

# CAPE Business News

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## Something ventured, much gained



**W**ESTERN CAPE-based venture capital initiatives appear to be finding significant traction with three contenders recently reporting encouraging progress in unlocking value from investments and in deal-making endeavours.

Cape Town-based venture capital company Anuva Investments, which utilises the tax, has eked out sterling initial returns on an investment in appliance repair specialist MasterCare – a business that was salvaged from business rescue less than two years ago. Anuva is one of South Africa's first Section 12J venture capital companies, and has reported earnings of R13,7m in the year to end February and has paid a generous R5m dividend to investors. The dividend represents a 24% return to original investors in Anuva.

MasterCare, which is also headquartered in Cape Town, has shifted from struggling for survival to thriving with Anuva managing not only to restore profitability, but also to start expanding the service offering to bolster revenues and secure more annuity flows.

Anuva CEO Neal Hobbs – a former business rescue practitioner – said MasterCare was a company he knew very well, and so the company was reassured around investing into the business at an attractive price.

MasterCare has three core streams of revenue – manufacturer's warranty repairs, extended warranty repairs for furniture retailers and a maintenance care plan. Hobbs describes the maintenance care plan as the

'seam of gold' in the business – ensuring dependable revenues of R1,5m/month by covering customer's for any failure on their appliances. He said the key to the business rescue at MasterCare was reducing overheads considering that the margin in the care plan business sits at around 84%.

With MasterCare's core appliance repair business on firmer footing, the first attempts at diversification have been introduced. Interestingly, the first move is into sports medical supplies via Medac, the well-known knee support and muscle compression specialist. Hobbs sees plenty greenfield opportunities for Medac using MasterCare's existing network, and spent R12,6m to acquire a 50% stake.

Another Cape Town-based initiative African Dawn Capital (Afdawn) has managed to unshackle itself from legacy assets that should allow the company to pursue its venture capital ambitions. Last month Afdawn confirmed that prolonged efforts to dispose of specialist lending business, Elite Group, as well as other associated assets to Dzothe Finance Solutions had finally been concluded. The company also managed to offload a rental enterprise SJJMC Property.

### Knife Capital

CBN readers will remember that in 2013 Afdawn changed its focus and became an active investment holding company that acquires shares in entrepreneurial com-

panies that have a strong innovation drive and are in a proven growth phase. The new cutting edge operation at Afdawn is Cape Town-based venture capital specialist Edge Capital, which is an expert in accelerating long-term sustainable growth of entrepreneurial ventures.

Specifically Knife Capital aims to enable entrepreneurial businesses through securing financial investments, providing ancillary advisory services and conducting a structured entrepreneurial support programme through its subsidiary Grindstone.

According to Afdawn chairman Jacques Groenewald – writing in the company's recently released annual report – "the real stakeholder value will however be unleashed when coupled with investable capital."

He explained that securing a pool of investable capital has remained a challenge. That said, Groenewald believed the changes to tax legislation providing favourable tax treatment for investors through section 12J registered venture capital vehicles had opened a new opportunity to secure investable capital. "We have pursued this alternative and have to date secured very positive traction from interested investors."

He said the aim in the short-term was to secure these investments through the SA Revenue Services approved stand-alone vehicle and then to start placing investments.

Grindstone has recently closed its third phase of business applications.

Grindstone 2, which kicked off in early 2015, saw 12 participating companies with some encouraging results. In just one year the participating companies saw an average growth of 64% in year-on-year revenue, an addition of R65m in revenue across the companies and the creation of 77 new, direct jobs across the companies.

Grindstone also claimed an expectation of 72% CAGR (Compound Annual Growth Rate) over the next three years (compared to 49% going in) as well as an 11% increase in efficiency measured by average revenue generated per employee.

As previously reported in CBN, Grindstone 1 – between July 2013 and July 2014 – that the 10 companies involved created 43 new direct jobs, collectively added R43m in revenue and grew by 61% year-on-year in revenue.

Meanwhile, Remgro controlled venture capital fund Invenfin appears to be building impressive deal-making momentum with the number of investments in the portfolio now

Continued on P2

## Succeeding with seed



**S**TELLENBOSCH-based agribusiness investor Zeder looks set to aggressively grow its seed specialist Zaad – despite a marked fall in profitability in its interim results.

Zaad was formed several years ago when Zeder nudged Cape Town-based Agricol into a merger with Oudtshoorn-based Klein Karoo Seed Marketing. Zeder holds around 93% of the enlarged seed business. The company develops and distributes a range of agricultural crop seeds in South Africa, Africa and the rest of the world. It is one of the smallest components of Zeder – which also has investments in Pioneer Foods, Capespan and Kaap Agri – but the profit potential has become more apparent over recent years.

Between the 2014 and 2016 financial years (all to end February) Zaad managed to grow turnover from R465m to over R1,2bn, and push earnings up from R51m to R105m. In the half year to end August Zaad, however, showed an overall recurring headline loss of R7m (from a previous profit of R21m.) Turnover was up almost 10% to R510m, but margins were squeezed to just 3.3% (from almost 11% previously) to leave gross profits down 52% at R17m.

But not too much store should be put in the first half of trading in the financial year to end February 2017 as Zeder traditionally enjoys a stronger second half. Zeder does caution that the first half results reflect the bulk of the annual input cost cycle, and points out that related revenues are normally recorded in the second half. It pointed out that the like-for-like profit comparison was not representative as Zaad actually delivered ahead of budget – adding that

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**CAPE**  
**Business News**

# Amdec develops five new hotel properties in Cape Town and Johannesburg

AMDEC Group, developer of New Urban lifestyles, today confirmed it is developing a total of five hotel properties for hotel company, Marriott International. All five of these properties will be firsts for Marriott brands in the country.

Amdec is injecting a massive R3bn into the development of these properties as a result of its growing partnership with Marriott International. This investment comes with welcome economic and employment benefits, during construction and long afterwards.

Commenting on the announcement, James Wilson, Amdec CEO says, "We are proud to pave the way for Marriott International's growth plans in Africa and help to open up new markets for this leading hotel company and its many loyal guests from around the globe. At the same time we are thrilled to develop property assets that create even more reasons to visit South

Africa and see the cities they are located in. It is exciting to be part of creating new dimensions to hospitality and tourism in the country and, by doing so, provide more opportunities for visitors and locals alike."

The hotel developments are in response to increasing visitors' numbers to the two major South African cities. Their development is expected to create around 8,000 building related jobs while under construction and over 700 new sustainable hospitality jobs will be created on completion – 470 in three new Cape Town hotels and 320 in the two Johannesburg hotels.

The new hotels in Johannesburg will be the first two Marriott-branded properties in South Africa – the signature brand Johannesburg Marriott Hotel Melrose Arch and the Marriott Executive Apartments Johannesburg Melrose Arch.

Both the hotel and executive serviced

apartment projects are part of Amdec's latest phase of the iconic Melrose Arch mixed-use precinct, the striking One on Whiteley, which also includes a health club and luxury motor retail, and exclusive residential apartments. The Johannesburg Marriott Hotel Melrose Arch will offer 150 rooms and the Marriott Executive Apartments Johannesburg Melrose Arch will have 200 apartments. They are set to welcome guests at the celebrated live, work, play and stay Melrose Arch precinct in 2018.

The three new hotels in the mother city include the first Marriott Hotel in Cape Town; the second hotel will be under the upscale extended stay brand, Residence Inn by Marriott, the first in South Africa; and the third hotel will be under the upper-moderate tier lifestyle brand, AC Hotels by Marriott, which is the first hotel under this brand for the Middle East and Africa (MEA) region.

Amdec's latest mixed-use development – Harbour Arch – is to be constructed in the burgeoning Culemborg node of Cape Town, and will become the site of the 200-room Cape Town Marriott Hotel Foreshore and the 150-room Residence Inn by Marriott Cape Town Foreshore. Harbour Arch will be a new 200,000m<sup>2</sup> mixed use development modelled on the iconic award-winning Melrose Arch mixed use precinct in Johannesburg. On completion, it will comprise seven individual blocks located along a landscaped pedestrian walkway running the entire length of the precinct and will offer a sumptuous blend of retail, commercial, res-



idential, hotels, restaurants and coffee shops, gyms and health clubs, banking, entertainment, and much more. It is expected to open in 2019.

The 189-room modern, design-led AC Hotel Cape Town Waterfront will welcome guests at The Yacht Club, a unique mixed-use landmark by Amdec, which recently began construction. The Yacht Club is within the Roggebaai Canal Tourism Precinct, named after the Roggebaai Canal which runs through it. It is linked to an outstanding variety of world-class tourist, business, transport, retail and recreation facilities, all within its immediate vicinity. It is superbly located at the magnificent gateway to Cape Town's waterfront and a short walk from the Cape Town International Convention Centre (CTICC.)

The Yacht Club also includes exclusive residential apartments and prime grade offices.

The AC Hotel Cape Town Waterfront at The Yacht Club will be ready to greet guests from June 2018.

The growing relationship between Amdec and Marriott International is built on its ongoing partnership originally established through the Protea Hotels by Marriott two existing hotels at Melrose Arch, African Pride Melrose Arch Hotel and Protea Hotel Fire and Ice! by Marriott Melrose Arch.

The Amdec Group is a privately-owned property development and investment business recognised as South Africa's leading developer of New Urban lifestyles. Its pioneering portfolio includes the iconic Melrose Arch mixed-use precinct, the Evergreen Lifestyles brand including its six retirement villages, XtraSpace state-of-the-art self-storage facilities and many other landmark mixed-use, residential and commercial developments.

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## Something ventured, much gained

Continued from P1

at 10 companies. Most recently Invenfin acquired a strategic stake in Dynamic Commodities, a Coega-based company specialising in value added food exports and Joya Brands, an Atlantis-based company that produces a range of high quality soft-filled candy under the 'Amajoya' brand, 'Titanium' lozenges as well as 'Hoppity Poppy' popcorn. Older parts of the portfolio com-

prise digital advertising and technology business Ad Dynamo – which is Twitter's exclusive ad sales partner in Africa – as well as rooibos-based iced tea beverages business BOS Brands.

More recently Invenfin appears to have an appetite for specialist food ventures – like the acquisition of strategic stakes in bean-to-bar artisanal chocolate maker De Villiers Chocolate and arti-

sanal snack and confectionery manufacturer Le Bonbon. But there's also a more adventurous spirit with investments in weird and wonderful companies like health informatics company LifeQ, heavy commercial vehicle tyre management system ORSO, employee engagement solutions specialist Wyzetalk and ozone-based sanitisation technology company ArcAqua.



## Securex 2017 continues the tradition of security and fire technology excellence

WITH 60% of stand space already sold for Securex 2017, the exhibition's organisers, Specialised Exhibitions, are confident that the event will continue its dynamic growth pattern. Securex 2016 not only saw an impressive 20% increase in visitors – 6,374 pure visitors (excluding the flow-through from co-located A-OSH EXPO) – but also boasted an increased number of exhibitors. The 168 exhibitors, including 45 companies attending Securex for the first time, were collectively pleased with the exhibition's ability to attract their target markets.

Joshua Low, Securex Event Director at Specialised Exhibitions, says that the exhibition enjoys the support of a

number of industry associations, a fact that underlines the credibility of Securex as Africa's leading security and fire exhibition.

"We launched an aggressive marketing campaign and increased our penetration into a number of pan-African countries. Exhibitors are unanimous in their demand for added exposure in these countries as they prepare for the next wave of business growth. Indicative of the success of our African campaign, we welcomed 314 international visitors from 25 different African countries. This is a year on year increase of 12% since the 2015 event," Low points out.

Hosted at Gallagher Convention Centre in

Midrand, from 30 May to 1 June, Securex 2017 will include many of the visitor attractions popularised in the 2016 event. An example includes the New Products Display, situated at the entrance to the exhibition, provides registering visitors with a sneak preview of hot new security and fire technology.

Always a hit with visitors, the Securex Seminar Theatre will provide a wealth of information on relevant industry trends and legislation from knowledgeable industry specialists.

"We encourage all companies engaged in the manufacturing and/or provision of security and fire products and services to choose their stand space now as interest is brisk," Low concludes.

## Western Cape's Manufacturing Indaba to expand growth potential of SA's green hub

WITH its aspirations of becoming the green economy hub of Africa, the Western Cape and its manufacturers are looking forward to the second annual Manufacturing Indaba Western Cape on 8 November at the Cape Town ICC, which will once again bring together the province's industrial movers and shakers. Manufacturing is the second biggest sector in the Western Cape and contributes about 15% to the South African manufacturing sector output. The province's agri-processing sector has shown resilience during these tough economic times, and its renewables and green tech industries have received significant investments in the past five years. Two thirds of South Africa's manufacturing investment in

renewables is located in the province – that is, eight out of the country's 12 manufacturers. In 2011, the vision was launched for Atlantis to become a centre of this green hub and it is a now a designated Special Economic Zone (SEZ) for "Greentech." Working the City of Cape Town, the Western Cape Government and the Department of Trade and Industry (the dti), a portion of Atlantis is being established as a "green manufacturing hub," with incentives being offered. A further R1bn is expected to be ploughed into this SEZ over the next five years, particularly in the renewable energy sector.

The proposed GreenTech SEZ supports the manufacturing sector to become suppliers and

component manufacturers for clean technology, such as renewable energy components.

