, in Cape Town, by David and Beverley Kruyer. Today – 30 years on – it has fully staffed offices in Johannesburg and Cape Town and associates offices in all major centres around South Africa and operates within Sub-Saharan Africa and the SADC region.

The company offers an ever-expanding portfolio of supply chain solutions

and transport planning with customer services as its foundation, supported by strategic partnerships and alliances.

'Our philosophy from day one was 'service above all else' and this has remained the basis for all our relationships,' says David Kruyer, founder and MD.

'We are dedicated to preserving this viewpoint as a constant in all our planning and interactions with clients and suppliers. Our challenge is to find solutions and implement them while exceeding expectations.'

Reflections over the decades

Kruyer says that starting his own business was a natural progression after spending time in the distribution industry, initially circulating

newspapers to shops and street vendors for the Daily Mirror in the UK and then for The South African Associated Newspaper (SAAN) Group, the Cape Times Limited and Allied Publishing before working for a succession of distribution companies including DHL, TNT Skypak and Ace Express Logistics.

'The distribution business was an invaluable grounding and where I gained most of my experience and knowledge ahead of opening the doors of Concargo back in 1987,' he explains. 'My analogy of the business is a shipping one. My wife, Beverley, is and has been the rudder in my life, Gregory Bathurst Tighe has been the keel since day one, Janine Bernadette Conradie is the mast of this operation with Dean Page the anchor.'



'It has been a long and eventful journey, navigating throughout the decades of good and lean years, learning and adapting our methodology along the way to find new solutions to logistic challenges, but we've also had loads of fun.'

'When I look back to our humble beginnings and where we are today, we are clearly doing something right. I can only attribute our success and longevity in the industry to solid partnerships with clients and service providers who have loyally stood alongside us as we've grown.'



David Kruyer, MD

senior management team is Shane Korsten who has been establishing and growing the Concargo brand within the Sub-Saharan region.

'Our management team is solid and has the experience to adapt to the new challenges presented by this ever-changing industry,' says Kruyer.

'Transport logistics in Africa is a vibrant and exciting industry to be part of. Our desire is to mentor a future generation by showcasing transport logistics as a career and are excited to have four logistics graduates join us as interns this coming year.'

Solutions driven

Successful delivery of cargo, no matter what the load, requires skilled staff to manage the often complicated logistics.



Over the years Concargo has been presented with some notable and rather unusual projects which

It takes teamwork

Being successful in the freight forwarding industry requires teamwork and synergy of planning to ensure the smooth passage of cargo. Concargo boasts a dedicated and skilled team, as well as strategic business partners, working together to ensure a seamless and co-ordinated solution – whether transporting within South Africa or across borders into Africa.

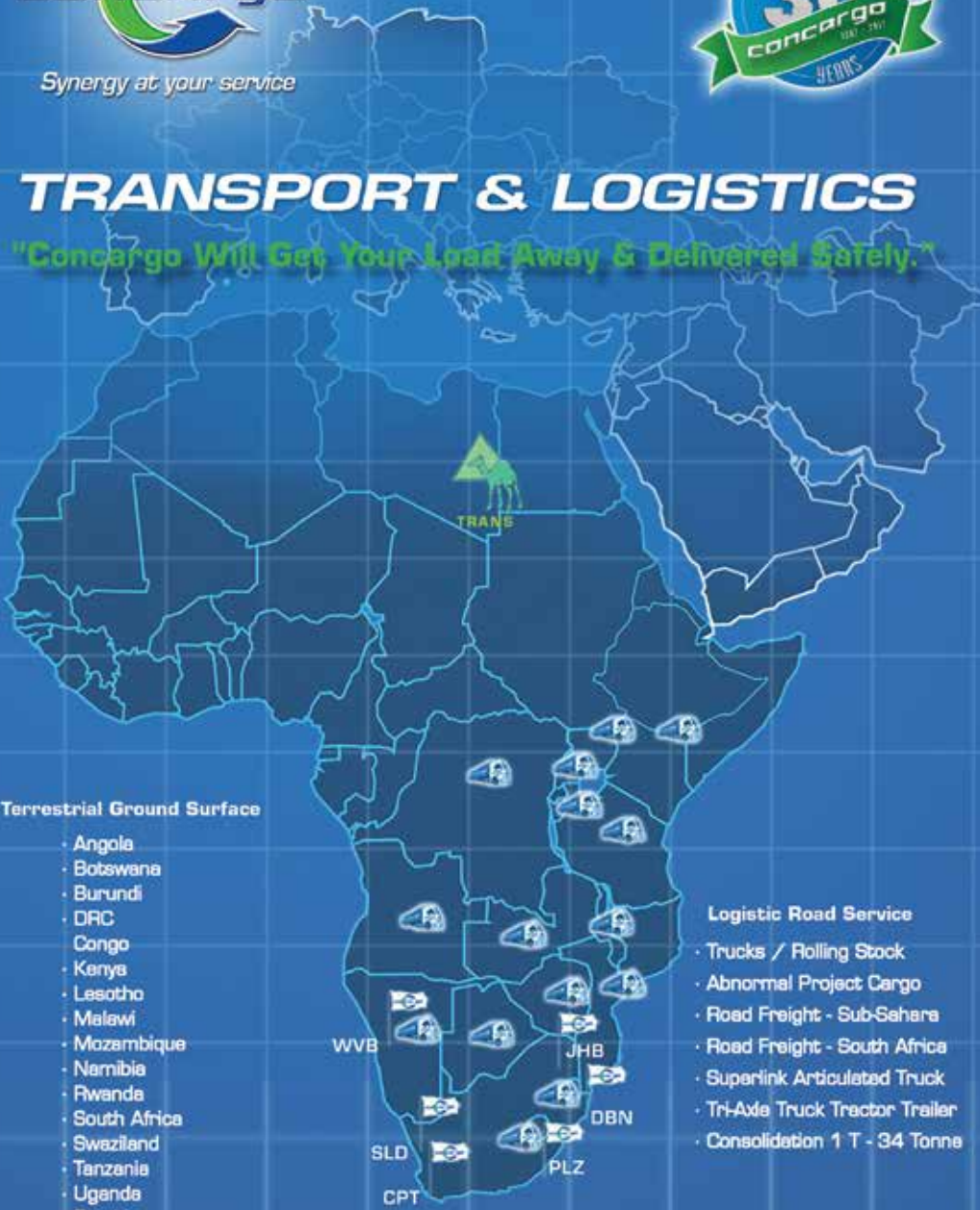
The highly experienced team has decades of experience: Greg Tighe, Projects Director has been with the company for 28 years; COO, Dean Page for 16; Director of National Transport Janine Conradie celebrates 23 years at Concargo while Loretta George, Accounts Manager, has been around for 17. The most recent addition to the



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have required intricate pre-planning and creative thinking to meet the brief, especially within tight time constraints.

These include:

- Managing the transport and logistics for big budget movies such as Racing Stripes, Home Alone, Lord of War, Blood Diamonds and more
- Co-ordinating and managing the transport and logistics for BMW's international media launch of its 650 cabriolet series in Cape Town
- High security transportation and escorting of Grade 12 examination papers from SA printers to the education ministries in various Southern African countries
- Transportation of abnormal loads such as wind tower tubes, mining bucket wheel reclaimers, combine harvesters, 100 ton LP heaters for Medupi.

One of the most challenging projects took a total of three months to complete: a month of planning and two months of transportation. It involved relocating 45 loads of bucket wheel reclaimers from Saldahna to Sishen South mine. Considered abnormal out-of-gauge haulage and at 9m wide, the transportation required special permission and escorts as it snaked its way up and over the steep Piekeniersberg Pass, in four hour intervals (to allow for other traffic to pass) as part of the route.

'This industry lends itself to new challenges on a daily basis and one learns to adapt to the situation like a chameleon,' says Janine Conradie. 'Some days are really trying and others exhilarating, but in the end, always rewarding. Transport and supply chain logistics is not for the faint hearted. This industry teaches you the skills that can carry you through any situation life presents.'

'Besides all the interesting people I have met, I have also learned so much about this industry and many others too. Taking the time to really understand a client's business is the best way to assist them when developing their logistics solution. I have been fortunate to travel to Madrid to accept a transport award on behalf of Concargo, to Antwerp for a Heavy Lift conference and to the Breakbulk Europe Expo. We have also participated as exhibitors at various expo's, such as SAPICS, The International Book Fair and at Breakbulk Africa.'

Three transport divisions, scalable business model

Concargo has three distinct transport divisions encompassing all aspects and types of logistics solutions, namely: Road Transport Short-haul and Long-haul and Express Distribution throughout South Africa; Road Transport Cross/



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According to Kruyer, service management - within the framework of distribution and logistics - is the name of the game in providing reliable supply chain services from start to finish. 'Our expedited trucking provides a daily door-to-door road haulage service throughout South Africa, hauling general dry cargo from one tonne up to thirty-six tonne loads to and from all destinations as into all SADC, neighbouring and remote countries in Sub-Saharan Africa.

'We have invested heavily in customer relationship management (CRM) systems to preserve our knowledge base for the benefit of our customers while encouraging old school personalised service. Our business model is highly scalable due to its Owner Driver Hauliers and Sub-Contractor fleet base.

'We can supply from 1 to 100 trucks, or more, at short notice, especially when a ship docks and cargo needs to be discharged on a scheduled basis.

'Our Project Department, manned with highly qualified engineering specialists and experienced in all aspects of project transportation, assess the scope of work, survey the terrain, and quantify the end-to-end solution to complete the project,' explains Kruyer.

'Over the years, the project division have conveyed project shipments including vast over-dimensional and heavy lifts, and delivered on time and to the client's ultimate satisfaction. We foster partnerships with a wide range of asset owners, thereby providing access to a great variety of vessels and rolling stock through our strategic partnerships and alliances.

Forward thinking

'The regulatory and business landscapes are changing dramatically and there is a transition within our industry with disruptive innovation, drone logistics, (IoT) Internet of Things, Blockchain Technology and more,' says Kruyer.

'We have had to learn to adapt and innovate as never before. But the need to keep pace with these changes has

a cost, and how we address these challenges must, in the end, benefit our customer and service providers. That's why collaboration amongst all players in the global supply chain community has never been more important.'

'Despite the many changes we are experiencing in terms of stagnation in the mining industry, reduced activity in the offshore drilling sector, the delay in infrastructure development and the unpredictable global economy we are confident of our future.

'We have a succession plan in place and continue to innovate. We are currently developing improved technology with apps to make tracking and tracing of cargo easier.

'Our experience is invaluable in being able to handle complex logistics and we have

proved that no problem is insurmountable.

'We have not made it to this milestone of 30 years by sitting back, we are proactive and continue to adapt our business model to suit the business,' says Kruyer.

'But we would not have made it this far without our clients and partners and we thank them for their loyal support. We are energised about the future and look forward to continuing to be the 'go-to' company for transport and supply chain logistics in Africa.'



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We congratulate Concarga on reaching their 30th Anniversary

Measurement and regulation by mass

KOBOLD has on offer digital flowmeters, type DMS, that record the mass of gases and are therefore unaffected by pressure and temperature.

The measuring devices work using the bypass capillary system installation and are suitable for any installation position. There are no moving parts and as such the devices, available as flowmeter and flow regulator, are virtually fault-free.

The materials that come into contact with the media are highly resistant and stand up well to the most aggressive of gases. A robust, stainless steel housing offers protection from raw industrial environment.

This versatile modular system enables users to configure the devices for particular applications. 15 measuring ranges from 0.1 ... 3.7 Nm³/min to 0 ... 185 Nm³/min can be chosen from. Other measuring ranges can be ordered as special calibrations.



Kobold's digital flowmeter.

The parameters of ten common gases are stored in the electronic system and can each be individually adjusted. It is also possible to select another combination of gases.

A variety of international connections ensure trouble-free connection. The high-quality electronics is fitted in a separate housing, although in the compact version it is fitted together with the sensors.

It can be easily operated using the menus

controlled with six keys provided. More extensive information regarding data and settings is available with the model that has a large graphic LCD display. It also offers two analogue outputs and one RS 232 digital output.

Examples of application are: gas monitoring, paint lines, laminator systems, semiconductor industry, analysis devices, exhaust measurement, engineering, boiler controls, N₂/O₂ generators.