The West Coast Industrial Plan is also forging ahead. This is a partnership between three of our Departments – Economic Development; Environmental Affairs and Development Planning; and Public Works – together with the Saldanha Municipality, and Green Cape, our special purpose vehicle. A sustainable growth trajectory for the province's manufacturers is being established through a focused collaborative effort by both government and business to strongly support the province's manufacturing sectors and to marshal domestic resources for increasing investment in the real economy. With a notable delegation

from the dti, the second Manufacturing Indaba Western Cape conference will introduce and update delegates on the latest incentive schemes, programmes and opportunities, and introduce them to national and provincial manufacturing executives and leading policy-makers.

The event, aims to bolster the province's manufacturing operations, unlock untapped potential and introduce delegates to new potential partners and suppliers. Manufacturing Indaba Western Cape's strategic partners are the dti, the Manufacturing Circle, the Western Cape Government, Wesgro, the Western Cape Tooling Initiative, Cape Chamber of Business and Industry, Greencape and the NCPC-SA.

### Succeeding with seed

Continued from P1

the revenue growth was encouraging in light of El Niño conditions that have induced drought over many agricultural areas in South Africa and Africa.

Zeder also reported positive contributions from Africa and international new markets for Zaad's Gebroeders Bakker offshore venture. The company saw substantial growth opportunities – but Zeder CEO Norman Celliers warned that political and climatic risks needed to be considered at all times. Celliers, however, reiterated that growth at Zaad was underway. "With a strong product portfolio, proprietary intellectual property (IP) and established South African and international market presence, growth is underway."



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# Golden Arrow gets smart

ICONIC Cape Town passenger transport company Golden Arrow Bus Services (GABS) is cutting down risks of traveling with cash onboard. In terms of key strategic imperatives GABS has deemed the handling of cash as a

method of payment on buses, kiosks and at depots a “high risk factor” in the company’s business model. Consequently, the company has decided to procure a state of the art automatic fare collection system at a cost of R85m.

According to the annual report of holding company Hosken Consolidated Investments (HCI), the automatic fare collection system “will be smartcard based and will provide considerable detail associated with travel patterns

across the full spectrum of the commuting experience.” GABS anticipated that the data unlocked by the system’s functionality will serve as a rich source of management information. This could be used to further refine efficiencies across the company’s revenue base. GABS has also invested in other key areas to ensure appropriate efficiencies are maintained.

HCI argued that the ongoing recapitalisation of the bus fleet – which saw the replacement of 74 buses at a cost of R136m – had undoubtedly been a positive influence in achieving an enviable operating efficiency ratio of 97% of all first time departures being on time.

HCI said the GABS fleet currently boasted an average age of 9,6 years. During the financial year to end March, the GABS technical team reduced the number of breakdowns by 18% to achieve an industry best practice rate of 3,5 breakdowns per 100,000km.

HCI CEO Johnny Copelyn said the achievement of consistently high operating efficiencies formed the bedrock of the company’s results.

He added, “Despite lingering legislative constraints inhibiting the organic expansion of its service footprint, GABS posted one of the more formidable operating performances of its chequered 155-year involvement in public transport services in the City of Cape Town. Buoyed by an extraordinarily long cycle of depressed oil prices and the company’s forays as a Vehicle Operating Company in the expanding MyCiti IRT services provided a solid platform for the creditable performance.”

In terms of financial performance, GABS managed to increase revenue 7% to R1,5bn in the year to end March with reduced passenger numbers being offset by new routes.

Gross profits were up 16% to R376m – mainly as a result of lower fuel prices and reduced overhead spend. The headline earnings contribution was R185m – which more than justifies HCI’s (at the time ‘contentious’) decision to acquire GABS for R257m in 2004.

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# Lots in store...

CAPE TOWN-based self-storage specialist Stor-Age seems intent on wrapping up some serious market share after pitching to acquire rival business Stor-Age RSA Investments Proprietary Limited.

Storage RSA was established in 1997 when it opened its first store in Somerset West, and now ranks as the third largest self-storage operator in South Africa. Its portfolio comprises seven high-quality properties, four of which are located in Cape Town and the remaining three in Gauteng.

Stor-Age CEO Gavin Lucas reckoned Storage RSA fitted the company's strategy of pursuing value-added acquisitions in a fragmented, local self-storage industry. He said the acquisition would help Stor-Age consolidate its position as a dynamic brand in the South African market. He added that Storage RSA would provide Stor-Age with considerable scale from both a balance sheet and trading

perspective with the introduction of additional high quality properties to the portfolio.

"From a sector perspective, concluding the deal would solidify and significantly contribute to Stor-Age's position as a significant self-storage operator and property fund in the South African market."

Lucas cautioned, though, that while there was some room for immediate value enhancement of the portfolio through Stor-Age's sophisticated operations platform, the majority of value enhancement would occur over time through key initiatives – like digital marketing, revenue management and scale in key markets.

In May this year Stor-Age expanded existing self-storage properties as a result of sustained high levels of occupancy and strong customer demand at Stor-Age Gardens and Stor-Age Durbanville. Both properties are undergoing further development with the

addition of 5,500m<sup>2</sup> and 2,500m<sup>2</sup> of gross building area at each property respectively. The projected development cost is R32m and R12m respectively, and the projects are due for completion in December and January.

In the trading period to end March this year Stor-Age showed an 11% annualised escalations and growth in portfolio occupancy to 86%, rental income of R54,9m (which was 3% higher than initially forecast.) At the release of the results on June, Lucas said

constant demand for self-storage was the key driver of the company's strong results.

"Self-storage is a 'needs based' product and the need prevails in any economic cycle."

He argued that in both good and tough times people went through life changing events and required flexibility – whether performing renovations at home or moving.

"Likewise businesses always require flexible space options – whether they are upscaling or downscaling."

He added that cur-



rent lifestyle trends were further boosting demand such as security-conscious living in smaller spaces in apartment blocks, complexes or retirement villages.

Lucas added that in South Africa, specifically, the emerging black middle class was another key driver of demand. Stor-Age reported that in the period to

end March occupancies across the portfolio increased by 3,900m<sup>2</sup> in the 4,5 months from the company's listing with the facilities boasting over 14,300 tenants.

## Premier's big catch



PREMIER Fishing (PremFish) – the seafood specialist controlled by BEE company African Equity Empowerment Investments (AEEI) – has landed a bigger profit catch than initially expected. AEEI recently reported that in the year to end August PremFish not only increased its sales volumes, but also

PremFish is a vertically-integrated fishing group specialising in harvesting, processing, sales and distribution rock lobster, squid, abalone, pilchards, hake, tuna, seaweed, general food products and environmentally friendly agri-biotechnology products.

The company controls 60% of the South African Rock Lobster market (which is mainly exported to the USA) and 12% of the total Rock Lobster market (mainly exported to the Far East.)

PremFish is also making strong shifts into aquaculture, and recently received environmental approval to expand its abalone farm in Gansbaai. AEEI disclosed that the operational performance of the abalone farm continued to improve year on

The company controls 60% of the South African Rock Lobster market.

achieved better pricing, managed to secure good catch rates and efficient vessel scheduling and utilisation. PremFish consequently saw revenue growth of 15% to R401m and operating profit increasing to R75m (compared with R68m in the prior year.)

Continued on P7

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CAPE TOWN-based empowerment company Grand Parade Investments (GPI) has officially got its second tilt at the fast food and beverages industry underway with the launch of Dunkin' Donuts. GPI opened its first Dunkin' Donuts store – specialising in coffee and baked goods – in Goodwood last month. The move comes not

# Slam dunk?

long after Taste Holdings launched the Starbucks coffee shop brand in South Africa. Starbucks has so far restricted its roll-out to three stores in Gauteng, so it remains to be seen if Dunkin' Donuts will enjoy 'first mover' advantage in the Western Cape.

As was seen with GPI's initial openings of Burger King, locals queued outside the restaurant.

The master franchise agreement between Dunkin' Brands and GPI makes provision for the roll-out of more than 250 Dunkin' Donuts restaurants and more than 70 Baskin-Robbins (icecream) shops in South Africa over the next few years.

GPI is in the fortunate position of being able to call on the strong dividend flows from its gaming investments – which include the GrandWest casino – to underpin the development cost of rolling out Dunkin' Donuts and Baskin-Robbins. The Burger King chain – now over 70 stores strong – also looks set

to reach break-even point in terms of generating operational cash flows.

GPI chairman Hasen Adams reckoned that diversifying the local quick service restaurant (QSR) industry with premium

for convenience and a rising coffee market meant a "welcoming environment" for Dunkin' Donuts. "The brand offers convenience for South Africans with a thirst for high-quality coffee and espresso beverages. We're iden-

**It remains to be seen if Dunkin' Donuts will enjoy 'first mover' advantage in the Western Cape.**

brands that resonate with South Africans remained a focus for the Group.

"Dunkin' Brands and GPI have shared values, and are committed to maintaining the product and brand excellence Dunkin' Donuts is known for in other markets around the world."

Alan Keet, CEO of GPI subsidiary Grand Foods, said that the growth in the emerging middle class, the quest

tifying locations with high footfall and easy access where our guests can easily and quickly grab their favourites or relax and have a coffee with friends."

CBN looks forward to the time when Starbucks enters the Western Cape markets and Dunkin' Donuts advances on prime locations in Gauteng. Consumers and coffee lovers will surely be the winners in this competitive roast-off ...



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## Elcarbo's pillar of strength

THE cultural thread of passion and commitment that runs through the Elcarbo physiology started in 1991, when as a family business in Johannesburg, Elcarbo employed five people. Through an ever-changing world, Elcarbo Industrial Supplies says it kept on flourishing, always re-inventing and seeking opportunities to grow and empower people.

Today this commitment has manifested in a head office in Cape Town, a people investment of over 40 employees, warehousing over 1,000m<sup>2</sup>, a branch in George and a product portfolio that is rooted in quality and fair pricing with excellent customer service.

"There is one aspect of Elcarbo that is not

negotiable and that is ethics. In all our dealings honesty is priority. We believe that a bill of rights never comes without a bill of responsibility. We focus relentless efforts into our responsibility towards people, our country and the world as a whole," says Wendy Turton, Director at Elcarbo Industrial Supplies.

Staff development is always on the agenda and results are achieved through a "highly focused skills development budget and plan" as well as profit sharing incentive schemes.

"Good corporate citizenship is part of the Elcarbo fiber and we endeavour to consider people, the laws of the country and the environment in all our decision-making," continues Turton.

As an extension of this commitment lies the company's responsibility towards transformation. Its employment policies provide opportunities to previous disadvantage individuals and Elcarbo takes great pride in the development of "amazing and hidden potential." This development has opened ownership opportunities for staff. Elcarbo Industrial Supplies is very proud to have achieved 59% black ownership and 30% black female ownership with a Level 1 BEE certification.

"This will not stop here and various strategic plans are being tabled for further new business development that will strengthen our transformation kinetics."

"Elcarbo's product range offers bespoke choices of quality and affordability."

The brand portfolio is extensive and includes:

- Ekamant Abrasives
- FEW Cutting Tools
- Dronco Cutting and Grinding
- Rocol and Spanjaard Lubricants
- Cromwell Tools
- Chicago Pneumatic Tools
- Makita
- Bosch Power Tools.

Ongoing research and development ensures that this portfolio is constantly reviewed and extended.

Therefore, Elcarbo Industrial Supplies as a choice will supersede the demand of modern day manufacturing. Our products are chosen in association with world-class brands and, because service is our pride, we form deeply vested partnerships with both suppliers and customers. Not only is product quality and service delivery important, but we always go the extra mile to achieve maximum cost efficacy and correct application of products," concludes Turton.



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# Wastewater system challenges conventional wisdom

THE country's fixation for water borne sewage and large energy hungry wastewater treatment plants that more often 'waste' this valuable resource, is about to be challenged at grass roots level with an exciting concept that is modular, easily expandable, simple to install and maintain, has very low energy requirements and recycles treated wastewater on site at less than R1,88/kl.

## JV celebrated

The Clarus Fusion Sewage Treatment System features 50%+ local manufacture by Maskam Water through a joint venture (JV) with the Zoeller Pump Company of the USA. The system was shown to dignitaries and invited guests at the company's Brakenfell Industria premises at the end of October.

The occasion was to commemorate the JV and the unveiling of the largest unit yet supplied to the local market, which will treat 15,000l/day of black or grey water and serve up to 100 people.

Dignitaries in attendance included Minister Alan Winde, MEC of Agriculture, Economic Development and Tourism Western Cape and United States Consul General, Teddy Taylor.

Both stressed the environmental, social and economic benefits of bilateral cooperation to South Africa and the USA in their address to the audience, which included local municipal councillors, retired mayors from surrounding municipalities, Billy Walker, Zoeller's International Accounts

Manager and other influential guests.

## Change of mind set needed

Maskam's founder and CEO Gerhard Cronje is adamant that the Clarus Fusion system is a radical but entirely appropriate solution for addressing developing countries sanitation needs. "From the first time I 'discovered' the Fusion system through our JV agreement with Zoeller, I realised that a complete change of mind set is required to solve our pressing sanitation needs in formal, informal and remote rural areas," he says.

"The traditional approach has been to provide water borne sanitation through a network of underground piping, sometimes requiring pumping stations, into a conventional wastewater treatment plant, which then discharges the treated wastewater into rivers and water courses with a limited amount being used for irrigation or industrial use.