Atlas Copco celebrates 70 years

LATE last year, Atlas Copco celebrated 70 years of conducting business in South Africa as part of the Atlas Copco Group.

The Atlas Copco success story in South Africa dates back some 124 years when in 1892 two brothers established a manufacturing company called Gebroeders Delfos (Delfos Brothers).

The Pretoria-based company manufactured a variety of goods including printer process blocks and electric lighting plants but became renowned for its Delfos Jackhammer, which steered the business into specialising in spare parts for rock drills.

In 1936 Delfos moved to Benoni which in those years represented the core of South Africa's mining industry. A decade later Delfos formed an alliance with Swedish company AB Atlas Diesel and in 1956 Delfos Ltd. became Delfos and Atlas Copco (Pty) Ltd.

Over the next 36 years the business



grew to 375 employees with nine branches located throughout the country.

Fast forward and today Atlas Copco South Africa (Pty) Ltd. is seen as a market leader in providing customers with sustainable productivity solutions by supplying world-class mining, construction and industrial

equipment and systems backed by specialist service support.

The company employs more than 1,000 people and its extensive footprint stretches across the country.

Speaking on behalf of management and staff, Frans van Niekerk, Vice President Holdings, Atlas Copco Sub-Sahara

Region, expresses extreme pride in achieving this milestone.

"Not only is it confirmation of doing the right things well in the successful delivery of sustainable productivity solutions but it also signifies our steadfast commitment to South Africa, our customers, suppliers as well as our employees."

Sloping technology: the VDS excavators from Wacker Neuson

WITH the Vertical Digging System (VDS) uneven terrain conditions can be easily leveled. Added productivity and operating comfort, especially when working on slopes, are major benefits of the VDS, which has already been time-tested and proven for decades and is used and loved by customers world-wide.

Excavators are usually used where the ground conditions are particularly impassable and uneven: When working on slopes and hillsides, along walls, on curbs or directly next to house walls.

During all of this work, man and machine often are working in an inclined position, which is a challenge for both parties. The economic efficiency of an excavator can quickly drop when performing excavation work on uneven ground conditions, since the excavation does not take place vertically and is dependent on the required excavated material.

Working in an inclined seating position when performing the work is also no treat for the operator, because the operator often spends many hours in this uncomfortable and non-ergonomic sitting position.



The VDS excavator from Wacker Neuson.

The VDS from Wacker Neuson offers a simple solution for these challenges. It makes it possible to continuously tilt the revolving superstructure by up to 15° at the push of a button from inside the cabin. Slopes of up to 27% can therefore be effectively compensated for.

Customers benefit from a sophisticated, safe and sturdy technology that has already been time-tested and proven thousands of times in everyday construction site work and also offers major advantages for the operator: The operator sits in a comfortable upright machine. The back and spine are noticeably relieved and operators are much more concentrated during the working hours

Thanks to VDS, the productivity and effectiveness are measurably increased during excavation work. In this way, material and time savings of up to 25% can be demonstrably achieved when excavating and back-filling.

Another advantage: Special attachments, such as the auger, can also work vertically, even on an inclined surface. When using an excavator directly next to wallings, the danger of damaging them is reduced to a minimum.

Companies who have had already experience with VDS no longer want to go without the benefits of this technology. Wacker Neuson offers the system for many of its tracked excavator models.

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New Renttech SA sales outlet offers customers greater convenience and service levels

RENTTECH South Africa, a leader in the sales and rental of top quality welding, lifting, rigging and construction equipment, has moved its Port Elizabeth branch into a new, spacious, state-of-the-art sales outlet.

The move is in line with Renttech South Africa's strategy of expanding and consolidating its national footprint both nationally and regionally.

It also follows the opening of a number of other branches to meet customers' requirements for welding, lifting and construction equipment sales and rental wherever they are in South Africa; and in neighbouring sub-Saharan African countries, such as Namibia.

"Situating in Haupt Road, this new outlet offers our valued customers from Port Elizabeth and the greater Eastern Cape region even greater convenience and improved access to our full range of equip-



The new branch of Renttech SA in Port Elizabeth.

ment and solutions," says Gerrit van Zyl, Managing Director, Renttech South Africa.

With two busy port terminals, the Coega Industrial Development Zone (IDZ) and the ongoing development of the region's industrial sectors, Port Elizabeth is the dynamic economic gateway to the Eastern Cape region. Positive growth locally – and in Renttech's own business – were key factors prompting the move.

"With our new premises, we can now offer

superior levels of service, knowledge and expertise to Port Elizabeth's many industrial sectors, including automotive, food and beverage, agricultural, gas and maritime maintenance."

He points out that Renttech's success is based on the three pillars of integrity, performance and customer service.

"Many of the local industries we supply are key revenue earners for the region and with the opening of our new sales outlet, we reaffirm our commitment to provid-

ing the highest levels of service excellence to these sectors."

At the new premises, customers will be able to purchase or rent world-leading welding, power generation and lifting equipment. As an example, the company offers an extensive welding solutions portfolio, including the internationally-renowned ranges of metalworking products from Harris, Lincoln and Uniarc.

The new 1,200m² facility is well-staffed by a skilled team of welding lifting and industrial equipment sales specialists.

"We look forward to welcoming our many local and also regional Eastern Cape customers to our new premises in Port Elizabeth. We guarantee that they will benefit from the improved access and exposure to our best-in-class industrial products and solutions," concludes van Zyl.

SEW-Eurodrive launches new Field Service Department

SEW-Eurodrive has established a Field Service Department, headed up by newly-appointed Eben Pretorius, who has six years' experience in the industry. The department will focus on customer support, as well as growing the original equipment manufacturer's (OEM) footprint in this important industry.

Responsible for the field service function throughout sub-Saharan Africa, Pretorius explains that the department can carry out a number of services on both mechanical and electronic equipment. This includes site surveys, fault finding, oil changes, inspections, commissioning, on-site repairs, technical advice and application support.

The Johannesburg department has mechanical and electronic field service technicians. In addition, SEW-Eurodrive has field service technicians at its Durban, Nelspruit, Cape Town, and Port Elizabeth branches.

An important function of the department is to improve and grow SEW-Eurodrive's service offering.

"It is important that we are able to back up our high-quality products with an equally high-quality field service offering," says Pretorius.

Covering a range of industries, from mining to food and beverage, Pretorius explains



The multi-skilled field service team supports SEW-Eurodrive's large installed base of geared motors

that all of SEW-Eurodrive's products are supported by the Field Service Department.

"Our experienced and trained multi-skilled field service team is able to support our large installed base of geared motors, as well as our growing footprint of electronics and industrial gear installations."

The Field Service Department is currently embarking on a marketing drive to inform SEW's customer base and sales staff of the full scope of services offered. Pretorius and his team will also educate customers on the value of preventative maintenance, in addition to common issues to look out for.

"An example is where geared units have been mounted incorrectly,

resulting in incorrect oil levels and possible premature failures. Using field service to assist with commissioning of units can prevent these types of problems," Pretorius elaborates.

In addition to the newly-formed Field Service Department, SEW-Eurodrive recently appointed Paul Clark as its new Head of Repairs. Clark is highly experienced in gearbox repairs, and has already made significant improvements to the Johannesburg Repair Centre to provide better customer service.

SEW-Eurodrive offers a standby service whereby staff are available 24/7. This includes the production of new units, repair of units, and field service support for breakdowns or emergency situations.

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Barloworld and BayWa to extend collaboration in southern Africa

SOUTH African Barloworld Limited and BayWa AG (Germany) are to establish a new joint venture (JV) to further their agriculture and materials handling operations in southern Africa.

Subject to approval by competition authorities, the JV – BHBW Holdings (Pty) Ltd – is to commence

operations in early 2017. Barloworld South Africa and BayWa will each have a 50% stake in BHBW.

“This JV offers us the opportunity to further expand in a growth region of main strategic importance for global agriculture,” says Klaus Josef Lutz, CEO, BayWa AG. “We are pleased to do this

with our local based partner Barloworld to address the long-term demand within this region for increased productivity and economic strength of its agricultural sector.”

Clive Thomson, CEO, Barloworld Limited, says “We see good opportunities for agriculture and materials handling in southern

Africa and look forward to working with BayWa to combine the core competencies of both companies to build a bigger and more successful business while also creating jobs and improving food security in the region.”

BHBW will have distribution rights for AGCO brands Massey Ferguson and

Challenger in agriculture, and Hyster-Yale brands Hyster and UTILEV on the materials handling equipment side. Management, staff and infrastructure remain in place, as does the existing Barloworld Agriculture dealer network.

This is the second JV between Barloworld and BayWa: In 2015,

the two companies established a similar 50/50 partnership in Zambia. Strong synergies and a shared vision for supporting food production in sub-Saharan Africa have now resulted in a strengthening of the relationship.

BHBW will build on the expertise of the joint JV to grow its offering to the agriculture

value chain, with a view to provide a full line of integrated solutions that will aid farmers’ productivity, sustainability and profitability.

Additional products and solutions around mechanisation equipment, digital farming and agronomy are set to be introduced over the course of the first 12 months of operation.

SKF offers new shaft alignment tool

SKF announced the introduction of its SKF shaft alignment tool TKSA 71. Designed for professional alignment in harsh industrial environments, the TKSA 71 provides superior alignment performance and long service life.

The tool’s easy-to-use, dedicated software applications enable different types of alignments: shaft alignment, soft foot correction, vertical shaft alignment, spacer shaft alignment, machine train shaft alignment and dial gauge values. Its innovative instrument design offers high measurement accuracy and excellent protection against dust and water.

The versatile TKSA 71 also has ultra-compact measuring units for use in narrow spaces.

Suitable for a wide range of applications, the TKSA 71 is offered as the base model with standard accessories and a rugged case that meets airline standards for cabin luggage. The TKSA 71/PRO includes additional accessories for more demanding applications and is supplied in a larger, rugged trolley case.

Models TKSA 71D and TKSA71D/PRO include a display device with protective cover and pre-installed apps that are ready to use without Internet connection or account setup.

The TKSA 71’s software apps are designed for intuitive use without prior training and are available free of charge for both Android and Apple iOS platforms.

Common features include comprehensive, automatic reports, export and sharing options, instructional videos within the app, built-in tolerance guidelines, disturbance compensation, 3-D live view and a fully functional demonstration mode.

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Linde forklifts with their own Li-ion solution

THEY made their debut at last year's World of Material Handling (WoMH) customer event, and now the first counterbalanced trucks with a lithium-ion (Li-ion) battery from Linde Material Handling have been launched on the market.

The main benefit is that they make fleet operators more independent with regard to power supply – especially in multi-shift operation. This is due to the higher energy density and efficiency of the incorporated battery cells, as well as the fact that interim charging is possible any time.

Moreover, the multi-stage safety concept installed by Linde ensures that the operator and warehouse environment are safe when using Li-ion forklift trucks.

For each of the five truck models in the load range from 1.4 to 1.8 tonnes, there are two battery capacity choices: one with smaller; and one with a larger capacity.

"If interim charging is easily possible during operations, the smaller battery usually suffices," says Daniel Butte, Head of Product Management Forklift Trucks, Linde

vehicle availability over two shifts.

Two charging devices of different capacities are also on offer and form a closed system together with the batteries.

With Li-ion electric trucks it is no longer necessary to use external power supply to carry out this test.

Material Handling.

The Linde E14 and E16C (compact) has a capacity of 13.1kWh. The battery for the larger three-wheel models (Linde E16 and E18) and the four-wheel model (E16 P) comes with a greater capacity of 16.3kWh.

However, it is advisable to use the more powerful batteries with a capacity of 39.2kWh and 45.7kWh respectively if the operating conditions demand above-average performance from the trucks or if there is a need for

"The power of the charger and the battery size determine how fast a battery is charged. It takes about 50 minutes to charge a completely flat small-capacity battery with the large charger. Charging a maximum capacity battery can take more than six hours."

Customers who buy a Linde E14 to E18 ION will receive a CE-certified complete system consisting of the truck and the battery. This is matched with the application requirements,

and together with the charger supplied by Linde, the advantages of the new battery technology can be fully exploited.

Some 2,500 full charging cycles with a subsequent remaining capacity of the battery of at least 80% are guaranteed.