"Most smaller formal communities simply discharge the treated wastewater or final effluent into rivers thereby wasting millions of litres of recyclable water – which is shamefully ironic in the drought situation we find ourselves in today."

There are many that have found the advantages of the Fusion system appealing and the idea of utilising recycled grey water for sanitation, irrigation or industrial water usage. The company have sold more than 120 Fusion units since acquiring the licencing rights from Zoeller in 2010



Consul General Teddy Taylor (US Consulate Cape Town), Minister Alan Winde (MEC of Agriculture, Economic Development & Tourism Western Cape), Gerhard Cronje (CEO of Maskam Water), Billy Walker (International Accounts Manager of Zoeller Company), Dr Kraai van Niekerk & Mr Conrad Sidego.

across its agreed territories of sub Saharan Africa, the UAE and Mauritius. More than 20 units have been supplied to customers in the Stellenbosch area and businesses have installed units where the wastewater is used for irrigation purposes. As the system is modular, capacity increases can be accommodated by simply adding another unit.

Unlike conventional treatment plans which

have to be constructed – at great cost – to cater for planned expansion at the initial stage, Fusion units can simply be added to accommodate demand as and when needed.

## "Give me water"

Cronje says that he was exposed to the Clarus Fusion system in 2009 when negotiating a licencing agreement with Zoeller to import its range of

pumps. Zoeller Pump Company established in the USA in 1939 - have a 34% market share of the US market and were looking at developing overseas markets when the local US Commercial Service in Cape Town identified Maskam Water as a potential partner.

Maskam is named after the northern tip of the Matzikama Mountains in Namaqualand, a semi desert area

300km north of Cape Town.

Matzikama means "give me water".

Successful negotiations followed and although Zoeller's products are sold in over 50 countries, Maskam is the only company outside of Zoeller's home base to be trusted to manufacture the company's products locally.

## Local manufacture creates jobs – expands product capabilities

"We have achieved a local content of 46% on the Fusion units," says Cronje "which will be increased to more than 50% by 2017. We use a local company to manufacture the fibreglass shells of the Fusion units and as our SABS standards for electrical systems are different from those in the USA it giving us scope to increase local content still further. In agreement with Zoeller, we have added our accessories to the basic concept to cater for our local conditions and requirements thereby extending the

product's capabilities and applications, thus offering turn-key solutions to our customers" he says.

"The future of Fusion in this region is bright," says Cronje "it will not only help to solve the pressing issues of dignified sanitation to millions of people but save hundreds of millions of litres of water. The technology benefits are overwhelming. Some of the biggest problems with conventional and packaged plants currently available are through the lack of maintenance and the shortage of skilled people to perform these tasks. The Fusion system only requires sludge removal once every four to six years, and one hour of routine maintenance every six months, and that can be accomplished using unskilled labour. The low energy requirements of the system – typically between 60W for the smallest unit and 340W for the largest, can be supplied by solar PV. A real win-win situation," he concludes.

## Premier's big catch

Continued from P5

year, giving PremFish a degree of control to manage consistent production outputs. AEEI added that greater sales volumes were achieved this year – driven by larger customer demand and better pricing. The expansion plans on the abalone farm are scheduled to commence during 2017.

AEEI CEO Khalid Abdullah reckoned the acquisition of small-medium-sized companies were also possible at PremFish – including buying processing and canning facilities as well as securing outside fishing quotas. He said

PremFish had already engaged two target companies, and plans were being formulated to develop other farmed species.

It seems that PremFish could also raise substantial capital in the medium-term with AEEI indicating that plans to separately list the seafood company on the JSE were well underway.

PremFish would be only the second fishing company on the JSE, joining Oceana Group. Indications are that PremFish could be valued at between R1,5bn to R1,6bn when listed on the JSE.



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# Why piles of paperwork belong in the past

DESPITE efforts by businesses to go green, busy offices still generate a lot of paperwork. What many high-functioning businesses don't know is that reams of paper actually

reduce business efficiency and increase costs. As businesses are thrust into the digital space, analysts predict the arrival of the paperless office – yet more and more

paper is produced every year. Working intelligently with documents is a critical factor in reducing paper waste. It's much more than well-organised storage and quick searches

– it's about creating secure and efficient processes. So what are the benefits of digital documents? Here's how businesses can digitise and reduce paper to run more efficiently:

**Let go of old-school** Paper storage isn't secure or safe. Documents are susceptible to theft and vulnerable to external damage, such as fire and water. It's also

difficult to track physical documents as retrieving them takes time.

The sharing and distribution of hard copies is highly impractical as information is limited

to the confines of the document.

**Better business**

Digital documents are easier to store and send, easily searchable and more versatile than paper. Paperwork on desks and shelves isn't just untidy, it's inefficient too.

The beauty of digital storage is an entire company's documents can be stored on a single server instead of endless rooms of shelving. If there's a fire or flood, recovery from digital backup is effortless. Digital filing also means costs saved on printing and postage. A paperless office allows for easier expansion, as moving is seamless and efficient.

The beauty of digital storage is an entire company's documents can be stored on a single server instead of endless rooms of shelving.

**The paperless solution**

Nashua's Docuware and NashuaDocs help organisations gain control over their information and data. Managed Document Services (MDS) digitise crucial documents and help automate internal business processes. This is a customisable solution designed for fast document storage, retrieval, enhanced efficiency and optimised business processes.

This software reduces the time spent searching for, printing, copying and labelling documents by simplifying document-related tasks in the office. Both Nashua solutions are tailor-made for current and future business requirements. They allow for seamless workflow and boosted productivity.

Going paperless doesn't happen overnight. Businesses can strategise to reduce paper, together with a Nashua consultant. Cutting paper use also gives modern businesses flexibility to operate from anywhere, and faster access to information needed. Piles of paperwork belong in the past. The future is digital.

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# Goscor Power Products rates Rato engines top notch

GOSCOR Power Products (Pty) Ltd., a leading Southern African distributor of generators, engines and pumps, is proud to announce its recent appointment as the official distributor of the high quality Rato power product line up for the SADEC and East African regions.

"In accordance with the agreement we signed with Chongqing Rato Power Co., Ltd., our entire construction equipment range will all be powered by Rato engines," confirms Goscor Power Products (GPP) Managing Director, Mark Bester.

"We identified a niche in the market for a high quality product that provides a high performance-to-affordable-price ratio. Following extensive research, we found a gem in China; Rato stands head and shoulders above other Chinese brands and will outperform other Chinese products in terms of quality, reliability and affordability. Rato is an already well-known and proven brand within the

middle and high end customer sectors across Europe as well as in North America."

Rato is manufactured in the Subaru, Wacker, Koshin, Ellemax approved 470,000m<sup>2</sup> factory, in Chongqing and is one of the most competitive enterprises in general-purposed engine fields in China. Rato also has a manufacturing facility in the USA where the brand is, according to Bester, "taking the market by storm."

Both Rato factories manufacture in accordance with all major European and North American quality standards and products are fabricated from high quality materials to ensure optimum performance and reliability for maximised customer up time and productivity.

Always committed to offering customers the best value for money without compromising on quality, GPP have been testing the Rato products over the past eighteen months.

"Our tests have determined that the prod-



*Goscor Power Products is the official distributor of the high quality Rato power product line including the Rato Trash Pump.*

ucts are of world class quality and design that make them highly suitable for our local market conditions, especially in construction," affirms Bester. One of the most important design features of the Rato engine main is the double balancer crankshaft running on roller bearings which enables it to operate in vibratory conditions typically found in the tough construction environment. For lend further reliability, GPP has also introduced a specialised air filter systems

on all its construction equipment engines.

"We compile our own engine specifications specifically for GPP which are locked down by Rato guaranteeing us of receiving the correct, fully compatible parts and spares. We also have our own mould for water pumps," adds Bester who is impressed by the world-class quality control and after-sales service procedures and processes at the Chongqing factory.

"The fact that Rato recently signed an agreement to manufac-

ture engines for Subaru bears testament to the high standards maintained by this world class facility."

"All products arrive individually packaged and barcoded inside larger containers and once we move our warehouse to barcoding we will be able to scan the shipments straight into our stock holding."

As the stock is shipped directly from the Rato factory in China, customers are assured of quick turnaround times and fast, on-time supply.

The Rato product range available to the African markets from October 2016 includes petrol driven generators.

(2 – 10 KVA and inverters), engines (7 – 15 HP), fertilizer pumps and trash pumps (3 and 4"). Bester adds that there are plans to later expand the range to include water pumps (15 – 100ml), high pressure cleaners, fire fighter equipment and twin engines from 20HP upwards.

The comprehensive product portfolio, including a complete

range of parts and spares, will also be supplied via the GPP dealer support network across South and southern Africa including Botswana, Mozambique, Namibia and Zambia.

GPP, part of the Goscor Group of Companies, has 30 years of experience in the power product industry with the supply of a holistic spectrum of industrial equipment including pumps, generators, welders, fire-fighters, engines, rammers, rollers, concrete mixers and compactors.

## Good business practise prescribes that you get what you pay for?

ACCORDING to the appointed distributors, ELECTRO AIR, the AIRSTREAM ranges of Puma Power compressor pumps are highly reliable industrial rated compressors, surpassing the domestic type compressors currently being offered by most compressor suppliers that are built for the handy man market, not for professional business. An array of brands have flooded the market over the last decade – due to the attractively low initial capital cost. However, most end-users are not aware of the pitfall long-term ownership cost involved when opting for a poorly designed reciprocating air compressor.

"Currently most small piston compressors imported into South Africa are fundamentally built for domestic use, as their design allows only for intermittent use where the load duty cycle of the compressor is confined to a maximum of 40% loading," says Kevin Rushmer, ELECTRO AIR Sales Manager.

If this duty cycle is exceeded they inevitably fail because of overheating, which can be caused by a number of factors such as inferior valve design, poor quality ancillary components and inferior cooling due to excessive and high running speeds.

The use of aluminium crank cases with weak bearing design and timid valves as well as inferior discharge non return valves are also to blame, these design saving costs dramatically reduce the compressors life expectancy especially when the Load duty cycle is repetitively exceeded. Most of these compressors are lucky to last the warrantee period in industrial applica-



tions, or fail very soon thereafter. Reliability is compromised as no OEM spares are locally available and back up support is limited.

Another very factor to consider when purchasing a receiver mounted air compressor is the validity of the air vessel.

"With recent changes in the OHS act, many small imported compressors are supplied with air receivers built abroad, which are now considered illegal and non-compliant according to new local mandatory laws. Many users buying these products do not realise that operating an illegal pressure vessel in your factory or in fact at home, is potentially like having a bomb on your premises and in the event of a vessel exploding, will render serious legal implications for the owner," continues Rushmer.

"AIRSTREAM Puma Powered compressors surpass all these deficiencies, fitted with high quality components, legal ancillaries and total reliability achieved by utilising the robust cast iron "PUMA" air compressor pump, units are available in single or two stages for ultra-efficiency."

PUMA pumps can operate under 80% load duty cycle without failure as they are mechanically built to perform at that load, and thus capable of maintaining low oper-

ating temperatures due to their inherent design and low running speeds.

Rushmer says, "The PUMA pump has proven itself in our local market having been supplied successfully for the last 45 years in this market sector, these compressor pumps have served the industrial market in a multitude of applications and also the general motor Industry, offering trouble free, low maintenance. They have the reputation as highly reliable air compressor pumps and last a life time when well maintained," concludes Rushmer.

ELECTRO AIR compressors the appointed distributor for AIRSTREAM have recently launched the latest range of AIRSTREAM compressors with Puma Power pumps ranging from 2,2kw to 15kw however only with 308/3/50hz supply and are available countrywide with professional after sales service centres in the Western Cape, Gauteng, KZN and the Free State.

AIRSTREAM reciprocating compressors supplied through ELECTROAIR carry a 24-month warranty when selected and sized correctly for the application by ELECTRO AIR based in Bellville Cape Town, who not only serve the compressor industry locally, but offer sales and service countrywide.

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## Very large portal cranes for Nelson Mandela Bay



**Foreground:** Part of one girder leaving Condra's factory;  
**Background:** Two completed girders with road transport standing by. All girders are part of the two 60 ton portal cranes ordered by Stefanutti Stocks for its pre-cast yard in Port Elizabeth.

TWO 60-ton portal cranes ordered by Stefanutti Stocks for its pre-cast yard in Port Elizabeth has been completed on schedule, by Condra's factory in Germiston. The very large Class-Three machines will be delivered to site as soon as the yard is ready. After commissioning, they will be used in the manufacture of reinforced concrete columns for coastal wind turbines. Many major South African crane manufacturers competed for the Stefanutti Stocks contract, which was awarded to Condra because of competitive pricing and the ability to meet a short lead time.

Condra is well known for being able to meet deadlines that rival firms cannot, sometimes completing manufacture in less than half the time requested by competitors. Contract value is estimated at approximately R10m.

The twin, 60 ton portal cranes for Stefanutti Stocks are very large machines with 30m spans and lift heights of 9m. Each will weigh approximately 52 tons.

Crane design incorporates a number of noteworthy features, including remote control to manage long-travel speeds of between 20m and 60m per minute, considerably faster than would be expected for portal machines of this very large size. Conventional pendant back-up will also be supplied.

Special attention was paid to wind loading because of the large surface area of the girders; the machines will be fitted with anemometers and Condra's patented storm brakes to prevent the portal cranes from being moved by the force of extreme winds. The anemometers will activate safety devices in two stages, first sounding a siren at a wind

speed of 50km/h, then automatically engaging the storm brakes at a wind speed of 70km/h, overriding crane operation and securing the machines against further movement.

Crane design also took transportation into account, with the size of the top frame necessitating manufacture of each girder in two parts to enable shipping by road. The separate parts will be bolted together once delivered.

A spokesman for Condra said that both cranes would be completed on schedule, and held at Condra's Germiston factory pending the instruction to deliver to the pre-cast yard.

Condra's factories in Germiston and Cape Town, and its two

overseas factories in Bulgaria and Chile, together produce hoists, end-carriages, single-girder and double-girder overhead travelling cranes, portal cranes, bridge cranes and cantilever cranes for markets worldwide.

The group maintains a very tight focus on quality and rugged reliability, with all cranes designed and assembled to specification from hoists, drives, endcarriages, brakes, gearboxes and some 250 other sub-assemblies produced in-group. Two lines of hoists are manufactured in a number of standard models suited to most mining, industrial and general applications, from 1 to 500 tons. Motors are bought from external suppliers.

## Konecranes signs Dundee Precious Metals service contract

ONE of Konecranes Cape Town's major clients, Dundee Precious Metals in Tsumeb in Namibia, recently signed a service contract for two years to undertake badly needed repairs on their cranes.

The immediate repairs included getting the cranes up to standard as soon as possible. This meant converting the old cranes, the receiving bay and the slag mill cranes. About half of these repairs were carried out during Dundee Precious Metals annual June shutdown and

the remainder will be spread over the rest of the year.

"We will use our RailQ inspection system on two big gantry cranes," says Markus Labuschagne, Regional Manager Western Cape and Namibia of Konecranes. "We are also awaiting the go-ahead to place a permanent supervisor on site."

The 'RailQ' Runway Survey is an advanced survey technique that uses a remote controlled robot trolley that runs along the rail the crane routinely travels on (called

the runway) collecting and feeding information into a specially designed station survey instrument. Any information on misalignments of the runway, missing clips, worn pads or uneven, bent or twisted sections of the runway structures is processed by Konecranes' analysis and visualisation software. This allows Konecranes to survey the runway in a faster, safer and more accurate way. Time savings can be up to 75%.

"We are very happy to have a good working relationship with



**Markus Labuschagne,**  
**Konecranes Regional**  
**Manager, Western Cape**  
**and Namibia.**

such a prestigious company as Dundee Precious Metals in Namibia," concludes Labuschagne.

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# A MOUNTAIN VIEW AND BEYOND FOR BOXMORE PACKAGING

On the verge of celebrating its 21st anniversary, Boxmore Packaging has firmly established itself as the leading provider of rigid plastic packaging on the African continent and Indian Ocean Islands. Boasting big business capability with a family business touch, the manufacturer has become a formidable and trusted partner to the best brands.

Boxmore has grown significantly over recent years to nine manufacturing sites, and now exports to 26 African countries. While its vision is to always adapt and reinvent to an ever-changing industry dynamic, Boxmore values its mountain view from its plant in the Cape, where it services globally competitive brands such as Ina Paarman's Kitchen, Global Grinders, La Vie du Luc, Appletiser, KWV, Distell and Johnson & Johnson.

This site started out in Belville in 2001 as a bottle blowing plant and around 2005, the first pre-form machine was installed. Production increased dramatically with the installation of two 72 cavity multi-layer machines in 2007, which produced varieties of barrier pre-forms for export (Papua New Guinea, Egypt and Nigeria). This led to the development of some world firsts, including fully recyclable PGA barrier pre-forms.

Boxmore achieved a global first when it added a recyclable barrier layer of PGA (polyglycolic acid) to PET (Polyethylene Terephthalate) bottles to extend the shelf life of sensitive carbonated drinks without negatively impacting the recycling stream; barrier either retains CO<sub>2</sub> (e.g. in carbonated softdrinks) or controls the ingress of oxygen (e.g. in beer or wine). Locally this technology was first used by Appletiser with the introduction of the iconic 350ml PET bottles in 2011.

Before long, this plant enhanced Boxmore's capacity to convert more PET in its first year of operation than the entire market had consumed. And as the business grew and the site became too small, it relocated in 2012 to a Greenfields site in Somerset West (SSW).

By 2014 Boxmore acquired Hilfort Plastics and added single stage PET blowing and injection moulded closures to its offering, which increased the scale of the business and improved production efficiencies. Although the plant exports pre-forms to African countries (e.g. Namibia, Botswana) and Indian Ocean Islands, much of the business is Cape focused.

Currently, the plant employs 130 staff and manufactures almost 400 million (386,000,000) units p.a. using various technologies including multi-layer pre-forms and bottles.



David Drew, Chief Commercial Officer at Boxmore shared, "It's critical for us to have a presence in the Western Cape to remain competitive and service Cape-based customers adequately. And although critical mass can be an issue for smaller operations, Boxmore has offset this by creating a sustainable site through consolidation of the Hilfort operation into Boxmore. This site is also ideal for export business, which we've maximised by servicing the West Coast of Africa and the Indian Ocean Islands."

Furthermore, not only is the SSW plant home to most of Boxmore's technical talent, but the plant's experience in multi-layer best positions the team to develop solutions for new applications in PET, e.g. beer, wine, spirits and pharmaceuticals.

While the Cape provides a fertile environment for growth, the packaging industry is complex and competitive and some industry players have evidently felt the pressure of the economic slump. It's for this reason that Boxmore always looks for the next wave of growth.

"We assess the market and consumer behaviours, which provides a sense of where things are going, and affords us insights to deliver relevant customer solutions through understanding. This is best achieved by investing in growth, which we do to source new equipment, and expose production staff to various suppliers to stay abreast of technology and developments," described Drew.

The macro economic factors identified by Boxmore as having an immediate impact on business includes;

- Growing middle class in Africa
- Correlating growth in FMCG based on GDP
- Conversion from other forms of packaging to PET
- Financially conservative consumer looking to economise

## BOXMORE PACKAGING

### DELIVERING VALUE THROUGH UNDERSTANDING

Boxmore is a leading rigid plastic packaging supplier in southern Africa and Indian Ocean Islands.

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MANUFACTURING  
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**2 DIVISIONS BEVERAGE**

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"Boxmore values its client partnerships. The market promises so much more potential for growth and we look forward to navigating our way through the shifts and challenges to adapt to growing demands," concluded Drew.

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South Africa





# Mpact Plastics FMCG division is a leading producer of rigid plastic packaging in Southern Africa



This multifaceted business, which ranks among the top players in South Africa's multi-billion-rand plastics packaging sector and serves a multitude of blue-chip customers, manufactures a range of packaging products for the food, beverage, personal care, homecare, pharmaceutical, agricultural and retail markets, primarily in South Africa. Raw materials are sourced from a number of South African and international suppliers.

In 2015, Mpact's Plastics business accounted for 26.5% of Mpact's group-wide revenue, and 21.8% of overall profit. This division of the JSE-listed Mpact group consists of eight manufacturing sites, divided into five distinct business clusters – PET preforms, bottles, jars and closures in Wadeville (Gauteng); FMCG in Pinetown (KwaZulu-Natal) and Atlantis (Western Cape); Mpact Versapak in Paarl (Western Cape) and Alrode (Gauteng), Mpact Plastic Containers in Atlantis (Western Cape) and Brits (North West) as well as the newly established R350 million rand PET recycling plant in Wadeville (Gauteng) which opened its doors in the latter part of 2015.

With its rPET production, Mpact Polymers provides the Mpact FMCG group with enough recycled PET to service current and future production requirements. This is one example of the way Mpact is maximising resources to ensure we are meeting and exceeding customers' requirements for the highest service and product quality, innovation and cost competitiveness. Recycled PET is becoming increasingly popular amongst both brand owners and retailers that drive their respective environmental programmes.

Plastic as a substrate still offers an excellent alternative to the more traditional glass and metal mediums. The creation of a positive

substrate message is a crucial one that Mpact regularly engages in and plays an active role in numerous consumer and corporate initiatives, in conjunction with industry associations such as PlasticsSA, Packaging SA, POLYCO (Polyolefin Recycling Company), PETCO and the Polystyrene Packaging Council.

## National footprint

Manufacturing from two neighbouring sites, Mpact's Wadeville operations enjoy a significant share of the CSD (carbonated soft drinks) market for PET preforms, bottles and closures. It's also a leading player in wide-mouth PET jars.

Employing leading-edge technology, the accent is on high-cavitation preform moulds, oxygen barrier materials and high-output bottle blowing and closures. And, apart from counting among the country's largest preform manufacturers, this operation leads the field in hot-fill PET technology.

Its six prime competencies are injection moulding of preforms; stretch blow moulding of bottles; single-stage injection stretch blow moulding of both bottles and wide-mouth jars; injection and compression moulding of closures; and injection blow moulding of jars.

According to Wadeville general manager, Kallie Albertse, Mpact's decision to establish an integrated operation in the region has been vitally important.

And, besides managing a truly world-class production facility, the team is mindful of providing unparalleled customer service at all levels.

A good relationship with customers is essential, and we ensure on-time deliveries and

consistent supply from both production facilities. Internally, we plan production to meet demand, keeping control of the process from start to finish.

'Each business unit has a clear environmental strategy, reducing waste to landfill and managing energy use responsibly. In terms of product developments, we're focusing more and more on lightweighting our preforms, bottles, jars and closures, to reduce carbon footprint for the same volume, reports Kallie.'



125ml IML jar from a range of 125ml, 250ml, 500g

Mpact Plastics' Pinetown and Atlantis plants supply smart, sustainable packaging to multinational and independent companies in the food, beverage, personal care, pharmaceutical and household product sectors from sites in KwaZulu-Natal and Western Cape. With a 17-year employment record with Mpact, FMCG general manager, Paul Visagie, divides his time between the two provinces.

While both plants offer blow moulding, injection moulding, injection stretch blow moulding, wadding of caps and decoration of containers through labelling and direct printing, some areas of differentiation exist between the two plants.

At the KZN plant, in-mould labelled (IML) containers are a speciality. Further expansion into thin-walled IML has been achieved with several iconic packs being produced for leading customers.

The Western Cape plant is a leading producer of PVC packaging for a variety of end use markets.

Additionally, shrink sleeve application, UV screen printing and labelling are other areas of expertise requiring advanced technology and technically-minded staff.

Over the past few years, the Western Cape plant has developed PET packaging for some of South Africa's best-known food and wine brands.

The most exciting development to emerge from this plant was the ground-breaking, multilayer wine bottle. This innovation offers extended shelf life for wine, thanks to oxygen-scavenging technology embedded in the raw material.

Keeping ahead of competitors in the FMCG market is all about securing the best people and making sound investments in technology, with sustainability at the forefront.

Both plants are ISO 9001 certified with the KZN plant also boasting ISO 22000 accreditation, underlining Mpact's commitment to absolute food packaging safety.

Similar to the Wadeville's operation of driving and managing environmental issues, a strong focus on sustainability sees both the Pinetown and Atlantis operations going the extra mile to minimise waste to landfill, reducing emissions and maintaining the highest safety standards. Both plants make use of recycled PET (rPET) as part of their sustainability drive and are continually conducting trials

with key customers as they move towards adopting rPET as a material of choice.

Future plans include the development of new products to take full advantage of opportunities in various market sectors.

'Offering a complete packaging solution with cross-selling opportunities, and maintaining a transparent and collaborative relationship with brand owners and suppliers is critical. We believe we're achieving this,' states Paul. 'Our aim is to be recognised by customers, large and small, as a market leader when it comes to innovative packaging and sustainable manufacturing.'

## Design capabilities

A talented creative team based in the Western Cape offers innovative designs and a prototyping service that uses 3D printing technology, allowing customers to develop packs that truly differentiate their brands on the retail shelf.

This Mpact Plastics Innovation and Design Centre is the hub for providing a conceptualization, development and design service for customers. Comprising of material, design, process and technology specialists, the team at the center drives innovation using the latest computer-aided design and model-building technology to ensure that all customer requirements are met before a new product comes to realization.

## More than just FMCG capabilities

Mpact Plastics has four more factories, some of which service the fast-food packaging and retail sectors. Mpact Versapak, with manufacturing operations in Paarl and Johannesburg, believes that polystyrene remains the most cost effective food-approved packaging medium, and therefore, many opportunities still exist in this market. It is also a user of rPET produced by Mpact Polymers and is the only polystyrene plant in southern Africa to hold A-Grade certification with BRC (British Retail Consortium).

Mpact Plastics Containers (MPC) has scooped a number of awards along the way for several products, including the new-age wheelie bins, jumbo bins and crates. With production taking place in Brits (North West) and Atlantis (Western Cape) their business is categorized into four main segments, viz. agriculture, environmental, retail and materials handling. MCP is known for their best-quality and competitively-priced bulk bins and their focus remains on developing products based on an integral understanding of their market's needs and processes. They demonstrate their sustainability through the manufacture of lightweight, durable and recyclable products that are designed to save on transportation cost.



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At Mpact Plastics, we go beyond the ordinary, everyday functional aspect of packaging. For us, packaging is about our passion for exceeding the unique needs of each customer. Our eight manufacturing sites situated in KZN, Gauteng and Western Cape uses a variety of material grades, including rPET, to supply a diverse market with FMCG, retail, film and logistics products and solutions. Our promise to you: smarter, sustainable solutions.