Another characteristic is the simple battery charging via a flap at the rear of the truck. The safety features and measures start at the cell, module and battery levels and prevent damage caused by excess pressure, overheating, as well as overcharging or deep discharging.

Additional protection is provided by the installed shock sensor that monitors impact on the battery and prevents misuse, and a patented system that converts regenerative braking energy into heat instead of feeding it back into the battery when there is a risk of overcharging.

The battery management system takes over



Counterbalanced trucks with Li-ion battery from Linde Material Handling on sale now.

the function of a control centre and thus has an important role to play in the trucks' high safety level.

A battery compartment of 25mm thick steel protects the battery cells against damage from the outside. Numerous trials have been carried out to verify that the

system is efficiently protected against external influences.

"We tested the functionality and stability of the complete system. With Li-ion electric trucks it is no longer necessary to use external power supply to carry out this test. Unlike with trucks fitted with lead-acid

batteries, where this is not possible."

The truck with Li-ion battery mastered the crash test in which a fully loaded eight tonne forklift driving at top speed crashed into the side of a three tonne electric forklift. The fork did not penetrate the rugged Linde Li-ion battery compartment.


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- Performance that Rises Above
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Goscor cracks Clicks



Dumisani Maqungo, Departmental Manager, Clicks with the fleet of Crown machines from Goscor Lift Truck Company.

SOME things are worth the effort. After a long time of pursuing this important customer, Goscor Lift Truck Company (GLTC), one of the fastest-growing materials handling equipment (MEH) supplier in the country, has succeeded in getting an order for equipment from leading pharmacy and health and beauty retailer Clicks' Cape division.

"We are delighted about this. Clicks is obviously an extremely professional and important player in the warehouse equipment space and this is an important moment for us. We will endeavour to show Clicks, as we have done with so many other major retailers, that our product and our service is as good

as it gets," says Grant Laight, Western Cape Regional Sales Manager, GLTC.

Clicks' initial order was for five machines: five Crown ESR 5260 2-tonne reach trucks with 11.5m masts and a Crown SCT 6040 1.8 ton counterbalanced forklift.

The Crown ESR 5260 is well-known for its speed, power and height reach. Its three key features are the unique Optimised Cornering Speed (OCS) system, a top speed of 14 km/h and an extended lift height of 13m. OCS ensures that the ESR always stays within safe limits whilst travelling. The system automatically monitors the truck's steering angle and handling as it travels into or out of a turn, adjust-

ing the vehicle's speed as required.

The Crown SCT 6040 is part of the newly released Crown SC 6000 series, which offers a combination of stability, advanced technology and task-focused ergonomics. The new lift trucks are capable of performing a wide variety of material-handling tasks in both indoor and outdoor conditions.

"When working on ramps in particular, the forklift can be easily and safely manoeuvred, thanks to the ramp hold function and automatic speed control," adds Laight.

All five machines come with double batteries as they will be required to operate at least 300 hours per month.



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Reducing maintenance on chute systems is simple

TRANSFER points don't need to be high maintenance areas on a mine anymore. This good news is from Mark Baller, Managing Director, Weba Chute Systems who says the solution to reducing maintenance costs on transfer points is simple.

"More often than not this issue is addressed by looking at new materials

handling solutions, including the use of sophisticated lining composite materials which can be extremely expensive. The solution does not have to be as complicated as this, and as soon as engineers realise this the closer they will be to saving money on their maintenance budget."

Baller explains that the Weba Chute System

is not an alternative to conventional chute systems.

"It is, in fact, a completely different engineered approach with a super tube or cascade scenario with 95% of the material running on material at the same time," says Baller.

"Some engineers may be familiar with the term 'boundary

layer', which is used in aero and fluid dynamics. Study of this phenomenon shows that when a boundary layer is in place friction can be reduced by up to 30%."

When viewed in slow motion it becomes apparent that the particles close to the surface actually move in a tumbling motion and are, in fact, moving

slower than the main flow of material. Baller explains that sliding particles moving at higher velocities cause extensive wear, while those that tumble at a lower velocity cause far less wear.

"Controlling the material's movement down the transfer point is only the first step. By changing the angle of the transfer

point the material can be controlled from its entry into the chute right up until the point of discharge."

This optimal control of the material during its journey through the transfer point not only reduces wear, but can eliminate spillage. Spillage can be a major cost issue both in terms of waste and when it comes to cleaning up

the area around the transfer point.

Baller says that on a new transfer point it is actually possible to completely eliminate spillage, and on projects where Weba Chute Systems are retrofitted into existing installations it is possible to significantly reduce the spillage. This also results in substantial savings for the mine.

Konecranes designs new universal rope guide



New universal rope guide from Konecranes.

KONECRANES has introduced a rope guide that is a convenient, high-quality, low-cost replacement for almost any brand of rope guide, whether Konecranes or other make.

The universal and patented design allows for a range of drum diameter with fast installation and high-value performance. Roller wheels provide smooth transition movement, which can reduce drum wear.

It is now available for sub-Saharan Africa directly at the Konecranes Parts Distribution Centre in Johannesburg.

"We aim for a 24-hour turnaround for all our spare parts," says John MacDonald, Service, Sales and Marketing Director, Konecranes Southern Africa.

The rope guide is lightweight and durable, and installs quickly and easily with no special tools required. It is exceptionally rigid and able to withstand extreme applications and environments.

The roller wheels provide smooth transition movement, which can extend service life by reducing the wear of the rope drum and the guide itself.

The guide comes in a number of different sizes and can be adjusted to suit a wide range of drum size and any drum pitch direction, and its modular design allows for instal-

lation of devices for new features, such as drum cleaning, side-pull prevention and rope measuring.

A rope guide for a certain drum diameter can be configured to fit different hoist applications and construction.

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HBPR/K111

Bus #1000 delivered to Golden Arrow Bus Services by MAN Truck & Bus



www.mantruckandbus.co.za



www.gabs.co.za

On Tuesday 8th November 2016 the 15 year long business relationship between MAN Truck and Bus South Africa (MAN) and Golden Arrow Bus Services (GABS) culminated in an extraordinary milestone with the formal handover of the 1000th MAN bus supplied to GABS.

Held at the Meerendal Wine Estate in Durbanville Hills, the event was attended by senior staff from GABS, MAN and also City of Cape Town dignitaries including Metro Police, City Transport and keynote speaker, Donald Grant, the Western Cape Provincial Minister of Transport.

Taking centre stage was MAN Bus # 1000 which represents 15 years of unique co-operation between customer and supplier – regarded as a successful enduring partnership.

GABS – 155 years young

Mr. Markus Geyer, Managing Director of



MAN Truck & Bus South Africa, spoke of the impressive history of both companies: "In 2011 Golden Arrow Bus Services celebrated 150 years of providing efficient transport to the people of Cape Town. In 2015 we, at MAN, celebrated a hundred years of providing technologically advanced trucks and buses to our customers.

"In 2001 we sold our first bus, a MAN A63 18.232/Explorer to Golden Arrow Bus Services. This was the start of a collaborative partnership that has culminated in the delivery of bus number 1000 to the team at GABS."

Having flown from the MAN head office in Germany to attend the event, Jeroen Lagarde, Senior Vice President of MAN outlined its philosophy of collaboration with clients to develop and produce efficient and safe transport solutions. "We have a dedicated team that interacts with the engineers at GABS on a regular basis, ensuring they get the buses they need", adding that the latest examples feature USB chargers a feature which is uncommon internationally.

MAN committed to RSA

Mr. Lagarde stressed the long term commitment of MAN of investing in South Africa where its buses feature over 80% local content, creating local employment, and upskilling workers. MAN vehicles are assembled at two plants – chassis are assembled at the MAN Pinetown plant from CKD (completely knocked down) units and the running chassis are transferred to the Olifantsfontein plant near Midrand where bodies are fitted. Once assembled they are driven to GABS in Cape Town as a pre-delivery 'shake-down'.



MILESTONE MOMENT: (From left to right) Philip Kalil-Zackey (Head of Sales MAN Truck and Bus South Africa), Markus Geyer (Managing Director MAN Truck & Bus South Africa), Jeroen Lagarde (Senior Vice President MAN Truck & Bus), Francois Meyer (Golden Arrow Bus Services CEO) and Donald Grant (Western Cape Minister of Transport and Public Works)



THE KEY TO SUCCESS: GABS operations staff and passenger forum members celebrate the historic acquisition



SUPPORTIVE PARTNERSHIP: Francois Meyer (Golden Arrow Bus Services CEO) and Donald Grant (Western Cape Minister of Transport and Public Works)



Lagarde paid particular tribute to the drivers at GABS stating that the meticulous effort put into manufacturing the safest buses possible was only one side of the safety coin – well trained, safety aware drivers being the other vital side.

Passenger safety first

All Golden Arrow bus drivers receive compulsory training which encompasses both practical and theoretical aspects of the job. During the training course, drivers complete 90 credits of the Professional Driver Skills Programme and/or 122 credits of the full National Certificate in Professional Driving (NCPD) Qualification.

All drivers are required to obtain a valid Professional Driving Permit (PrDP) before actively starting their careers with Golden Arrow. Road safety refresher courses are compulsory every two years. Drivers are also counselled in the event of public complaints, inspector reports and accident/incident reports.

On-Board Camera System

The company has invested heavily in an on-board electronic 'dash-cam' type camera system which is currently fitted to more than 900 buses in the fleet. This system consists of a device which captures sights and sounds inside and outside of the vehicle and is

triggered by abrupt driving action recording eight seconds before and after such an event. This video clip is automatically downloaded to the supervisor's personal computer and is then used as a tool to correct faulty driving habits and provide an accurate recording in the event of accidents and general incidents which cannot be challenged in any way. The system is currently being extended to all of its 1 100 vehicles.

Engineered safety and efficiency

The latest generation of buses supplied to GABS include high tech features such as ABS braking and stability control systems for added safety.

Front mounted engines comprise fuel efficient MAN 8 litre 177kW common rail diesel engines connected to mid-mounted Voith automatic transmissions with an integrated retarder, which interconnects to and is activated with the vehicle's braking system. Mounting the transmission centrally has two benefits – it allows a flat floor for easy passenger access and helps with vehicle weight distribution – contributing to stability and safety.

Caring for the planet

Referring to the overall commitment of MAN to the environment Mr. Lagarde remarked; "We are very aware of the impact we have on

our planet. As such we provide strategies that mitigate, reduce or cut our carbon offset.

"The Pinetown assembly plant is one of the first in the world, and the first within the MAN Group, to be 110% energy independent. The extra 10% we send back into a local energy grid."

Satisfied customers

Provincial Minister of Transport, Donald Grant, praised the management and staff of MAN and GABS for keeping Cape Town moving over all these years - with an impressive safety record. Referring to the 2016 Independent Customer Survey conducted amongst 2 573 respondents he said, "The Survey indicates that the vast majority of the GABS 230 000 daily passengers are overtly complimentary about the service. Most of these passengers earn less than R3500 a month which makes the company vital to the transport needs of the poor." He wished the new MAN Bus # 1000 a smooth and safe service for many years to come.

Committed safety regime

Golden Arrow CEO, Francois Meyer thanked every member of staff from both GABS and MAN, stressing that the ongoing success of the partnership is only made possible by the sterling efforts of the dedicated members of both teams.

GABS handles its own vehicle maintenance operations through five dedicated service centres where highly skilled and MAN trained technicians keep the fleet moving and strive to improve on an already impressive 97% on-road percentage.

Buses were sent for roadworthiness testing every six months long before it became mandatory, and vehicles are serviced at 20 000km intervals which together with its preventative maintenance strategy resulted in a significant decrease in breakdowns.

"I am proud to be part of this collaboration between GABS and MAN", said Mr. Meyer. This long term relationship has ensured that the R1,4-bn that we have spent on MAN buses over the past 15 years has made GABS an enduring provider of reliable and safe public transport to the people of Cape Town - with a laudable 97% operational efficiency ratio."



Extracting value from the supply chain



Noddy Ramroop, Operations Executive:
Petrochemical, Unitrans.

FALLING oil prices, a crumbling mining sector and local economic uncertainty have created a volatile mix of forces that is putting immense pressure on the petrochemical sector. However, according to Noddy Ramroop, Operations Executive: Petrochemical, Unitrans this is not necessarily bad news for the supply chain.

"While market demands have shifted drastically toward cost-savings as the primary

concern, the supply chain has to maintain extremely high safety and quality standards while reducing costs. Despite the challenges, it is not the first time we are facing this issue. Following the 2008 global economic downturn, we initiated the introduction of new innovations to extract additional value from the petrochemical supply chain – a process we continue to this day."

South Africa's mining sector, the country's

oldest and most established industry, shed 23,000 jobs in 2015 after falling commodity prices and subdued demand from China left the sector with massive financial losses and much lower production output.

"The mining sector is the second largest consumer of petrochemical products after retail. The reduced demand from this critical sector – in addition to the historically low global oil prices that fell from \$110 a barrel to just over \$40 a barrel puts huge pressure on petrochemical companies."

Unitrans is a wholly-owned subsidiary of KAP, a JSE-listed industrial holding company with a market cap of in excess of R18bn. Unitrans operates 130 depots, employs 10,000 staff and its 3,000 vehicles travel more than 250 million km per year. The petrochemicals business unit of Unitrans has a presence in all South Africa's commercial centres.

"We transport petrochemical products from our clients' various coastal and inland terminals, including cross border facilities and offer an end-to-end solution encompassing primary and secondary transportation."

Over a number of decades, Unitrans has invested in Africa in petrochemicals, agriculture, mining and infrastructure.

"Our petrochemical business unit traditionally operated in South Africa, Botswana, Namibia, Lesotho, Swaziland, and cross border transportation into Zimbabwe, Zambia and the Democratic Republic of Congo. With a concerted investment in safety and through resilience, we have persevered and positioned ourselves to leverage off our supply chain network across Africa to expand our petrochemical operations into Zambia and Mozambique.

"We continue to take

great care to ensure there is no compromise on service or safety, as these are the fundamental values that have built Unitrans into a valuable supply chain partner over the years."

With safety, quality and cost-savings topping the list of supply chain demands from the petrochemical sector, Unitrans introduced new innovations consistently to meet the needs of a dynamic and evolving market.

"We operate Performance Based Standards (PBS) vehicles that allow for safer and more productive vehicle combinations. For the petrochemical sector, our PBS-based petrochemical tanker combines a low centre of gravity

with carefully balanced power-to-weight ratios to give clients optimum cost-effective performance while also reducing the wear on our public roads."

According to Ramroop, safety is the primary concern for the petrochemical sector.

"We have ISO9000, ISO14000 and OH-SAS18000 certification. Our petrochemical tanker fleet also require permits from provincial Departments of Transport, who require that our vehicles are reviewed by a panel of independent experts that include the CSIR's built environment division and the Department of Transport. We invest heavily in

ensuring compliance at all times. Meeting (and often exceeding) the safety requirements imposed by our clients and regulators within the market is part of our core company values," says Ramroop.

"Our philosophy is to never compromise on our safety standards or service quality. The experience we've earned in this sector allows us to offer a clear view on the bigger picture which, in an often siloed petrochemical supply chain, enables our clients to extract more value from their day-to-day operations.

"We believe that adhering to our core values will better position Unitrans in the medium to long term."

Ignition evaporation

By John Valentine,
New Business Director,
Real Telematics

THERE's a very famous story about a little boy in the Netherlands who uses his fingers to plug holes in a dyke that threatened to burst and drown his whole village. In the end the boy saves the village and is celebrated as a hero.

This is very much an analogy that we want to be able to apply to run hour loss on forklifts. Unfortunately, in most cases it seems customers just run out of fingers.

The simple truth is that you only need one finger – the one that controls Ignition On and Ignition Off. The moment your ignition is on, even when the motor is not running, the run hour clock engages. There are some contracts and machine brands that accrue run hours on motor run only, but there is a very big percentage that works off Ignition On.

So just like your motor vehicle, the higher the distance travelled the lower the value of the vehicle. The same is applicable on forklifts: the higher the run hours the lower the value.

I recently visited a customer who was lamenting the depreciation on two of his forklifts that had much higher run hours than the other

seven, for the simple reason that those two were regularly left with their ignitions in the on state even when not in actual use.

This had several ramifications for the customer, in that he then serviced those machines more regularly, he often had to jump start or swap out batteries in order to start work for the day and of course within a three-year period his machines actually showed four years of use.

His expectation of his daily operations was nine hours but these machines regularly showed an average of 12 to 13 hours usage per day. That, of course, was further impacted by these machines then running in excess idle also when not in use, which resulted in the fuel bill for these machines to be also almost double the other machines when they moved the same or similar loads.

Due to the additional wear and tear on moving parts he also had to replace parts more regularly. He was totally flummoxed on how this was happening. He was still fairly lucky in that he owned these machines. Had they been on contract, he may also have been liable for excess hour's costs each month.

This is why dealers prefer to show run hours



The Real FMX Frisbee: A unique customisable combination of fleet management features.

from Ignition On. It's simply an additional layer of protection to keep run hours lower and not only to rip customers off as is the popular opinion. The same problem occurs on electric machines, except that battery drainage is also a problem and the inherent cost coupled to the loss in productivity.

One month later after fitting Real FMX, this same customer was able to determine exactly how many run hours were lost in Ignition On and excess idle, amounting to almost 40% waste.

Real FMX was able to reduce this ongoing wastage by sending alerts when the ignition was on for longer than 30 seconds and not in use. Run hours and fuel consumption were

also reduced through the Excess Idle Cut Out feature.

A few months later, he also found that he was suddenly servicing these machines at the same time as the others.

To date, he has fitted his entire fleet with Real FMX and is able to easily justify the cost saving benefits to his board.

Amazingly, those were only three of the possible 47 features and monitoring points on the Real FMX range. It's a simple question really. Can you afford not to fit Real FMX?

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Babcock to launch ground-breaking construction equipment in 2017

BABCOCK is confident that 2017 will be an exciting year for the company's equipment division.

"With indications of recovering commodity prices, our customers are positive about the outlook for 2017," says David Vaughan, Managing Director, Babcock's equipment business.

Babcock is the sole regional distribution and service agent for Volvo construction equipment, Terex Trucks, Tadano and Sennebogen cranes, Winget concrete handling equipment and SDLG construction equipment.

"At the beginning of last year, we opened an ultramodern sales, parts and service dealership in Middelburg to offer responsive support and service across our entire equipment product range to customers in the region.

Vaughan further commented that the demand for larger construction equipment continues to prevail as customers are always looking for the most cost-effective way to move material.

"Babcock is renowned and respected for delivering high production machinery that is also fuel efficient. This year we're adding the Volvo A60H, the largest ADT to ever be launched commercially by Volvo, to our product range. This heavyweight 60-tonne articulated hauler is the largest of its kind in the world."

The Volvo A60H's higher payload represents a 40% increase on Volvo's A40 models, significantly lowering the cost-per-tonne ratio for hauler customers, while its stability, comfort and high hauling speeds are ensured by the matched drivetrain, automatic drive combinations, all-terrain bogie, hydro-mechanical steering and active suspension, further optimising production and minimising operational costs.

The first Volvo A60Hs are expected to reach South Africa's shores by March and will be launched into the southern African market by May, together with the new Volvo EC950E, a 90-tonne crawler excavator that combines power and stability to handle a higher capacity in the toughest applications.

"It is ideal for hard rock mining, coal mining, general mining and big quarry applications, and the EC950E has been designed to load the massive A60H, so they work hand-in-hand."

Babcock will also be bringing the ground-breaking Volvo A45G articulated hauler to

our shores. Designed for heavy hauling in severe off-road operation, this 'ultimate hauler' delivers unbeatable off-road performance in its class and an increased two tonnes payload on the A40.

Another first for Babcock will be the Generation 10 TA300

and TA400 articulated dump trucks from Terex Trucks.

Terex Trucks are renowned for delivering a robust performance in the steepest, deepest mines and largest quarries around the world while simultaneously providing durability, comfort and efficiency.

The TA400 ADT is the largest of the company's new Generation 10 articulated dump trucks that excels in large-scale construction projects, quarries and mine sites alike.

Babcock will be representing Volvo Construction Equipment and Terex Trucks at the Mining Indaba on stand 807.



The Volvo A60H.

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Laminated timber viable for structural applications

AS a country whose available natural resources need to be conserved and used optimally, the South African construction trade can benefit from making use of laminated timber beams for structural applications.

So says Abe Stears, Managing Director, South Africa Technical Auditing Services (SATAS). He also issues a word of caution with respect to manufacturing and using this material cor-

rectly and according to national regulations.

"Unfortunately, not many people know how to use structural laminated beams properly.

Random tests conducted on laminated timber beams at the University of Pretoria revealed that a large percentage of laminated timber beams did not comply with the modulus of rupture (MOR) and modulus of elasticity (MOE) requirements for stress grade 5 as published

in SANS 10163 parts 1 and 2.

A laminated timber or 'glulam' beam is an engineered product made up of layers of wood that have been glued together. The various components that go into making a laminated timber beam must meet certain requirements prior to assembly.

Proper drying, grading/selection and machining of the timber to be used are very important considerations.

The finger joints in boards to be used in laminated beams must also comply with the requirements set out in SANS 10096.

Furthermore, the adhesive used to bind the wood together must be selected for the appropriate application class for which the laminated timber beam will be used.

"A structural beam manufactured with adhesive designed for interior dry use will not last long if used in an

exterior application. Important factors and conditions, such as timber moisture content and adhesive manufacturer requirements, like press time, pot life and spread rate, are vital to ensure a quality end product."

Once the manufacturing process is complete, grade compliance needs to be established or verified. This is achieved by means of a proof load test, which records the relevant data to



Machine testing for grade verification.

determine compliance with the grade requirements on strength and MOE. Adhesive bond integrity tests are then performed on small samples to determine compliance in the total manufacturing process.

"Only a few laminated timber manufacturers in South Africa are certified by an accredited product certification body, like SATAS and the South African Bureau of Standards (SABS), for the manufacture of laminated beams to the requirements of SANS 1460 for laminated timber.

"The manufacture of structural laminated beams is a costly process, which is why some unscrupulous contractors may make use of inferior imported or backyard products. The knock-on effects of this are potentially devastating."

Stears goes on to say that "if a cheaper alternative product is used, failures could result, but these would more than likely only occur a few years after construction, and the responsibility of repair and related costs would befall the unsuspecting owner."

"Laminated timber is a viable resource and an intelligent choice for structural construction applications, but the use thereof without traceability and product certification is a recipe for disaster.

"While the informed homeowner or project developer can aid in the demand for above-board product, it is ultimately the responsibility of architects, designers and engineers to insist on certified laminated timber beams for use in structural applications," concludes Stears

Flooring industry artisan training now vital



Tandy Coleman, Chairperson, FITA.

THE Flooring Industry Training Association (FITA) has grown in membership and stature since it was formed in 2013 and is now a vital facility to safeguard the future of the flooring sector, Tandy Coleman, Chairperson, FITA says.

Speaking at the AGM she said that the FITA training curriculum for fitters is the only curriculum for flooring fitters in South Africa and has so far led to 151 trainees obtaining a Construction

Education and Training Authority (CETA) National Certificate: Installation of Floor Coverings from Sparrow and Tjeka FET Colleges. Another 39 are scheduled to qualify by July 2017.

"The need for qualified fitters will become essential as new government legislation will require a national register of artisans to provide assurance. For registration, flooring artisans will have to successfully complete CETA-accredited learner-

ships and short skills programmes, or qualify with Recognition of Prior Learning (RPL). FITA is the official industry facilitator for all these initiatives and represents all stakeholders in flooring now when unity is essential," says Coleman.

"Manufacturers of flooring products have pledged their commitment to staff training through a Memorandum of Understanding with FITA, and contractors now have a pool of skilled labour to

draw from. Fitters, on the other hand, benefit from career development and self-worth."

Coleman also announced the launch of a new FITA website.

Allan De Wit, Director, FITA briefed the meeting on their new affiliation with the global training body, the International Certified Flooring Installers Association (CFI), which will provide FITA with access to CFI's extensive internationally-respected educational programmes.

Sectional doors for Kyalami Grand Prix Circuit

IN the past year, the Kyalami Grand Prix Circuit has undergone a dramatic transfor-

mation, with extensive refurbishments and upgrades to the facility. Kyalami is now the

only current racing facility on the African continent that has been certified as a grade II

racetrack, conforming to stringent international safety and quality standards.