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# Busch Vacuum and Overpressure Blowers – World Leading Technology, Servicing the Whole of Africa

One of the world's largest vacuum and blower technology manufacturers, Busch Vacuum Pumps and Systems, is now firmly established in South Africa – bringing cutting-edge equipment and professional experience directly to the African market.



Busch Vacuum is a family-owned business that was founded in Germany in 1963. More than 50 years later, the Busch group is still owned and managed by its founders, Ayhan Busch and Dr Karl Busch, and their three children. The Busch group is present in 42 countries with 60 subsidiaries, positioning the company in the top ranks of Vacuum pump and blower original equipment manufacturers worldwide.

The head office of Busch Vacuum South Africa is located in Johannesburg, with branches in Cape Town and Durban. All offices have workshop service and repair facilities and carry stock of pumps and overpressure blowers to support any industry.

The Busch South African subsidiary is fully equipped to deliver high-quality vacuum technologies and provide

expert advice to industries in Africa seeking solutions for a vast range of manufacturing applications. Furthermore, Busch SA understands the importance of vacuum systems in industry production processes and the need for shortened breakdown lead times. For this reason, the company has a fully stocked warehouse with a large number of pumps and spares in stock ready to supply the African continent. A loan pump fleet is also at our customers' disposal, which reduces production downtime to a bare minimum.

Industries in Africa that benefit from Busch vacuum pump technology include food packaging, medical, chemical and pharmaceuticals, plastics, waste water, oil and gas, woodworking and mining, and many others. The vast range of Busch vacuum pumps and overpressure blowers caters for every industry application.

Busch Africa previously focused primarily on the South African market. This has since changed, with a significant shift of focus onto the Africa market as a whole. Some examples of industries in Africa that have recently benefited from Busch vacuum technologies include: vacuum sewerage systems in Botswana; liquid ring vacuum pumps for the oil and gas industry in Angola; vacuum assisted braking systems for locomotives in Nigeria; vacuum conveying and noxious gas removal in the plastics industry in Egypt; medical gas systems in Mozambique; and alternative, more cost-effective claw technology solutions in the Zambian printing market. Busch is the industry leader in the food packaging sector, with over 80% of OEM machinery fitted with Busch products.

Employing a team of specialized mechanical and chemical engineers, Busch SA is well positioned to assist with the design of centralized vacuum systems or complete vacuum skid assemblies, including all filtration and monitoring equipment.

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In a bid to expand the reach of Busch in the African market, Busch SA is conducting exploratory surveys into key African countries in search of distribution agents for its products and services. Any queries in this regard can be made to the Managing Director of Busch SA, Mr Sean Pieterse by e-mail to [sean.pieterse@busch.co.za](mailto:sean.pieterse@busch.co.za)



*If you have any vacuum interest or queries, visit [www.busch.co.za](http://www.busch.co.za) or contact a professional Busch representative today by e-mail: [info@busch.co.za](mailto:info@busch.co.za) or telephone: +27 (0)21 982 6028.*



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# Getting a handle on IPSA

THE Institute of Packaging SA (IPSA) was formed in 1970 with the aim to promote high standards and professionalism in the packaging industry by providing opportunities for networking and education. Regular regional meetings include workshops, seminars, factory visits and social events. Excellence in packaging is recognised by the IPSA Gold Pack Awards. The Student Gold Pack awards are used as an educational tool and to promote packaging as a career amongst students of different disciplines.

IPSA offers a formal three-tier education programme to those wishing to advance their careers and to enhance their skills in the industry. These courses are offered in Cape Town, Johannesburg, Durban and Port Elizabeth. The 'Introduction to Packaging Technology' short course, the world-renowned 'One Year Diploma in Packaging Technology' and the highly respected 'Advanced Packaging Diploma'.

The 'IPSA Handbook of Packaging Technology' is the study textbook and a handy reference for packaging professionals.

Membership of the institute is open to any individuals engaged in packaging or packaging-related industries or careers.

## The Packaging Technology (OPT) Short Course

The Institute of Packaging SA has identified a need to meet industry's requirements for a basic level course in 'Packaging'. The course is devised at a starter level for those employed in the packaging and related industries. It seeks to address South Africa's need for skilled employees in this sector, where a basic broad knowledge of packaging, its principles and materials is lacking.

This course is aimed at those students who are new to the packaging field and who have little or no previous knowledge of packaging as well as those seeking to broaden their knowledge across the vast variety of technologies involved in packaging. The course takes a training approach with a significant practical content during class sessions.

At the conclusion of the course the students should have a good overview understanding of the technologies of packaging, and the materials and processes involved



*The winners of the IPSA Gold Pack Awards 2015 with their trophy and medals for their entry "Digitally printed laminated tubes".*

in the industry. This will equip them not only to contribute more meaningfully in their employment, but also prepare them for their next academic step, which would be to study the Institute's One Year Diploma in Packaging Technology.

Students should have at least a matriculation certificate and an adequate proficiency in the English Language, enabling them to grasp explanations of a moderately technical nature. The course runs for a minimum of 27 lecture hours, comprising 12 lectures of either two or sometimes three hours duration.

## The One Year Diploma in Packaging Technology (OYD)

This part-time course is widely supported and recognised by the packaging industry in South Africa and is accredited by the World Packaging Organisation, and by the IOP: Packaging Society (UK) as well as the Australian Institute of Packaging.

The course begins by reviewing the major business aspects that the packaging specialist requires to be conversant with, from economics to marketing. The course majors on the technical aspects of packaging covering the essentials of protection and preservation for a wide variety of consumer and industrial goods, from the factory to the final consumer, in particular the requirements of foodstuffs, pharmaceutical and industrial goods. Other pertinent aspects addressed are graphic design, printing processes, environmental aspects, legal aspects, specifications and materials handling.

The OYD is a valuable qualification for people in many packaging related careers such as sales, marketing, design, technical, production, quality control, R&D, buyers, warehouse managers and logistics managers. It is particularly attended by both

packaging converters and users of packaging, including retailers.

The course duration is about 10 months, February to November, with usually one or two sessions (lectures) per week. It includes a practical component, which each student is required to research and report on. The OYD is benchmarked against similar first level 'packaging' courses offered in Britain, USA, and Australasia and is equivalent in standard to the first year of a degree in packaging.

## The Advanced Packaging Diploma (APD)

The course has been developed to prepare the packaging professional for a management level position in the industry, by offering a better understanding of elements of supply chain management of a business, at a higher level than does the Institute's One Year Diploma Course in Packaging Technology.

The course comprises varied modules each of which is lead and presented by subject facilitators who are experts drawn from the industry who are qualified in their specialist fields. Participants will be required to do research (individually or in teams) and thereby gain an in-depth knowledge of the subjects covered in this course, as it progresses.

The eligibility requirement is the successful completion of the One Year Diploma in Packaging Technology or an equivalent level packaging qualification. On occasion candidates will be accepted with proven necessary experience in the industry.

The APD comprises an estimated 60 hours of class time over four months as well as practical business assignment and proposal assessment presentation. Normally, two-hour lectures are held twice weekly in the late afternoon or evenings to facilitate attendance.

# Wine and Olive Oil Suppliers Expo heads for Cape Town in 2017

SOUTH Africa is the eighth largest producer of wine in the world with export volumes having doubled in the past ten years. According to a study commissioned by the SA Wine Industry Information and Systems (SAWIS), published in January 2015, of the R36,1bn gross domestic product (GDP) contributed by the wine industry to the regional economy, about R19,3bn eventually would remain in the Western Cape to the benefit of its residents. Growth in contribution to GDP has been in excess of 10% per annum since 2003. Exports to Europe and the USA remain strong whilst export sales into Africa are also growing.

Many wine farms have also diversified into other products, with olive oil being popular as the equipment and machinery used in the production of wine can also be used for producing olive oil. This brings additional benefit to farmers as olive trees require little water and need hot conditions to grow,

which is ideal in the local climate conditions.

Bringing wine and olive oil production and supply into the spotlight will be the newly-launched Wine and Olive Oil Suppliers Expo, which will be taking place in Cape Town in October 2017, co-located with the acclaimed Propak Cape exhibition. Showcasing a wide range of the latest equipment, machinery, products and services from leading local and international manufacturers and suppliers to the wine farms and olive oil producers, the Wine and Olive Oil Suppliers Expo will offer an ideal marketing platform for exhibitors. Visitors will have the opportunity to interact with top industry experts and gain invaluable industry insight.

A series of free-to-attend seminars will add further value to the expo with discussion topics such as sustainability, lightweight packaging options for wine and olive oil, recycling, mechanisation and the use of technology in the wine making

process, ingredients, water purification, and many others.

"We have been in discussion with many wine farmers and industry suppliers in the Western Cape and they agree that a show of this nature can bring valuable benefit to these markets," says Joshua Low, Portfolio Director, Specialised Exhibitions Montgomery. "Bringing the new Wine and Olive Oil Suppliers Expo alongside Propak Cape aligns the synergy of both exhibitions. Propak Cape will be showcasing the full industry lifecycle from raw materials and processing to packaging, plastics, printing, labelling, logistics, warehousing, recycling and waste management. The Wine and Olive Oil Suppliers Expo will cover the full supply chain up to the point of packaging including, but not limited to, suppliers of fertilisers, chemicals, vines, and all the machinery used for separation, filtration and ageing wine."

"The global and local exhibition industry

remains robust and, as the industry grows, so do the excellent results achieved by exhibitors," says Low. "Exhibitions offer a powerful medium to source new customers, engage with existing customers, build brand awareness, launch new products and generate sales and sales leads."

Propak Cape has been endorsed by the Institute of Packaging SA, Plastics SA, Printing SA and the Italian-South African Chamber of Trade and Industries. The show is organised by Specialised Exhibitions Montgomery, a member of the prestigious Montgomery Group, one of the most widely respected exhibition companies in the world with trade shows, consumer shows and specialist projects currently spanning Europe, the Middle East, Africa and Asia.

The Wine and Olive Oil Suppliers Expo and Propak Cape 2017 will be taking place at the Cape Town International Conference Centre (CTICC) from 24-26 October 2017.

# Tectra Automation introduces the straightforward ES05 Valve Series from Aventics

TECTRA Automation, part of the Hytec Group of Companies, has brought the Aventics ES05 Essential Valve System series to South African shores. Launched at the Hannover Fair 2016 earlier this year, the ES05 series now offers a clever, economic and user-friendly solution for applications with standard requirements in industrial automation. Designed specifically to reduce the number of components, assembly is completed with one single tool, making life easier for distributors, machine manufacturers and system integrators with the added benefit of reducing the risk of faults.

The ES05 series was developed by Aventics in response to customers' requests for a simple, flexible and efficient standard valve with reduced components – tailored to their application.

"The new series, therefore, focuses on ease of handling for distributors, machine manufacturers and system integrators,"

explains Malan Bosman, Pneumatic Product Manager, Tectra Automation. "They can configure their customised solution online from a set number of readily available components. Assembling a valve system has never been faster or easier."

The ES05 is a modular system and, as all components are unique and only one tool is required for the job, incorrect installation is virtually impossible. All fittings are of the same type and tightened with the same torque, which further simplifies assembly and prevents errors. The portfolio includes the Essential Test Box, which enables testing for the correct function and valve leak-tightness before installing the valve systems – something particularly useful for volume users. Orders are supplied as complete assembly kits.

The valves come in a robust housing made of high-performance polymers and are especially stable and compact. Users connect the end and base plates, and can



*The new Aventics ES05 Essential Valve System series from Tectra Automation is suitable for general applications in industrial automation, logistics, and machine construction.*

extend the system in pairs up to 12 single or double solenoid valves. The valves are controlled via single wiring with a type CI plug according to ISO 15217, a D-Sub connection with 25 pins with Aventics AES valve electronics from Tectra Automation, or an integrated IO-Link interface.

AES supports all common fieldbus and Ethernet protocols. If necessary, the pilot coils can also be turned at a later stage to

realise mixed connection configurations. With a switching time of less than 35 milliseconds for all valve functions, highly dynamic action is guaranteed for short cycles. With single wiring, the ES05 complies with protection class IP65, so the valve system can also be installed in decentralised locations, even in environments exposed to splash water. All other connection types comply with protection class IP50.



# Stanley Black & Decker soon to acquire Newell Tools

STANLEY Black & Decker Inc. has announced its intended acquisition of Newell Tools, the hand tools and accessories division of Newell Brands, pending regulatory approval and other customary closing conditions.

“Newell’s iconic cutting, hand tools and power tool accessory brands Lenox and Irwin will sit alongside our industrial, construction and DIY brands which include: FACOM, Mac Tools, Bostitch, Stanley, DEWALT, and Black+Decker, among others,” says Manoj Panikkal, General Manager Sub-Saharan Africa Stanley Black & Decker.

The acquisition of the Lenox and Irwin businesses will further drive world-class innovation across Stanley Black & Decker brands, drive efficien-



cies and increase the focus on the end-user across all verticals. Between now and when the acquisition closes, both companies remain independent in all respects and will continue to operate their respective businesses in a completely separate manner.