Along with the racetrack came the refurbishment of the pit complex. The pit building has been completely revamped and is now an international convention centre, including world-class facilities for all year round conferencing, exhibitions, trade shows, product launches, private functions and activities.

Maxiflex Door Systems was the chosen supplier for the doors all along the pit lane, as well as the glazed doors for the new launch area – a private VIP area situated in the pits, which has been specially adapted to accommodate dynamic vehicle launches with direct access to the pit lane and the track.

Crawford sectional doors were chosen for the pits, which is a huge upgrade from the old roller shutter doors that were used in the old building. These doors create an impressive visual impact with the doors being an aluminium grey colour to match the rest of the building.

The doors are reliable and easy to operate, and in case of



Crawford sectional door installation at Kyalami Grand Prix Circuit.

power failure there is a manual override, which is counterbalanced with a standard step-handle and pull-down cord for ease of operation.

The windows are an aluminium framed section with 4mm safety glass. These windows allow more natural light into the building when it is required for the doors to be closed.

The Crawford glazed sectional doors that were used for the launch area where chosen for their clear visibility. Even if the doors are closed visitors will be able to see

what is happening inside or outside during an event.

As the track at the pit lane runs at a gradient, with a difference of 1,2m from one side of the building to the other, the Maxiflex installers had to create a customised solution with on-site modifications so that visually all doors appear to be the same height.

Crawford sectional doors are designed and manufactured to European standards of quality and safety and are aesthetically pleasing, safe to operate and built to last.

The 42mm thick insulated panels are solid and sturdy ensuring a well-insulated and reliable door – a necessity when the doors will be operated during busy events in an area where there will be a lot of movement by people and vehicles.

Maxiflex Door Systems has supplied top-quality industrial doors in southern Africa for 25 years. Their professional team of friendly advisors and trained technicians ensure an efficient process from first enquiry through to and beyond final installation.

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LEADING TRADE SHOW ORGANISER GEARS UP FOR ANOTHER SUCCESSFUL YEAR

As the leading trade show organiser in South Africa, Specialised Exhibitions Montgomery is looking forward to another successful year of delivering high impact trade shows and a good return on investment for exhibitors.

Marketers continue to recognise the power of exhibitions which offer an effective way to source new customers, engage with existing customers, build brand awareness, launch new products and generate sales and sales leads.



"Face-to-face marketing remains a key element of the exhibition experience as does the opportunity to communicate a company's brand and product offering within a live environment," says Gary Corin, Managing Director of Specialised Exhibitions Montgomery. "Globally, exhibitions are producing high-value results for exhibitors."

Corin agreed that the explosion of technology and digital media has affected some marketing channels, but said it has not detracted from the on-going value and importance of exhibitions and adding that "positive exhibitor feedback and research surveys strongly reinforce this view."

“A company with a proud heritage”

"Research supports findings that trade shows offer a cost effective way to reach a high volume of decision makers in a specific target market in the shortest space of time," says Corin. "It's not unusual for exhibitors to close high value sales and business deals in just a couple of days and there are few other marketing channels that can compete with this value proposition."



“Research supports findings that trade shows offer a cost effective way to reach a high volume of decision makers in a specific target market in the shortest space of time”

Trade shows on the Specialised Exhibitions Montgomery calendar for 2017 include Machine Tools Africa, KZN Industrial Technology, Securex, A-Osh Expo, Electra Mining Botswana, Copperbelt Mining Trade Expo and Conference, Propak Cape, Food & Hospitality Africa, Markex and Madex. Also included in the company portfolio are legacy shows Electra Mining Africa, Interbuild Africa and Propak Africa.

A COMPANY WITH A PROUD HERITAGE

Specialised Exhibitions Montgomery has built a proud heritage over the years and will celebrate its 50th year in 2018. Its strong reputation brings confidence to exhibitors. It is not unusual to see a high percentage of exhibitors booking for the next show even before the end of the current show.

Adding to its pedigree, Specialised Exhibitions Montgomery is 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.

COMBINING EXPERTISE AND INNOVATION TO DELIVER RESULTS

The economy has forced greater scrutiny in how marketing budgets are spent and companies have had to become more selective in their choice of exhibitions and in their choice of exhibition organisers. "Marketers want to know that the exhibition organisers are experienced in the markets they serve, have a good track record and have an equal interest in the return on investment for both the organiser and the exhibitor," explains Corin.

Exhibition organisers also have to make the experience of attending an exhibition a good one. The 'cost-versus-value' equation is an important one for both visitors and exhibitors. "Visitors are looking at a return on investment in the context of money - how much did it cost me to attend - and in the time cost of attending an exhibition."

Not to be overlooked in planning the visitor experience is the importance of additional crowd-puller events such as brand experiences, competitions, co-located conferences and free-to-attend seminars, and multiple combined exhibitions.

New trends are constantly emerging and exhibitors and exhibition organisers need to be mindful of these when planning an event. "We consistently use information drawn from research in our strategic planning," explains Corin. "This is what keeps our exhibition portfolio future fit and adapted to changing times".

Corin went on to explain that their exhibition brands are constantly being reviewed and updated relevant to market needs. "Every show is a new show," he says. "We review the research, listen to exhibitor and visitor feedback, and adapt accordingly."

Gary Corin, Managing Director,
Specialised Exhibitions Montgomery



THE WORLD OF HIGH TECH HIGH TOUCH

Embracing the diverse media alternatives both traditional and digital through an integrated approach to marketing communication, will ensure that exhibitions continue to deliver proven return on invested marketing spend. Growing and strengthening the event reach through the use of social media is of increasing importance to top marketers and exhibitors, with many trying out the various platforms available. Research shows that principal social engagement objectives are to motivate visitor attendance and then reach visitors on-site during events. Facebook is considered the most effective channel pre- and post-event, while Twitter is reported as being the most effective platform during events.

“It's all about engaging with industry experts and seeing live demonstrations”



"However," says Corin, "although technology has taken us into a new world of marketing with many advantages, when it comes to concluding business in the business-to-business environment, face-to-face sales are still preferred – and that's what exhibitions offer. It's all about engaging with industry experts and seeing live demonstrations, while at the same time social media telling you about what's going on at the other side of the exhibition hall. It's high tech, high touch at its best."

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Industry supports Machine Tools Africa 2017 as sales exceed 70%

WITH five months still to go and the two allocated exhibition halls largely booked, industry has demonstrated its strong support for Machine Tools Africa 2017, taking place at the Expo Centre in Johannesburg from 9 to 12 May 2017.

Machine Tools Africa, launched in association with the Machine Tools Merchants’

Association of South Africa (MTMA), is the biggest trade exhibition of its kind in Africa showcasing cutting edge developments across the machine tool and related industries. Exhibitors in Halls 6 and 7 are mainly the local machine tool suppliers together with their principals.

Hans-Peter Neth, Chairman, MTMA has

given their full commitment to Machine Tools Africa so ensuring an industry showcase that is inclusive and reflective of the South African machine tool market.

“Quality tools and machinery are the backbone of the South African manufacturing industry and this important sector will take centre stage. Ma-

chine tools will not only be displayed but demonstrated. There will be equipment in machining, such as turning and milling, grinding and drilling, as well as all types of sheetmetal machinery, laser, plasma cutting, bending and punching and presses. Many more machines will also be displayed. Also exhibiting will

be various suppliers of tooling and CAD CAM software who are an integral part of the successful machine shop,” says Neth.

“Daily talks by industry leaders from all over the world will make this event a must for all engineers, company owners, workshop managers and staff. They will learn about these latest developments happen-

ing all around us in our exciting industry.”

Visitors will be able to meet with leading companies such as TH Machine Tools, Victor Fortune, Retecon, Puma Machine Tools, Potgieter Industrial Machinery, Durmazlar, CML Machine Tools, Haas Factory Outlet CNC Machine Tools SA, Magnum Machine Tools, RGC Engineer-

ing, Craft Industrial Equipment, PBS Machine Tools, Extreme Machine Technologies, First Cut, Toolquip & Allied, CNC Clear Cut, Mecad Systems, MJH Machine Tools, Efamatic Machine Tools, Flexilube, Siemens, Samsung Machine Tools and Walker Machine Tools.

“We have been involved since its stand-alone shows from 1977 until 1997 and then as a co-located show with Electra Mining Africa every four years from 2004 through to 2012,” explains Gary Corin, Managing Director, Specialised Exhibitions Montgomery, who have partnered with MTMA as Organisers of the show.

Quality tools and machinery are the backbone of the South African manufacturing industry.

“The decision to host the show alongside Electra Mining Africa was based on the market conditions of the time and the show remained fully supported by the MTMA. A decision was made last year to again launch a stand-alone show as the market has become strong enough to support this. The endorsement we have received from industry and the number of leading companies already booked to exhibit validates this decision.”

The visitor experience will be enhanced through a series of free-to-attend technical seminars hosted by the South Africa Institution of Mechanical Engineering (SAIMEchE).

Both Corin and Neth agree on the importance and value of the MTMA being behind this exhibition.

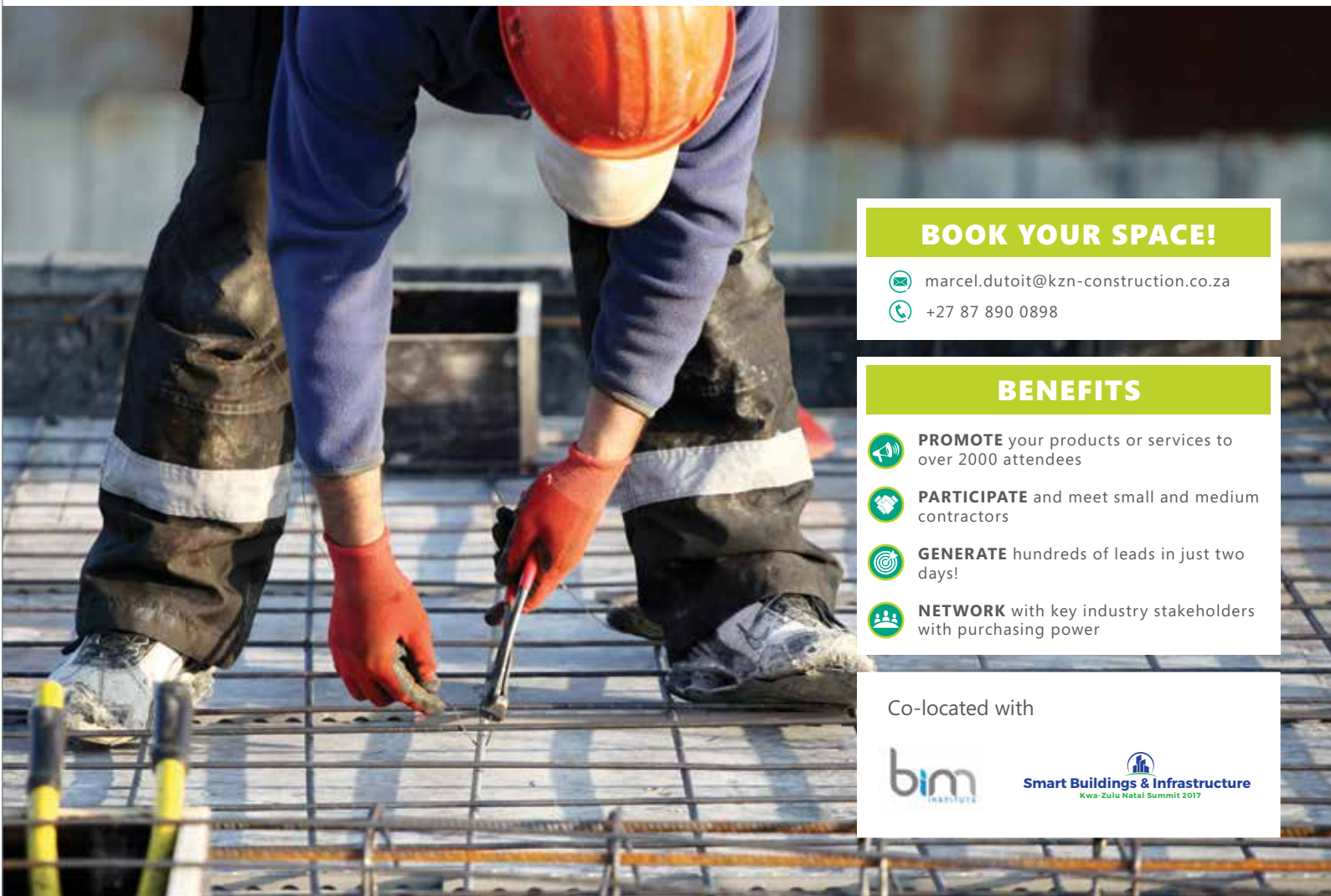
“Not only does it provide a platform where we can demonstrate our strength as an association, but also to ensure that buyers know that purchasing a machine from members of the MTMA means peace of mind for the machine tool buyer. All MTMA members subscribe to a strict code of ethics designed to protect buyers,” says Neth.