“Once approved our combined portfolios will enable us to dramatically enhance our product offering with even more comprehensive product solutions that will be delivered with our world-class

service levels. We look forward to sharing the considerable opportunities that this acquisition will bring our organisations and to continuing to build our relationship with retailers and customers as Lenox and Irwin join Stanley Black and Decker after the acquisition closes,” continues Panikkal.

Bloomberg.com states in an article, “Stanley Black & Decker Inc. agreed

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# Skilled trade and management/executive positions the most difficult to fill

MANPOWER - GROUP’s 11th annual Talent Shortage Survey shows some interesting results for 2016 over the 2015 results, with skilled trades remaining in the top three most difficult positions for companies to fill, and engineers falling down to fourth. The survey is conducted annually, using a sample of 750 businesses in South Africa.

The results show that 34% of local employers are having difficulty filling jobs, up 3% from the results of the 2015 survey and a staggering 26% when compared to the 2014 results.

Employers across the globe are facing the most acute talent shortage since the recession. Of the more than 42,000 employers surveyed, 40% are experiencing difficulties filling roles; the highest level since 2007.

As skills needs change rapidly, employers are looking inside their organisa-

The most difficult positions to fill in South Africa for 2016 are as follows:

Position	2016	2015
1.	Skilled Trades	Skilled Trades
2.	Management/Executive	Engineers
3.	Office Support Staff	Management/Executive
4.	Engineers	Accounting & Finance Staff
5.	Accounting & Finance Staff	Sales Representatives
6.	Sales Representatives	Office Support Staff
7.	Technicians	Drivers
8.	Drivers	Technicians
9.	Teachers	Teachers
10.	IT Staff	IT Staff

tions for solutions, with more than half choosing to develop and train their own people. This represents a significant jump from Manpower-Group’s 2015 survey, when just 20% prioritised training and development to fill roles or find new skills. In the IT sector, businesses are reporting the most marked talent shortage in a number of years. IT roles jump from 9th to second place, the first time the sector has entered the top five hardest roles to fill.

Of the 42,300 employers surveyed globally, the hardest jobs to fill remain skilled trade workers for the fifth consecutive year. sales representatives, engineers, technicians and drivers all slip one ranking, 3rd - 6th respectively, and office support staff drops two places to 10th. Pro-

duction and machine operators also become harder roles to fill as they move from 10th to 9th when compared with 2015.

“This years Talent Shortage Survey presents interesting results for South Africa and for the global employment landscape. More than anything the results highlight the increased need for skilled individuals, but also the number of employers who are focusing on training and development in order to fill open positions, which has increased globally,” explains Lyndy van den Barselaar, Managing Director of Manpower South Africa. “As the talent shortage escalates, employability now depends not only on what you know but on your ability to learn, apply and adapt to the constantly evolving business landscape.

Manpower has always been of the opinion that the desire and ability to learn new skills is the number one contributing factor to helping people remain employable throughout their career journey, and we are seeing this ring true more than ever.”

While 72% of local employers said they were experiencing similar difficulty filling positions when compared to last year, 7% said they were experiencing increased difficulty and 17% said they were experiencing less difficulty.

When asked why they are having difficulties filling jobs, 27% of local employers cited a lack of experience, 26% cited lack of hard skills, 14% said that candidates were looking for more pay than what was being

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# Industrial action

ALTHOUGH industrial activity countrywide still remains bogged down by a stagnant economy, there are signs of deal-making activity in the Western Cape.

Last month construction and engineering company Esor – which is now controlled by well-known Cape Town empowerment pioneer Marcel Golding – acquired the Tuboseal Group Services from Jean-Louis Frey for R33m. Esor will also be responsible for settling a balance of R3m owing on certain assets acquired in the Tuboseal transaction. In its last financial year Tuboseal posted after tax profits of over R8,5m.

The Tuboseal Group was established in 1987 and has developed into a respected pipeline rehabilitation company in Cape Town. Esor said that as a frontrunner in the pursuit of world class trenchless technologies in local municipalities and industries, Tuboseal Group had played an instrumental

part in ensuring credibility, acceptance and success of trenchless rehabilitation methods in South Africa.

Esor stressed Tuboseal’s rehabilitation methods offered were all geared towards minimising disruption to the immediate environment and traffic as well as public and commercial activities. It continues Tuboseal would expand the company’s existing product offering and provide vertical integration in the maintenance of infrastructure. The company also said Tuboseal would offer attractive margins that could only be achieved in niche businesses, as well as providing a platform for Esor to grow its geographic footprint with a presence in the Western Cape. More importantly, Tuboseal should allow Esor to participate in the expected growth of infrastructure maintenance contracts and expansion of the products across Southern Africa.

At roughly the same time to Tuboseal was announced, investment holding company Sabvest – which is a significant shareholder in Cape Town-based Torre Industries – announced the acquisition of a 25% stake Flexo Line Products.

Flexo is a manufacturing business that has been based in Cape Town for over forty years. It specialises in high quality injection moulded plastic products primarily for the spice industry locally and internationally – but also for the furniture, hardware, stationery, toy and educational sectors.

Sabvest said the investment in Flexo would slot into its existing portfolio of unlisted industrial investments – which, aside from Torre, comprise trimming and labels specialist SA Bias Industries, Narrowtex and Flowmax as well as Sun Spray Food Ingredients and Masimong Chemicals.



## Latest Assembly Islands optimise assembly processes

SEW-EURODRIVE has made a significant investment in installing Assembly Islands in its Johannesburg manufacturing facility to reduce turnaround time from order to dispatch of high-volume products such as motors and gearboxes. The new Assembly Islands reduce waste dramatically, as well as assembly errors, thereby boosting product quality significantly.

The project was coordinated and implemented by Clinton Warrington (Quality Manager) and overseen by Greg Perry

**Skilled trade and management/executive positions the most difficult to fill**

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offered, 9% cited a lack of available applicants (or none at all) and 8% cited issues specific to their organisation.

When asked what strategies they were pursuing to overcome the difficulties created by the skills shortage, 86% of local employers said they are training and developing existing employees in order to fill open positions. Moreover, 60% of employers said they were looking to recruit outside of their talent pool, 54% said they were exploring alternative sourcing strategies, 44% said they were paying higher salaries packages to recruits and 41% said they were providing additional perks or benefits to recruits.

"In previous years the survey found that businesses were having to find new and innovative ways to face the challenges caused by the skills deficit in order to minimise the negative effects on their businesses; while this is still true, we now see that job seekers and current employees are also taking it upon themselves to remain upskilled and up to date with the latest technologies and advancements in the modern business environment," van den Barselaar explains.

"We are excited to see that the number of employers investing in and focusing on training and development has increased significantly at a global level. Should this trend continue, it will inevitably have a positive effect on the skills deficit."

(Operations Manager.) Once the project was implemented successfully in Johannesburg, the team installed similar systems in the Durban, Nelspruit and Cape Town branches.

"The major outcome has been a significant reduction in waste. Our turnaround time, from order to dispatch, is now

much faster, a matter of hours instead of days. The new system has also eliminated assembly errors, winning praise from our factory workers as being much more organised and making their lives that much easier," Warrington comments.

The project had its genesis in May 2014

when members of SEW-EURODRIVE went to Wiepro in Germany to receive training based on the SEW Value Adding System, SEW's global performance and improvement strategy. This knowledge was

**Continued on P21**



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# Desiccant dryer ensures consistent gas purity



*Desiccant Dryer from RTS Africa Engineering.*

IN the business of industrial gas production, consistent product quality is an absolute requirement. To ensure this consistency is main-

tained, raw gas from production facilities is tapped off their main supply lines for analysis.

However, this gas is often saturated with water, which hampers reliable analysis. Here RTS Africa Engineering, a Tshwane-based engineering solutions provider to industry's toughest challenges, has come up with an innovative solution in the form of the RTS Africa desiccant dryer.

"Our desiccant dryer

ensures reliable analysis and, consequently, stable and consistent quality for users of industrial gases," points out Ian Fraser, Managing Director of RTS Africa Engineering. In some applications, moisture in gases used in industry can cause serious damage to plant and loss of production, he points out.

"Wet" gas is piped into the dryer through its 1/4" NPT stainless-steel needle valve, which regulates the gas flow. The dryer consists of a transparent PVC or Perspex tube fitted with PVC ends. The gas passes through a water-absorbing bed consisting of fused-alumina pellets. While the RTS Africa desiccant dryer is most commonly used to dry hydrogen or oxygen, it is suitable for drying numerous other gases.

The dryer can be installed in plants of varying sizes, as it will handle a flow rate of between 100ml/minute and 1,000ml/minute and a maximum pressure of 0.5kPa. In its operating environment, it will function efficiently in temperatures of up to 75°C.

For plant operators, the fact that the dryer is transparent greatly aids in its monitoring. The desiccating pellets, when dry, are bright orange, progressively turning to dark blue when they are loaded with water. Operators can easily observe this and either change the saturated pellets to dry, or place the pellets in an oven at 110°C for an hour to dry them.

"Installation of our desiccant dryers in the sample line after the pressure regulator and before the analyser is very simple," says Fraser, adding that, apart from changing or regenerating the pellets, the dryer is maintenance-free. He advises that unions should be fitted at both the inlet and outlet connections to facilitate removal of the dryer for desiccant regeneration or replacement.

Fraser also points out that the RTS Africa desiccant dryer fits in with the company's gas analyser business, particularly its H2Scan hydrogen analysers, which provide hydrogen-specific monitoring solutions that are able

to detect and measure hydrogen against virtually any background gases, without false readings.

RTS Africa has been a pioneer in the filtration of dust particles from air flows. The company's flagship offering - inertial spin filters - have achieved wide acceptance in the mining industry, for example; as they have been highly effective in removing hazardous dust particles from on-site ventilation. As it has with its spin filters, RTS Africa has brought its innovative skills to bear in the development of the RTS Africa desiccant dryer, finding an effective solution to assist in the detection of impurities in industrial gases.

"By providing original and pioneering solutions which lead to the reliable analysis of industrial gases, the RTS Africa desiccant dryer plays a much-needed role in the service of gas-consuming industries, which are absolutely essential to any modern industrialised and manufacturing economy," Fraser concludes.

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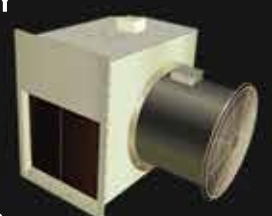
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# Cummins launches QSK95 marine engine into South Africa

CUMMINS Inc., a manufacturer of diesel engines for the marine industry is proud to introduce the QSK95 marine engine to the South African market. With ratings from 3,200hp to 4,200hp (2386-3132kW), the V-16 cylinder engine is a powerful high-speed 95-litre engine.

"The innovative QSK95 engine allows us to meet our marine customers' increasing power requirements, while the engine's vast capabilities ensure we can successfully enter into new markets within Africa," comments Andy Pilkington, Segment Director Marine Oil and Gas Business, Africa. "This technologically advanced engine is designed to exceed the performance of comparable 20-cylinder high-speed engines and, compared with equivalently powered medium speed engines, it is far more compact and more cost-effective."

The QSK95 offers flexibility in power configurations for main propulsion, auxiliary, genset and diesel electric applications, and provides an excellent solution for hard-working marine vessels such as tugs, both inshore and offshore patrol vessels, emergency search and rescue vessels, commercial fishing boats, passenger ferries, superyachts, offshore support vessels and crew boats.

The QSK95 engine was engineered for environmental stewardship, meeting Green Passport requirements for zero disposal impact. It complies with IMO Tier II emissions regulations, as well as International Association of Classification Societies and SOLAS requirements.

The QSK95 enjoys low fuel consumption due to its highly efficient fuel injection, air handling and exhaust systems, and its efficient power cylinder design. The Cummins ELIMINATOR oil filtration system eliminates the need for lube oil filters, while on-engine fuel filter replacement cartridges make for more cost-effective maintenance and disposal. The QSK95 was designed for ease of service with no mid-life major service event, long life-to-overhaul, and common parts to other engine platforms, which equates to best-in-class total cost of ownership.

Coming on the heels of a recent announcement regarding Cum-

mins first QSK95 marine installation, the state-of-the-art engine is now available for integration into the local marine market. Shipyards in South Africa that focus on local and international markets will find that the QSK95 complies with necessary

local requirements. It offers excellent value and is covered by a comprehensive one-year unlimited hour warranty, backed by the Cummins global dealer service network.

"The QSK95 will allow Cummins to serve higher power nodes in

the marine industry, as well as the rail, mining and power generation industries," says Pilkington. "It is our intention to support all our current and prospective customers in the various market segments with a range of products to suit their needs."



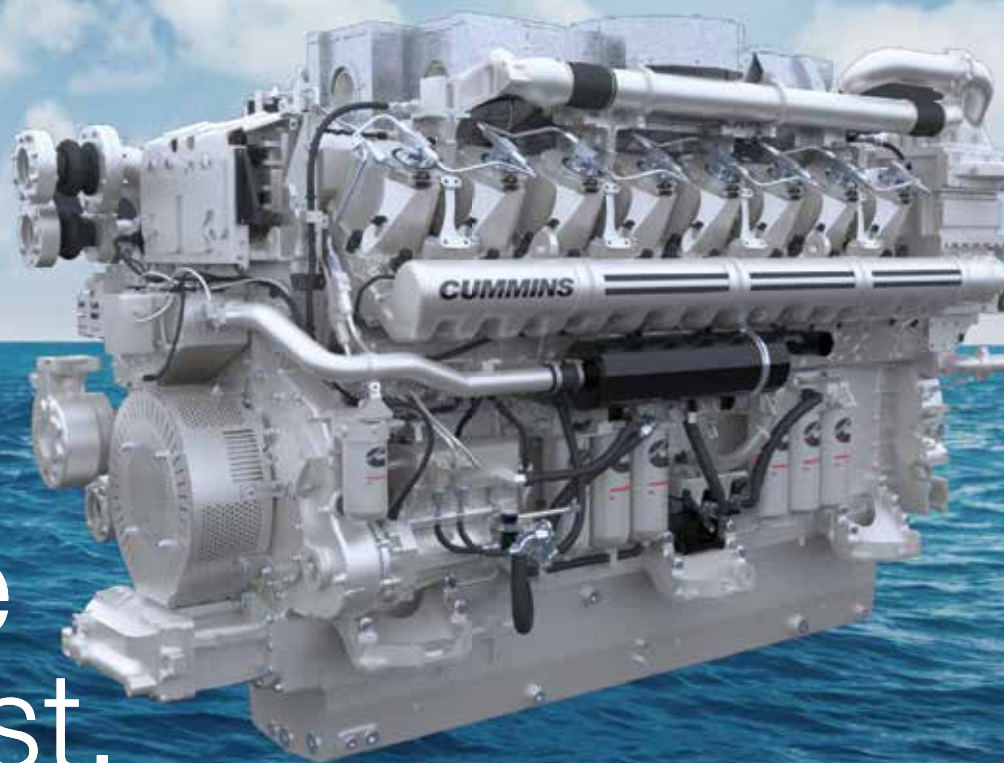
*The QSK95 marine engine is designed to meet the increasing power requirements of customers.*



*The QSK95 marine engine offers flexibility in power configurations for main propulsion, auxiliary, genset and diesel electric applications.*

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# Mokveld commissions unique test bunkers

MOKVELD Valves BV in the Netherlands, for whom Energas Technologies is the South African distributor, provides expert knowledge and highly advanced engineered valve systems for critical control and safety applications to the gas and oil industries, and has recently commissioned two new test bunkers for testing critical, high quality valve systems. Over the years, Mokveld has seen increasing customer demand in terms of both quality and safety and in order to answer to this demand and to better fulfil customer needs, Mokveld has designed and engineered two new unique test bunkers that

were both developed internally by Mokveld and boast specifications that are unmatched in the industry. Mokveld's test bunkers have been engineered to the company's exacting standards and in line with the industry's demands for specific tests, such as fugitive emissions, PR2 or type approval testing combined with Mokveld's large dimension, high pressure valves that offer extreme specifications that are not available in standard testing equipment. By commissioning the test bunkers, Mokveld has placed itself on the forefront of what is possible in terms of both pressure and temperature testing of valve systems. "A great advantage of having these facilities in-house is that we no longer need to involve third parties in our workflow," says Chris van Assem Marketing and Communication Manager of Mokveld, adding, "We can now control the process from the beginning to the end and customers and inspectors can even watch the entire process in one visit." The bunkers allow pressure testing with Nitrogen and Helium up to 1,200bar and temperature testing is possible within a range of -196°C to 200°C. Furthermore, all tests carried out will conform to standard procedures and will be logged and documented in a complete digital workflow reducing for example the QHSE risks. The bunkers are fully automatically controlled and meet the latest safety requirements, and after completion Mokveld intends to further expand its testing facilities with the construction of two more test bunkers which are expected to be completed in 2016, and which will be used for smaller valve sizes, offering even more flexibility in testing and expedited delivery. "Mokveld is a world-renowned leader in valve systems for critical control and safety applications and works tirelessly to keep growing this legacy. Commissioning two new state-of-the art test bunkers goes a long way in solidifying not only our offering to the market, but shows that we listen to our customers and adapt to their ever-changing needs. The high quality of Mokveld products demands high quality testing equipment, and we have delivered," van Assem concludes.

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1966 – 2016

# A history of Hose Manufacturers SA

## The birth of HMSA

FIFTY years ago in Cape Town, Yves and Elisita Steverlynck opened the doors of a small business called Elasticos. Little did they know that their modest operation would grow to become a leading lay-flat hose manufacturer.

Elasticos specialised in covering yarns for the textile industry to create elastic threads for use on cuffs and other areas requiring exceptional stretch and recovery. Originally, the core yarns were purchased, but as Elasticos grew, Yves Steverlynck began to explore the possibilities of in-house manufacture. He started sourcing liquid latex from the Far East, and founded Latex Threads of South Africa (LTSA)

shortly thereafter.

Working with liquid latex at LTSA opened up a world of new possibilities beyond the textile industry, and Yves found himself experimenting with latex-lined firehose production. He applied his innovative mind and civil engineering training to revolutionise customary manufacturing techniques, and Hose Manufacturers of South Africa (HMSA) was born.

## Growth and transformation

By the mid-1970s, HMSA was a global leader in firehose production, and massive global demand for its products led to the opening of another factory in Melbourne, Australia.

Meanwhile, Yves



continued to refine production and expand the product line. He pushed raw materials suppliers to improve the longevity and durability of their products, and encouraged machinery manufacturers to reduce inefficiencies and increase production without compromising on quality. He explored abrasion-resistance, temperature tolerance, and UV stabilisation, and cre-

ated hoses – and other products – that could survive in the harshest of environments.

Business was thriving, and LTSA's divisions expanded beyond covered elastics and hoses to include rubber and elastane extrusions, furniture webbing, elastic bandages, elbow and knee guards, electric sleeving, polypropylene spinning and even a foundry.

The company pro-

vided employment for around 200 people at its peak, many whom had been with the business for 15 years or more.

## Specialisation

During the 80s and 90s, the world began to shrink, and competition from countries like Thailand, Malaysia, India and China started to reach South African shores. The textile industry took a knock,

and an adjustment in business strategy became essential. Instead of continuing on a path of organic growth and expansion, it was time for HMSA to focus on niche products and exit industries in which the team felt it could no longer effectively compete.

Rather than closing or selling divisions, however, the company opted for Management Buy-Outs, hoping to minimise the disruption to our loyal workforce. It also provided as much financial and administrative support as possible to ensure the continued success of divisions under new ownership.

At the same time, reducing our focus to flexible pipe, lay flat hoses, and related accessories allowed us to excel at production and innovation in this

space. Hose Manufacturers became the supplier of choice for countless industries across the globe, and a marketing and sales office was opened in the USA in 2001.

## Hose Manufacturers SA today

HMSA remains a global leader in lay-flat hose manufacturing, and supplies hoses and accessories to mining, water, utilities, oil, gas, and agricultural industries around the world. It remains committed to quality, innovation and excellence and look forward to many more years building valued relationships with our customers, clients and staff.

Congratulations to the team on 50 amazing years. Here's to 50 more!

## HAW introduces the VDP08 SALAMI load sensing valve

HYDRAULICS and Automation Warehouse (HAW) recently introduced the SALAMI VDP08 load sensing valve to the hydraulic industry. The valve is ideal for a wide range of applications, mainly in the mobile field, where independent flow control of actuators is needed without being affected by load variations, and offers good metering characteristics that provide increased energy saving.

With the high-quality features SALAMI products is renowned for, the valve offers a more cost-effective solution than competitor products, and is easily retrofitted without having to change mounting specifications. The valve can be used in applications up to 130l/min, and a maximum working pressure of 350bar.



**The VDP08 load sensing valve from SALAMI: a cost-effective, high-quality and energy efficient solution for independent flow control of actuators.**

"This sectional directional control valve type has become popular in the industry, owing to the simplicity of the design, high tolerance and ability to function under extreme operating conditions and its excellent controllability," explains Wynand Kellerman, General

Manager, HAW. "In addition, the many control positioning options available to the operator eliminates the need to add auxiliary components and additional pipe connections."

Other benefits of the valve include its modular design. "In the case of a malfunctioning

valve section, the design feature means that only the faulty section needs to be replaced, and this can be done on site without having to remove the entire valve," Kellerman continues. This also means a much more versatile solution that allows users to expand the valve configuration, should the need for more machine functions arise.

The VDP08 load sensing valve can be ordered for use with both variable and fixed displacement pump applications.

With the SALAMI range of hydraulic gear pumps, motors and manual-operated mobile control valves on board, HAW is one step closer to its goal of becoming the largest component and accessory supplier to the hydraulic industry.

## Latest Assembly Islands optimise assembly processes

Continued from P17

transferred to the Johannesburg manufacturing facility, which then embarked on a "total process change" as a result.

"It all forms part of the continuous improvement drive at SEW-EURODRIVE," Perry explains. "Obviously this represents a major investment in equipment and technology. We now have the basic work benches in place, and what we will now be doing is implement them across all of our product ranges. Once that has been achieved, we will then make any tweaks that are needed, and apply any lessons learned along the way."

Warrington points out that the initial focus was high-volume products, as these are easiest to standardise. "We are now

starting with the motor line, as well as looking at as many of our other products as possible."

Prior to the new Assembly Islands, the manufacturing facility operated according to a batching system, which was static and limited in terms of productivity. A single factory worker was confined to a steel bench, and issued certain numbers of components for the assembly task at hand.

"The system now in place sees the factory worker complete a different stage at various stations, essentially walking the unit through the assembly process. All the tools and consumables are at hand, instead of having to locate them elsewhere, which results

in interruptions in the process and lost assembly time," Perry stresses.

"A job arrives on a trolley, and all the worker has to do is unpack the items onto the Assembly Island. All tooling and consumables are available in the Assembly Island. The system is even flexible enough in order to accommodate four workers on a single line."

Describing the new system as a "radical reorganisation" of the manufacturing process, Warrington highlights that the main aim is increased flexibility, reducing process waste and ensuring a consistent quality through standardisation. "It is entirely adaptable to different products, sizes and volumes.

## Stanley Black & Decker soon to acquire Newell Tools

Continued from P16

to buy Newell Brands Inc.'s tools business for \$1.95bn in cash, helping the workshop giant push deeper into consumer and industrial equipment. Stanley Black & Decker will gain the Irwin, Lenox and Hilmor brands as part of the transaction, which is expected to add 15 cents to earnings within a year of its completion. The division generated \$760m

in revenue over the past 12 months, according to Newell. It makes everything from industrial saw blades to screwdrivers."

The article continues, "The acquisition tightens Stanley Black & Decker's grip on the tool market at a time of industry upheaval ... For Newell, the sale helps streamline its sprawling product portfolio after its merger

with Jarden Corp. in April ... Investors applauded the deal, sending Stanley Black & Decker's shares up as much as 4.3%."

Reuters.com states in an article, "This would be Connecticut-based Stanley Black & Decker's biggest deal since it was created through the \$4bn all-stock merger of Stanley Works and Black & Decker Corp in 2010. Stanley Black

& Decker expects the deal to result in savings of US\$80m-US\$90m by the third year after close. 'Although the purchase price is dilutive prior to synergies, Stanley has a solid history of meeting or exceeding synergy targets,' Wunderlich Securities analyst Liam Burke wrote in a note. The companies expect the deal to close in the first half of 2017."

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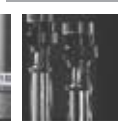
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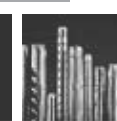
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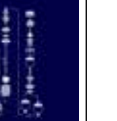
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# Rock solid performance from Babcock and Terex Trucks

IN October 2015, Babcock was appointed as the official distributor in South Africa of Terex Trucks' off-highway rigid and articulated trucks that are used in mining, quarry and construction applications. From the highlands of Scotland where Terex Trucks is headquartered to the coal fields of Middelburg and home to Babcock's flagship state-of-the-art branch, the two companies have been working hard over the last year to forge a pioneering spirit and a combined reinvigorated attitude towards performance, quality, customer care and after-sales service.

As one of the most established and experienced equipment suppliers in southern Africa, Babcock has an extensive history in sales and servicing of construction and mining equipment, working with customers to engineer materials handling solutions at the lowest cost per ton of material moved. The company is also one of the industry leaders in pro-

viding comprehensive technical support and infrastructure to some of the world's leading heavy duty machinery brands, and has been trusted to deliver to the highest standards.

Earlier this year, Babcock opened a new state-of-the-art branch in Middelburg that serves as the official headquarters for Terex Trucks in southern Africa. The facility is equipped with 12 purpose-built workshop bays to accommodate the largest of the Terex Trucks as well as specialised components and tools. It includes a 1,615m<sup>2</sup> warehouse that can hold full stock lines required for the Terex Trucks, and Babcock has made a considerable investment in stocking Terex Trucks parts to ensure the highest availability possible of components required to repair and maintain the trucks and to ensure that downtime is kept to a minimum for customers.

David Vaughan, Sales Director for Babcock's



equipment business, says the Middelburg branch is fully prepared to support Terex Trucks in terms of infrastructure, spare parts, equipment and trained staff, and has already seen sales of a number of Terex Trucks. "We have just had a team return from the Terex Trucks factory in Scotland where they spent a week getting up to speed with all the latest developments," adds Vaughan. He explains that skilled personnel are a vital

element to Babcock's support services and the company maintains a firm commitment to ongoing training.