Corin also confirmed further industry support from the South African Capital Equipment Export Council (SACEEC) and the Italian-South Africa Chamber of Trade and Industries.

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Cape turnkey exhibition supplier gears up for growth

WITH a very successful 2016 under its belt – including assisting its newest client Philip Morris International take home the Exhibitor of the Year award at Sasol's Ignite trade show – 3D Cape has positioned itself for further growth in 2017.

The turnkey exhibitions and experiential solutions provider in the Mother City, which also created one of the most memorable interactive exhibits for Philip Morris International at the recent Rockin' the Daisies festival, has added several new services to its portfolio, as well as up-scaled its premises in anticipation of a bumper year ahead.

According to Andrew Keymer, Director, 3D Cape the company has grown far quicker than originally expected over the past six years, particularly its custom division. This puts pressure



on available resources and was in danger of putting the brakes on its expansion.

"Although we secured the neighbouring building in our previous premises in Westlake over two years ago, this proved to be a short-term solution as the space restrictions were curtailing our growth potential," he says.

"We therefore opted to make the move to a larger space a full year ahead of the timeline

we'd prepared when we first began trading."

3D Cape's new 3,155m² building is a standalone unit on a 5,300m² plot in Capricorn Business Park near to the Marina da Gama, and provides extensive loading and logistic facilities through five load bay areas, as well as ample staff and customer parking.

"Simply put, the benefits of the move include better capacity, control and quality, better staff

recreation areas and more ergonomically efficient working areas; and there's room for expansion. It all adds up to us being able to add greater depth to its turn-key solutions portfolio in 2017," concludes Keymer.

The Western Cape's longest running trade show returns

INDUSTRIAL Showcase-Cape is the longest-running industrial trade show serving the entire Western Cape. It has had a successful track record since inception in the mid-1980s and includes exhibitors covering virtually every conceivable product or service from the industrial and manufacturing sectors.

The show has been running for more than 30 years on a biannual basis and its success stems from the need for a broad-based exhibition that attracts businesses across the entire industrial sector in the Western Cape region.

Rather than staging exhibitions that target specific sectors, the Industrial Showcase-Cape covers all the sectors allowing niche businesses the opportunity to promote their wares alongside more traditional industries.

The broad appeal of a comprehensive industrial exhibition works well in smaller regional economies that cannot sustain exhibitions that target specific sectors. This is the only dedicated industrial exhibition servicing industry in its entirety. 2017 will be the 15th industrial show for the Cape region.

Average attendances have been around 3,000 focused prospects with 67% of visitors either being able to recommend or have final authority when making a purchase.

The show attracts over visitors from over 900 companies from local industry, local and provincial government and major industrial players in the shape of directors, business owners, managers, contractors and buyers amongst others.

Industrial Showcase-Cape runs from 15 to 17 August at the Cape Town International Convention Centre (CTICC).

City of Cape Town throws its weight behind supporting suppliers to access markets

THE City of Cape Town has endorsed the Smart Procurement World/Enterprise & Supplier Development Expo stating that "the integrated business model is well aligned to the City's transformation and economic development plans."

This successful event affords many delegates the opportunity to gain fresh insight into various procurement and supply chain management topics. The expo is also dedicated to enterprise and supplier development making it possible for small businesses to meet buyers from big corporates.

"The City is proud to be a part of this initiative that not only supports supplier development but also links City vendors to corporate buyers in their business sector. This is one way in which we contribute to creating an enabling environment for economic development through supporting entrepre-

neurship and business growth," says Councillor Eddie Andrews, Mayoral Committee Member: Tourism, Events and Economic Development.

Smart Procurement World/Enterprise & Supplier Development Expo marks the fourth year since the event added the Western Cape to its calendar. The platform has continued to grow in support with key regional partners and organisations supporting the economic development agenda through integrated supply chain and small business.

Economic growth has slowed. New sets of legislation affecting procurement and supply chain management have emerged. As the economy faces financial volatility, procurement and supply chain management functions are becoming the keys to public and private sector business success.

The conference will address the likely ef-

fects of legislation, labour and political unrest in the context of procurement and supply chain. This event will equip attendees and provide opportunities needed to drive strategy and deliver world-class procurement and supply chain management practices as demanded by the current climate.

To change procurement, professionals must stop thinking about procurement," says Ian George, International Procurement Transformation Lead from the UK. Ian will explore this subject in detail at the conference.

On the expo side big business will showcase their very own verified black-owned business as part of your Enterprise Development Programme. The expo affords black-owned SMMEs highly-rated by their clients, with an excellent opportunity to be discovered by other big businesses attending the event.

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Devi Paulsen, CEO, Hypenica.

Shows, exhibitions and conferences: connecting to thousands under one roof

IMAGINE the opportunities that become available when one business is given the platform to connect with another; the relationships that are built; the contacts that are made; and the business agreements that are signed through networking.

Attending a show, exhibition or conference provides you with all these networking opportunities. This is why Hypenica believes so strongly in making this happen.

“We produce these events for the business-to-business (B2B) trade sector, focusing on the built environment, agriculture, transport and infrastructure sectors in Africa. The main reasons we do this, is it never fails to provide great support for businesses. We provide the platform for businesses to be able to get in front of their customers quickly and in a short space of time,” says Devi Paulsen, CEO, Hypenica.

Paulsen provides the five key objectives as to why these events are so important as a marketing channel and what you can gain by attending.

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- Lead generation:** “A company will generally attend a show, exhibition or conference because they want to generate new leads and fill their pipeline (their sales pipeline).”
- Branding:** “A lot of the time companies who want to reinforce their brand identity to their key customers use the opportunity.”
- Thought leadership:** “This is critically important, especially in the conference context. Anybody who wants to position themselves as the key provider of a service or technology generally wants to be seen as a thought leader. Participation as either a speaker or panellist at a conference affords them this opportunity.”
- Networking:** “Another critically important aspect of attending a show is the opportunity to network. People that want to network with their peers, customers or sometimes even their competitors find the experience invaluable.”
- Product market testing:** “Another reason why people would generally want to exhibit or be a sponsor is to test their product on the market through research. For example, how does the market respond to their new product or concept?”

“The greatest achievement is to see business taking place on the exhibition floor. We recently hosted the African Agri Investment Indaba 2016 in Cape Town, which was the first of its kind in Africa. Before we even started, we had brought in a total of \$2.6bn of agri projects and potential investors. For me that’s what it is all about.”

Paulsen stresses that preparation is key to the success of any event.

“Whether you are attending as a delegate or an exhibitor, you need to understand what you want to achieve. That way you’re assured of a successful experience.”

Cape Town Stadium – your quintessential events location

THE impressive Cape Town Stadium, with its idyllic backdrop, is fast becoming South Africa's most sought-after events location.

In addition to the uniquely designed 55,000-seater Stadium Bowl, the venue offers an outstanding range of facilities – from fully-equipped conference rooms to expansive lounges, networking areas and space that could easily be adapted to fit any event, be it a product launch, soirees, film and photo shoot, indoor and outdoor exhibition or promotion.

Often mistaken as a sports-only venue (it was built to serve as a playing venue for the

2010 FIFA World Cup), the Stadium has hosted an array of events, conferences and exhibitions. Recent events include the HSBC World Rugby Sevens Series, the launch of Invest Cape Town, the Cape Town Cycle Tour Expo and the We Are Africa travel trade show.

Corporates and sports teams regularly use the conference rooms for press launches and media briefings.

The Stadium also transforms into a concert venue and has in the past hosted a variety of international artists including Mariah Carrey, Lionel Ritchie, One Direction, Justin Bieber and Michael Bublé.

The Stadium is also in close proximity to the V&A Waterfront, several MyCiTi bus

stops, upmarket hotels and restaurants. The venue is accessible from all major routes

and located adjacent to the Green Point Urban Park and biodiversity garden.



The Cape Town Stadium's Mixing Zone – an ideal venue for any event.

Creating tomorrow's energy opportunities in Africa

AFRICA is the continent of opportunity for the serious energy investor. With vast natural energy resources ranging from coal, oil, gas, hydro, solar, wind and geothermal, there is ample choice for the discerning entrepreneur.

Lack of access to electricity means that there is an opportunity for regional governments, energy businesses, organisations and investors to unlock electricity access to millions of people who have don't have power.

The Africa Energy Indaba is the continent's premier energy conference and exhibition: bringing together leading African and global energy players and unlocking energy opportunities across the African continent.

The Indaba has strategic partnerships with the World Energy Council (WEC), the South African National Energy Association (SANEA) and the NEPAD Planning and Coordinating Agency (NPCA).

The two-day event will once again be offering its highly-acclaimed business matchmaking programme, which affords delegates, exhibitors, speakers and sponsors actual business interactions with target markets.

By combining online technology together with a team of business matchmakers, delegates will be profiled and given access to an online matchmaking calendar with the ability to view and select exactly who they want to meet.

With over 50 senior energy leaders from global firms, governments and organisations in attendance, no business leader can afford to miss the ninth annual edition of the Africa Energy Indaba.

The side-events for 2017 include: the Indaba Energy Leaders' Dialogue, the WEC Ministerial Roundtable, the Africa Gas Forum, Women in Energy Conference, IPP/PPA Conference and the SANEA Energy Dialogue.

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Africa’s cardinal Captains of Construction and Infrastructure to meet in May 2017

ACCESS Africa hosts the third annual edition of the Captains of Construction and Infrastructure Leadership Forum at Gallagher Convention Centre, Gauteng from 23 to 24 May. The Forum will unveil and unite Africa’s most competent and passionate leaders of 2017 who are pioneering sustainable innovation, mobilising finance and driving public and private sector response to Africa’s imperative need for infrastructure and reliable service delivery.

Africa’s spending on infrastructure has doubled over the past decade to US\$80bn, but this amount must double in order to keep pace with annual demand for infrastructure delivery. The Captains of Construction and Infrastructure Leadership Forum unites the continent’s most celebrated captains of industry who are facing the infrastructure challenge head on and driving innovation for Africa’s industrialisation through the

identification of bankable projects, access to adequate financing, the promotion and development of effective public-private partnerships, and the optimisation of spending.

Past participants include renowned African leaders such as Honourable Christopher Yuluma, Zambian Minister of Mines, Energy and Water Development, Honourable Jeffrey Thamsanqa Radebe, Minister in the South African Presidency for Planning, Performance, Monitoring, Evaluation and Administration, Honourable Rob Davies, South African Minister of Trade and Industry, and Moe Shaik, Group Executive of International Financing from the Development Bank of Southern Africa (DBSA), among others.

Why do we need to talk about infrastructure investment and delivery in sub-Saharan Africa? Business spending in Africa will grow from US\$2.6tn in 2015 to US\$3.5tn by 2025. It

is estimated that over the same period an additional 187 million Africans will migrate to cities, drastically re-defining urban trends and requirements. An annual investment of US\$150bn is needed to close Africa’s infrastructure gap and inadequate infrastructure in Africa still cuts growth by as much as two percentage points per year, leading to a loss of almost 40% of productivity.

“The private sector needs to run away from what is comfortable and innovate, to contribute in a meaningful way to regional development,” said Moe Shaik, Group Executive of International Financing, Development Bank of Southern Africa (DBSA).

Today the construction landscape in Africa is shifting. Increased competition in the marketplace and an increased number of smaller-scale projects has led to slimmer margins, decreased confidence in local con-

struction companies and a paradigm shift towards generating new revenue streams outside of national borders.

Private equity exits in Africa reached a nine-year high in 2015, while the majority of deals reflected decreased in value as compared with previous years. Some 75% of private equity deals in the first half of 2016 were below US\$250m, with most below US\$100m. However, private equity firms investing in Africa continue to outperform public markets.

The third annual Captains of Construction and Infrastructure Leadership Forum will provide a definitive platform for strategic, upper echelon public-private sector collaboration and communication to analyse current trends and advances being made throughout the continent and evaluate where the best opportunities for infrastructure investment and delivery will be found in 2017 and beyond.

African Utility Week returns to Cape Town in May

“THE power and energy landscape in Africa is undergoing significant change,” says Evan Schiff, Event Director, African Utility Week adding that current trends include “the availability of private investment for power and energy projects, the fast development of renewables, energy storage that is becoming cheaper and more reliable, gas that is now a viable mode of power generation, and that in the next ten years, nuclear will become an increasingly important mode of base-load power generation as traditional power plants using coal are gradually phased out.”

The investment, trade and development opportunities in the sub-Saharan Africa’s electricity sector are estimated at US\$835bn of capital investment, \$490bn for generation capacity and US\$345bn for infrastructure.

The 17th annual African Utility Week is the leading conference and trade exhibition for

African power, energy and water professionals and takes place from 16 to 18 May 2017 at the Cape Town International Convention Centre (CTICC) in Cape Town.

The event will gather over 7,000 decision-makers to source the latest solutions and meet over 300 suppliers. Along with multiple side events and numerous networking functions the event also boasts a seven track conference with over 250 expert speakers.

The conference programme will once again address the latest challenges, developments and opportunities in the power and water sectors: ranging from generation, T&D, metering, technology and water. These include three exclusive plenary keynote sessions featuring the most sought-after international speakers.

“We are known for every year gathering an industry elite group of real world doers to share their expertise from grid to socket

on best practices for effective power and water supply. Once again, we will not disappoint.”

The expo offers an extensive technical programme sessions that are free to attend, hands-on presentations that take place in defined spaces on the exhibition floor. They discuss practical, day-to-day technical topics, best practices and product solutions that businesses, large power users and utilities can implement in their daily operations.

African Utility Week and Energy Revolution Africa are organised by Spintelligent and the African office of Clarion Events Ltd, based in the UK. Other flagship events in Spintelligent’s power portfolio are East African Power Industry Convention (EAPIC), West African Power Industry Convention (WAPIC), iPAD Rwanda Power and Mining Investment Forum and iPAD Cameroon Energy and Infrastructure Forum.

Mobilising finance for infrastructure delivery in Africa’s built environment



23 – 24 May 2017

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The Captains of Construction and Infrastructure Leadership Forum unites Africa’s most competent and passionate leaders to pioneer sustainable innovation and mobilise finance and investment in response to Africa’s imperative need for infrastructure and reliable service delivery.

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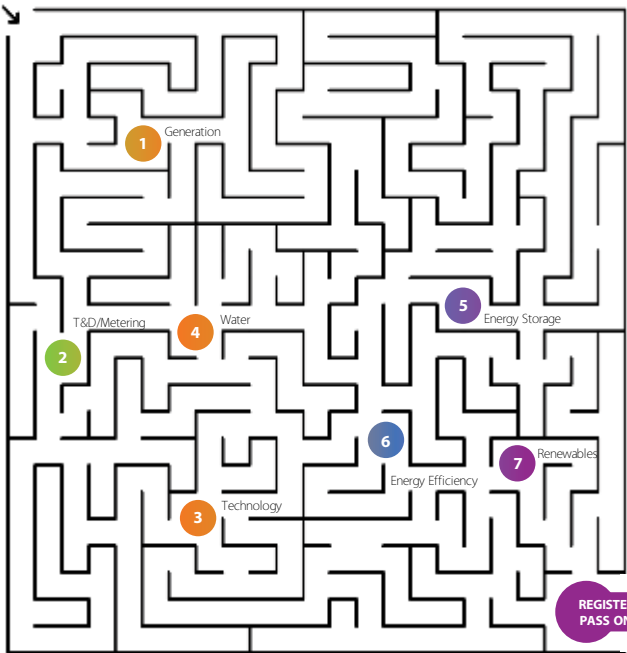
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16 – 18 May 2017, Cape Town, South Africa

When in drought....

By Jan Theron, Global Market Segment Coordinator: Water Re-use and Desalination, Royal HaskoningDHV consulting engineers

IN November last year the Western Cape Government released a statement that the

ongoing drought conditions in the region are affecting almost 400 settlements across the province and that the average capacity of dams had reduced to only 55%. With the majority of towns being solely dependent on water from these dams and/

or groundwater from boreholes, this paints a dire picture at the start of what is expected to be a hot and dry summer. Most towns have already reacted by imposing 20% water restrictions (Level 2), with the City of Cape Town raising its water restrictions to Level 3.

However, are we doing enough and how long will this drought last? It is not the first time that the region has been hit by a severe drought. During the previous 2009-2011 drought, and again in our current predicament, the reality of the situation is often met with panic and short-term solutions.

That is until the taps run dry, which then requires a major intervention to react to the emergency through implementation of fast-tracked solutions. These often don't offer the long-term benefits to deal with recurring impacts of climate change and drought. Resilience and sustainability have become recurring buzz words, but are we creating water resources and infrastructure that are truly future-proof and resilient?

With proper integrated planning we can build sustainable water resource portfolios and infrastructure which alleviates acute difficulties, as well as providing a long-term answer to water scarcity.

By combining this approach with communities and industry we can stop the negative impacts of drought and become more resilient.

This is not a problem unique to the Western Cape or South Africa. In South Africa the situation has brought the issue of resilience into sharper focus.

What is now vital is that we all use our expertise and influence – both in the private and public sector – to build upon these measures so that we can mitigate the impact of the drought and enter the next one better prepared.

The key is being granted the opportunity to adapt and implement resilience through a water use and augmentation strategy, technologies and innovations rather than focusing on mitigation of an isolated acute need.

The development of emergency desalination plants is often seen as the singular best solution. While effective in improving water supply these plants can also have a high energy and financial cost which the local economy may not be in a position to bear. Our approach encapsulates the entire water resource portfolio:

- protect and lower demand from existing resources;
 - improve water use efficiency (smarter use of water); and
 - develop supplementary supplies from a range of alternative sustainable water resources including water re-use and desalination.
- This enhanced water resource portfolio is built on appropriate and robust solutions and technologies to achieve an optimum lifecycle cost aligned to the needs of end users



and the local socio-economic environment.

Digital and product innovations unlock the full potential of the resources we do have available, allowing us to not only build better water infrastructure from scratch but to also 'retrofit resilience' to existing systems.

One of the most significant and largely untapped water resources in our urban environments are wastewater treatment works and their potential as centres of resource recovery.

The key to unlocking the potential of water re-use lies in the understanding and consideration of all its benefits. Not only is it a sustainable and resilient water resource, but it creates capacity in existing potable water supply systems (and sources) and positively impacts the discharge of treated effluent into the environment.

Combining the above with the appropriate technology opens the door to recover energy, biogas and nutrients from these plants.


Several examples of successful industrial and potable water re-use plants exist in South Africa. They in the Mossel Bay Industrial Water Re-use plant (5MI/day), George's indirect potable water re-use plant (10MI/day), and direct potable water re-use plant (2.1MI/day) in Beaufort West.

To promote water re-use we are working with the Water Institute of South Africa and Water Research Commission to share our knowledge and lessons learnt. Applying this with international best practices constantly improves and develops world-class water re-use projects such as the proposed 60MI/day industrial water re-use project from Fishwater Flats WWTW located in Port Elizabeth, South Africa.

By adopting a holistic approach ensures the involvement of local communities in the project, working with our clients, local contacts and representatives keeps stakeholders informed and engaged. This is particularly important in acute situations where design, construction and community liaison all happen in parallel.

With the opportunity to adopt a longer term approach this community engagement process would be in place already and would enable the rapid communication of necessary measures in times of emergency. Awareness and knowledge sharing is critical to effectively combat the impact of droughts and develop sustainable water supply infrastructure together.

Let us use this current drought as an opportunity to put in place measures to stop us being caught out by the next one, while developing infrastructure that attracts and sustains prosperity. In doing so we can cease to be surprised by something that is expected and together build a more resilient future.




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Rockwell Automation launches new industrial security appliance

MOST IT firewalls today cannot protect against threats to industrial network traffic, which limits their ability to minimise security risks on the plant floor. The Allen-Bradley Stratix 5950 security appliance from Rockwell Automation incorporates new security technologies to help protect plant-floor systems.

The device uses Adaptive Security Appliance (ASA) firewall and FirePOWER technology to create a security boundary between cell/ area zones or to help protect a single machine, line or skid. This supports compliance with IEC 62443.

The device also uses deep packet inspection (DPI) technology. Developed in collaboration with Cisco, the DPI technology enables inspection of the Common Industrial



Stratix 5950 appliance extends IT security technology to the plant floor.

Protocol (CIP) and other industrial protocols.

“Combining ASA firewall, FirePOWER and DPI technology gives IT professionals the granular visibility and control they need to protect industrial networks,” says Divya Venkataraman, Global Product Manager, Rockwell Automation. “With the Stratix 5950

appliance, users can now configure and enforce policies that help prevent potentially malicious firmware updates and program downloads. This helps enhance the integrity of plant-floor operations.”

An optional subscription license is available with the Stratix 5950 security appliance. Similar to

a PC-based, anti-virus service, subscribers will receive ongoing threat and application-signature updates to help protect against the latest known security threats.

The new appliance includes four 1 Giga-bit Ethernet (GbE) ports, and is available with copper and fibre or copper only, small form-factor pluggable (SFP) slot options. The industrially hardened device is IP30-rated and can withstand electrical shocks, surges and noise. It can operate in temperatures ranging from -40 to 60°C (-40 to 140°F).

The Stratix 5950 security appliance is the first Rockwell Automation product offering with DPI technology, which was announced in April 2016 as part of the strategic alliance between Rockwell Automation and Cisco.

Total solution for weighing, level control stress and fatigue monitoring

VISHAY's Model 178 extensometer is a load sensor designed for force measurement on any load-bearing structure. This extensometer provides the total solution for weighing, level control, stress and fatigue monitoring.

The design also allows multiple sensors to be permanently mounted for more complex stress profiling and analysis.

The Model 178 extensometer provides the solution for non-intrusive level measurements for materials that are subject to uneven build-up, bridging, or



V2 11717 Vishay Model 178-1.

sidewall collection. Also, liquids or wetted materials that are not suited for direct contact level measurement are an ideal application for the Model 178 extensometer.

The design of the Model 178 makes it an excellent solution for retrofitting

existing structures without compromise of the integrity of the vessel or structure.

The 178 has application in tank weighing or level systems, agricultural equipment, rolling mill sensing, moment sensing, structural loading measurements and bridge structures.

Accurate relative humidity and high-temp measurements in harsh environments

MANY industrial processes involve high temperatures, often combined with harsh and corrosive environments. These types of conditions are not normally the best environment for precision instrumentation to be placed, as the sensors and equipment can degrade quickly.

Michell Instruments, represented locally by Instrotech, has on offer their new and rugged DT722 relative humidity and temperature transmitters for industrial use. These pre-configured products have been chosen to meet the requirements of many standard humidity measurement applications.

They are specifically designed for process ap-



Michell's DT722 relative humidity and temperature transmitters.

lications within HVAC, agriculture and environment, where accurate, stable measurement and control of humidity and temperature is required.

Features of the DT722 are:

- Designed for accurate measurement in a harsh environment

- Calculated moisture signal output (optional)
- Integral loop powered display (optional)
- 0 to 100% RH/ -40 to +150°C operating ranges
- Long-term stability: ±1% RH over 12 months
- M12 fast connector and cable gland

The units are exceptionally reliable and robust with a strong, stainless steel housing providing corrosion resistance, protection against rough handling or accidental damage and ingress protection to IP65 (NEMA 4). Additionally, the probe can withstand temperatures up to 150°C.

New product selection tool

BOSCH Rexroth recently launched its integrated LinSelect selection and sizing software tool, enabling design engineers to find optimal linear axes and actuators from around 100,000 possible Bosch Rexroth product variants for their application in just five steps.

LinSelect delivers an integrated digital engineering process, from selection right through to configuration and electronic order at the Bosch Rexroth eShop. Here, selecting complete axes and actuators extends beyond the mechanical considerations; it also encompasses suitable Bosch Rexroth motors and drive controllers.

LinSelect doesn't just simplify design and procurement for experienced engineers; even inexperienced users are guided



PR TEC 4447 LinSelect: The new intelligent selection and sizing tool.

intuitively through the selection process, without the need for laborious training and familiarisation. In just five steps, the software narrows down the number of possible variants based on individual needs.

In addition to a pure calculation of mathematical parameters, the software developers have also integrated algorithms with comprehensive appli-

cation-specific knowledge of linear motion systems. Beyond pure mechanicals, the tool also suggests suitable Bosch Rexroth motor and drive controllers.

Bosch Rexroth's range of linear technology and electric drives and controls is available exclusively in sub-Saharan Africa through Tectra Automation, a member of the Hytec Group of companies.

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OPINION

Germany stops building more wind farms

Continued from back page



In the words of the greens, “The federal government is killing the wind companies”. They blamed it on the political influence of “old, fossil fuel power plants” (the usual suspects). No surprise there, but it begs another question (using a green argument applied to anyone that suggests anything

favourable about fossil fuels), does the Green Party have shares in such companies? Surely not, one hopes. In Germany, someone in government has had the terrible idea that having made sure the wind generator industry is up and running, it should be now be able to stand on its own feet

without injections of other peoples’ money. Time will tell if it can continue to exist in Germany without it. No matter there is plenty of developing countries to go to next where special prices (subsidies) may be available, South Africa being a happy hunting ground. But perhaps there is more than this to the German decision. Wind power doesn’t work too well. For example, any national electricity grid has to ensure that power can be balanced at all times so that there is just enough generated when it is necessary so the whole system stays stable. An unstable grid, if not caught in time by the grid operator, can lead to huge problems – in some situations blackouts. Grid instability can be caused by too much power entering the grid or too little. When wind and solar power comes on and off at unpredictable times, this can be nerve-racking for grid op-

erators. They are, by the way, the unsung heroes who ensure the rest of us can rely on electricity when we need it. Despite, or maybe because of, the massive investment in wind and solar, there has been a massive increase in the costs of electricity to German citizens, some of whom now qualify for being the new energy poor. Stopping building offshore wind turbines will at least mean more cash for upgrading and maintaining the power distribution grid which is getting long in the tooth, having missed out on necessary investment during the rush to wind power. Reuters reports that the motivation for putting the brakes on is “an over-reliance on wind power”. It adds that, “Germany now has electricity prices for consumers that are among the highest in the world”. Herein lies the cautionary tale when it

comes to over enthusiasm for wind farms. It’s the price of it – in Germany four times more expensive than power from existing nuclear sources. There is a distinction here between the claimed generation capacity of wind generators, their actual production average (which is very often much less) the price at which wind power enters the grid, and (most important for consumers) the price at the plug. Bluntly put, consumers in Germany have yet to see the benefit of the much vaunted drop in the produced-price of wind powered electricity generators. Meanwhile the German nuclear power industry is suing the government for US\$ 21bn, arguing that cutting nuclear power by 17%, for reasons political, not of price, is illegal. It should be an interesting argument when it comes to court.

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Comprehensive product range for power transmission drives

BEARINGS International (BI) says it offers one of the most comprehensive power transmission drive product ranges available in the local market. “BI represents a host of agencies. These include vee and wedge belts from Opti and Continental, ventilated turbo pulleys from Birn Germany, taper bushes from RCO, industrial power tools from Makita, chain and anti-vibration units as well as specialised hosing from Contitech,” says Brian Tillie, Product Manager, BI.

“While we target all market segments, we focus mainly on mining, heavy industrial, timber and food and beverage. These are all top-quality niche products manufactured by international market leaders. In terms of installation and aftermarket support, we are able to offer correct drive designs, training, technical bulletin back-ups and even laser alignment of drives.” BI, which is part of the Hudaco Group, has consolidated its position as a leading

distributor of bearings and power transmission products in southern Africa by launching a new brand identity at the end of 2015. “Our aim is to become a proactive company providing excellent service to our customers to ensure we are the preferred supplier. We strongly believe we should rather compete on value, providing advanced, industry-specific solutions and services, and thus safeguard industry sustainability,” concludes Burtie Roberts, CEO, BI.

IN THE NEXT ISSUE:

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A glimpse of greatness and brilliance

I was directed to the open door of a small room looking onto the garden. There, in a high, made-up bed on the left of the doorway was the international leader; the Field Marshall and ex-Prime Minister; the distinguished scientist and philosopher. He rested on the pillow fully dressed, but without his tie or his usual walking boots. His eyes were closed."

In the seventies I worked at The Star in Johannesburg, at that time South Africa's biggest daily newspaper. The editor was Harvey Tyson, a gentleman in the traditional way who was admirably uncompromising on the ethics and standards of journalism. He was Deputy Editor, Editor and, when The Star stable gained more titles, Editor-in-Chief for some 20 years before retiring to write.

I read his latest book in the Christmas break: On My Watch: Behind the News – Book 1, published by Writing Inc. The opening paragraph above is a quote from the book. Harvey Tyson, a junior reporter at the time, had been called to the death bed of Jan Smuts.

He continues, "I remember sitting down silently on a wooden chair placed near the centre of the sparsely furnished little room. I waited there, not knowing what to expect and looking back through the open door on one side and, on the other, the open window which reflected some of the early afternoon freshness of the Highveld's spring. My daily newspaper's deadline was gone, I reminded myself, with relief.

"Finally the Oubaas opened his eyes, greeted me... and closed them again. After a brief, and, for me, uneasy silence, he started to speak. No small talk whatever, though he intimated he just wanted to chat. I remember my flush of pride when he said he knew he could trust me. I remember little of what was said, but he spoke mostly in English and certainly didn't use the word 'chat'.

"I believe that, in his enforced passive state, he wanted for his own satisfaction to frame in precise words some of the thoughts in his head. Our conversations leading to this end were irrelevant."

It transpired that the General did not wish to discuss politics or the affairs of state, his wars or his personal memories.

Tyson continues, "As he lay now on his deathbed, there were other questions – never hostile in these circumstances, but worth asking – about his policies usually involving angry whites and angry blacks.

"But ... it was not the time for questioning a patient who had his own agenda during those few long intimate hours that I was bidden to spend in three sessions with that interesting, formidable man. Instead he spoke aloud his esoteric thoughts and arcane, jumbled memories, without me trying to take advantage of his condition.

His thoughts were, in any event, private and off-the-record. They were spoken to some young man he felt he could trust. They would never have been uttered to anyone holding a pencil and notebook."

For me, having been in nappies when Smuts died, it was worthwhile being reminded of how great a man he was. In South Africa he was con-

troversial, with emotions about him ranging from blind adoration to blind anger.

I remember making my grandmother cry when I said something nasty about him I had overheard from my parents. (Then my mother wanted to wash my mouth out with soap instead of her own!) And this in just one family.

At least I learned at an early age never to rely on only one side of a story.

In the rest of the world, Tyson reminds, Smuts was regarded as a hero or a genius or both. He was welcomed with a ticker-tape parade through the streets of New York when he visited that metropolis. One Chancellor of Cambridge University regarded him to be among the finest of that ancient institution's alumni – up there with John Milton and Charles Darwin.

He had won a scholarship to Christ's College in Cambridge at the age of 21, having gained double distinctions for a combined literary and science degree in South Africa. There he topped the lists in his examinations and graduated in first place for both parts of the law degree. He later practised as a lawyer and was also highly regarded for his work in botany. In 1948 Smuts was himself elected Chancellor of the University of Cambridge.

Tyson writes, "Smuts was invited to give the main address at the 100th anniversary meeting in London of the Association for the Advancement of Science. He surveyed subjects from mathematics and physics to biology and astronomy and from physiology to philosophy ... and then, on one particular day gave 13 lectures on different scientific and general issues. He could quote pages from books he had read years previously."

As a military leader he became a general at a very young age in the Boer War, and remained in combat for the duration of the conflict. In the First World War he led the South African forces, as well as the British forces in East Africa. From 1917 to 1919 he was a member of the British Imperial War Cabinet. In the Second World War he served in Winston Churchill's war cabinet and became Field Marshall in 1941. Churchill regarded him as the finest world leader he knew.

The world also recognised him "as the man who shaped, partly wrote and became the only person to sign the founding documents of the League of Nations and United Nations."

And then there was Smuts's deputy, Minister of Finance Jan Hendrik Hofmeyr. A child prodigy, he entered school at the age of seven and matriculated four years later.

With a Bachelor's degree in science and a Master's in classics by the age of 17, he won a Rhodes Scholarship to Oxford, which he took up two years later. Hofmeyr was a professor in classics and the first principal of the Univer-

sity of the Witwatersrand before he became Administrator of Transvaal shortly before his 30th birthday.

"Hofmeyr was a genius who ... died prematurely in his mid-50s, just six months after the apartheid he abhorred came to this country in 1948," writes Tyson.

"He was visibly uncomfortable with the trappings of state. I remember once, after reporting one of his erudite and impeccable speeches, helping to push the finance minister's private, elderly little baby Morris motorcar, which we found in the street, unable to restart after the meeting that night.

"Mr Minister, where's your chauffeur and Cadillac?' we asked. 'I use those only on official state occasions, not for public meetings,' he piped.

"We asked him to keep his little Morris in first gear, his foot on the clutch and, soon, his foot on the accelerator.

"Then three journalists manhandled Finance Minister Hofmeyr's old car down the dark empty street.

"At his funeral soon afterwards, 10,000 people mourned his spectacular life and the loss of his unbending ethics."

The book has its lighter episodes too, such as this one involving Harry Lawrence, an officer and a gentleman and member of Smuts's war-time cabinet. Harvey Tyson remembers it thus: "Lawrence, rising to his feet: 'Mr Speaker, I wish to say to the Honourable Member from 'Platberg' that he is' ... pause '...a snake in the grass...'

"Order! Order! Order! Order!" shouted the Speaker, thumping his gravel to gratify

OPINION

ON THE CONTRARY



Pieter Schoombie

the astonished gasps across the government benches, and to subdue the shouts and the opposing laughter across the Assembly.

"Withdraw! Withdraw that instantly!"

"Lawrence, waiting a while for the tension to rise, and anticipating just in time an order from the Chair to leave the House: 'I shall reluctantly withdraw those words, Mr Speaker, but I shall say this to the Honourable Mamba...'"

I discussed these matters with the usual congregation of fast thinkers and slow sippers at the local Pub and Grill, asking The Prof for his views on comparisons. For instance, Smuts's death bed in the tiny bedroom of a corrugated iron farmhouse and Hofmeyr's baby Morris, compared to Nkandla and the examples set by our current – immeasurably richer and much less humble – leaders.

The Prof burst into tears.

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Germany stops building more wind farms

If there is one sovereign country that is the poster child for green energy it is Germany. Even California doesn't count on this definition. So it is of more than passing interest that the German government has decided to stop subsidising construction of offshore wind power, and why it has done so.

Perhaps due to its long history of worshipping the natural environment, particularly forests, Germany has gone hell-for-leather towards a green energy utopia, taking the idea further than any other country, yet it now plans to cut 6,000MW of wind power capacity.

One reason could be that it has reached saturation point. Indeed there are those who claim that when conditions are ideal German wind farms can supply all the electrical energy the country needs. The key phrase is of course "when conditions are ideal".

THE OTHER SIDE OF THE COIN



Keith Bryer

This is not to pooh-pooh this happy state of green German energy, or the considerable technological achievement it demonstrates. But there are still questions to be asked.

Are Germany's wind farms a response to the needs of the market alone, or do they owe their continued existence to heavy subsidies of taxpayers' money? So far the amount is US\$1.1tn (R42tn) according to a report in the Berliner Zeitung.

Would this wind power industry exist without such enormous state aid? Not easily it seems. The suggestion that government support would be withdrawn immediately brought forth indignant cries that companies making wind turbines would be hard hit.

Continued on P27

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