Although Terex Trucks have been available in South Africa for the past twenty years, in June 2014 they were acquired by Volvo Construction Equipment whose distributor in southern Africa since 2000 has been Babcock International Group. A natural progression was for Babcock to partner Terex Trucks in the re-

gion. Erik Lundberg, Business Manager in sub-Saharan Africa for Terex Trucks, says since the association with Babcock in October 2015, sales have increased, particularly in the articulated dump truck (ADT) range. He maintains that one of the main advantages that Terex Trucks has over its competitors is the support that is now available for the trucks through Babcock, not only in terms of components, qualified service technicians and appropriate maintenance facilities, but also with regard to service contracts and extended warranties.

"Service and maintenance contracts can be tailor-made to suit customers' needs and extended warranties are available, making the packages very flexible and versatile," says Lundberg. Offerings from Babcock such as long-term replacement strategies, fleet maintenance and associated technologically advanced services are proving to be increasingly attractive options to cus-

tomers, particularly in the mining industry where machines operate long hours and any downtime translates into lost revenue.

Manufactured in Motherwell, Scotland, 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. In South Africa, the TA300, a compact and highly versatile articulated dump truck that can be used for various light mining and construction applications, has proven popular.

"Babcock's Middelburg facility is well positioned in the heart of the coal fields as many of our customers operate in the mining sector. With a payload of 28 tons, the Terex Trucks TA300 is the ideal machine for these types of applications as it can be used for quarrying, light mining, earthworks as well as civil construction, general construction and agriculture," says Vaughan.

The Terex Trucks TA300's versatility is a strong selling point as it can perform a variety of functions on a single project and operates in diverse underfoot conditions. The trucks are designed with the customer and operator in mind and offer straightforward solutions to the toughest of challenges with the ability to operate efficiently under extreme working conditions.

"These ADTs can operate just about anywhere from hard surfaces to wet and

muddy conditions, and offer excellent fuel efficiency in addition to being tough," says Vaughan.

Terex Trucks' TA300s are powered by fuel-efficient Scania engines, renowned for their high uptime, reliability and ease of maintenance underpinned by a global service network. The trucks feature a world-class operator's environment and have been rigorously tested in extreme conditions for proven power and productivity, while superior gradeability and higher top speeds increase production.

The TA300 is equipped with true independent front suspension as standard to enable excellent traction control and operator comfort.

Both Vaughan and Lundberg remark that Babcock and Terex Trucks have a mutual focus on partnership, combined team effort, sharing of knowledge and open channels of communication that has forged a highly productive and efficient working relationship – the benefits of which are ultimately passed onto their customers.

Vaughan adds that Babcock also supplies a full spectrum of loading tools and accessories with everything from wheel loaders to hydraulic excavators to complement the Terex Trucks range. The company's extensive branch network and support infrastructure extends across South Africa, Namibia, Zambia, Botswana and Mozambique, providing comprehensive support for existing and new customers.



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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 sidewall collection. Also, liquids or wetted materials that are not suited for direct contact level measure-



ment 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.

The Vishay Company specialises in discrete semiconductors and passive components and is represented locally by Instrotech, manufacturer and distributor of process control instrumentation and specialized systems.



## ICAS surface collision avoidance safety system for construction, civil engineering and mining

BECKER Mining South Africa's latest generation safety device – the Intelligent Collision Avoidance System (ICAS) – provides situational awareness for operators to ensure optimum safety on construction sites, open-pit mines and for surface operations.

This surface collision avoidance safety system also enhances productivity and operational continuity and reduces operating costs through the elimination or reduction of damage to assets.

"ICAS is a critical safety system, which encompasses the latest

industrial technology, to provide reliable real time, 360° situation awareness for vehicle operators working in potentially dangerous and congested site applications, from coal pits to the ports," says Andrew Trentelman, senior general manager: electronics, Becker Mining South Africa.

"Blind spots, poor visibility and driver distraction are common causes for unwanted vehicle interactions on mine sites, processing plants, rail and road networks and ports.

By creating awareness and eliminating blind spots, these hazards are

reduced, which means fewer collisions and a lower risk of injury. Operators have improved reaction time to make decisions that will avoid near misses and collisions."

"This robust IP 67 marine grade device, which consists of three components – the display unit, GPS antenna and radio antenna – ensures equipped vehicles and fixed infrastructure are always visible and identifiable to operators, even in harsh, dusty environments."

Applications for ICAS include heavy vehicle (HV) to heavy vehicle, heavy vehicle to

light vehicle (LV), medium vehicle (MV) to LV and HV, vehicle to personnel, fixed and mobile plant, advanced train and rail track worker warning and rail level crossing activation.

This system enhances operator awareness by providing accurate data, including vehicle orientation, using a combined industrial grade Global Positioning System (GPS) and compass heading sensor for maximum awareness at start up.

The flexibility of the system enables configurable guard zones to suit each vehicle and specific site regulations

and also facilitates accurate ranging with speed adaptive zoning.

The 50 channel GPS receiver provides a high level of GPS coverage and reliable 3D positioning, minimising the need for surface based repeaters. If there is existing infrastructure, it can be incorporated into the ICAS system to increase system range.

ICAS equipped vehicles and machines within the configured guard and alert zones (up to 2km) are represented via an intuitive graphical HMI display.

Once detected, the

Continued on P24

## Industrial Park achieves SA's first industrial Green Star rating

GROWTHPOINT Properties' Greenfield Industrial Park in Cape Town has been awarded South Africa's first ever Green Star SA rating for an industrial property. In a milestone achievement for green building in South Africa, Greenfield received a 4-Star Custom Industrial As-Built Green Star SA certification from the Green Building Council South Africa (GBCSA).

Engelbert Binedell, Growthpoint Properties Industrial Division Director, comments, "We are delighted Greenfield has become the country's very first certified green industrial property. Growthpoint is proud to be part of creating a greener, more sustainable built environment for South Africa."

Growthpoint owns or co-owns the largest portfolio of Green Star SA certified buildings of any company in South Africa, comprising 50 properties so far. It holds an entire quarter of South Africa's 200 office, retail and properties independently certified to date.

Greenfield is the latest property to join Growthpoint's brilliant constellation of Green Star SA rated buildings.

Congratulating Growthpoint on its achievement, Brian Wilkinson, CEO of the GBCSA, comments, "Earning South Africa's first Custom Industrial As-Built Green Star SA rating for Greenfield continues Growthpoint's track record of exceptional green building leadership. Growthpoint's commitment to sustain-



Greenfield Industrial Park building.

ability and resource efficiency has introduced innovation to the sector and can be seen in the sheer number of certified properties in its portfolio."

Designed with sustainability in mind, Greenfield is a quality, efficient and upmarket industrial park on a prime 3.4ha site in Airport Industria, near Cape Town International Airport. Greenfield includes 21,000m<sup>2</sup> of space, designed to meet the needs of modern business. It is the landmark redevelopment of the former Wasteman site. It enjoys easy access with good proximity to the N2 highway, with excellent visibility with prominent signage exposure.

Riaan Munnik, Development Manager at Growthpoint Properties, explains, "Right from the start, we

prioritised sustainability for Greenfield. As we progressed with the project, we realised it had the potential to achieve a ground-breaking Green Star SA certification."

Growthpoint's green building consultants for Greenfield, Sally Mispelon from Mispelon Consulting and Francois Retief from Sow and Reap, examined this opportunity further. Collaborating with GBCSA, they jointly developed a custom new build certification for the industrial facility, which is a progressive approach to ensuring more building types can be certified by the GBCSA. The custom process uses around 80% of existing Green Star SA tools making minor changes to allow application to other sectors for which tools have not

yet been developed. To ensure robustness and relevance, the custom process goes through an independent peer review before it is finalised as a rating tool for the project.

The Greenfield project was a wonderful opportunity to apply this process, which proved successful due to, among other things, the Green Star experience that Mispelon and Retief added to the process.

In addition, Architect Stuart Anderson from Loudon Perry Anderson Architects played a significant role in ensuring the green building rating was achieved through architectural design that incorporates many sustainable design principles.

True to its name, Greenfield provides innovative green industrial space. It achieves this with features including sustainable energy from solar photovoltaic panels, water-wise landscaping, waterless urinals, recycling, low-energy light fittings that complement its smart design which uses natural light to save on lighting costs. What's more, it creates a healthy and appealing working environment with breakaway areas for staff as well as shower facilities for cyclists and runners.

Setting new benchmarks for sustainability in the South African industrial sector, Greenfield achieved full scores for energy efficiency for its rating. It will be a key pilot project for net-zero energy buildings in the country, because the base building (excluding tenant loads) produc-

es as much of its own energy as is consumed by it over the course of a year.

GBCSA has pledged to introduce a net-zero building certification scheme and is targeting 2,500 commercial green building certifications and 10,000 residential green building certified homes in South Africa by 2020. It made this commitment at the United Nations' Conference of the Parties (COP21) in December 2015. For GBCSA, Growthpoint is a key partner in achieving these commitments.

Binedell says, "We constantly pursue energy and water efficient projects to make our buildings more economical, sustainable and attractive to clients. With Greenfield, we have created a landmark industrial property that is respectful of the environment and saves its occupants money."

Binedell notes that Growthpoint recognises the significant benefits of green building and is committed to driving it forward in its own substantial portfolio of industrial properties, including taking the lessons from its work at Greenfield and applying them to other industrial properties across South Africa in future.

"Green building is the future of industrial property. Green buildings provide lower total occupancy costs for tenants, are proven to deliver higher returns for owners, and are designed to have positive impacts on their users, their surrounding communities and the environment," he says.

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ICAS surface collision avoidance safety system for construction, civil engineering and mining

Continued from P23



Becker Mining South Africa's latest generation safety device – the Intelligent Collision Avoidance System (ICAS) – provides situational awareness for operators to ensure optimum safety on construction sites, open-pit mines and for surface operations.

system uses a secure radio wireless network to activate surrounding ICAS systems.

The presence of vehicles and obstacles, within critical guard zones, is automatically advised to operators via visual and audible alerts.

ICAS can filter out non-priority targets and only displays the vehicles and infrastructure that may be on a collision course, thus removing the risk, uncertainty and stress related to working and interacting with vehicles in highly dangerous, congested, low visibility and isolated environments.

An ICAS portable

worker unit has been designed for use by short term contractors or visitors to a plant. This system, with magnetic mounts, is quickly installed in a vehicle. The antennae can be positioned on the vehicle's roof and power is obtained from the cigarette lighter output.

The ICAS remote worker unit is used to quickly identify hazards or fixed plant issues, until a permanent solution is installed. This mobile unit, which is housed in a carry case, is usually battery powered, or supports 12/24 VDC input. This system contains all necessary ICAS compo-

nents, including the display, GPS antenna and radio antenna.

Although information is data logged by each machine, ICAS and data can also be retrieved remotely via the ICAS radio network. An optional centralised PC based vehicle tracking and event reporting system is available with data collection via the peer to peer ICAS in vehicle radio systems.

This fully scalable system, with plug and play connectivity, requires minimal downtime for installation in all vehicle types. Other design features include easy screen navigation, low

power consumption, no licensing requirements and regular firmware upgrades.

ICAS is also suitable for fixed plant, hazard awareness, data logging or access control at boom gates.

Becker Mining South Africa's collision avoidance safety systems have all been designed to facilitate future upgrades. These modular systems, which range from a simple, low-cost single technology device, to an integrated multi-technological system, encompass all aspects of the most advanced communications and technology.

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Keep the job site safe with exceptional lighting from Wacker Neuson

The new ML440 Light Tower from compact and light construction equipment specialist, Wacker Neuson, is a game changer, delivering exceptional, reliable and affordable lighting for safe and uninterrupted work on the job site.

According to Wacker Neuson's Product Specialist, Rainer Schmidt, no work-after-dark job site will be complete without the ML440 Light Tower.

"The light tower's unrivalled performance-to-affordability ratio and impressive features list deliver the benefits of low cost of ownership and rapid return on investment to both customers in the rental sector and end-users alike."

Schmidt points out that the difference between the performance of a good and an excellent light tower is the quality of the lighting.

Elaborating on the quality and area size of the lighting delivered by the ML440 Light Tower, Schmidt says that the special pulse-start metal halide lamps not only provide exceptional luminance but also ensures extended lamp life compared to probe-start counterparts.

"Furthermore, the lights' rectangular shape provides a wider lighting

coverage of 403msq at 54 lux, and the lamps can be turned individually to better focus the light where required."

A highlight of the ML440 Light Tower is that it is equipped with Wacker Neuson's proven heavy-duty MG5 jobsite generator.

"This provides our customers with the convenience of a two-in-one solution, as the generator can be used separately for other purposes when the light tower is not in operation," explains Schmidt, "And for customers who already own compatible generators, we can also supply the ML440 without our generator."

The unit's robust high strength fixture frame does not compromise its compact and light weight

design, which in turn facilitates easy transportation. Side stabilizers ensure stability in high wind conditions and the solid polyurethane wheels offer the benefit of never being able to be punctured on site.

No job site that requires reliable and safe lighting will be complete without Wacker Neuson's ML440 Light Tower, a high performance, affordable lighting solution that ticks all the boxes.

Africa's harsh climate and environmental conditions are no match for the light tower, making it the perfect choice for construction sites, municipal road maintenance, commercial landscaping, emergency services, events, etc.



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## Cape Gate awarded SABS mark for concrete steel reinforcement

ALL structural concrete and brickwork must contain adequate steel reinforcement to ensure structural integrity and to prevent catastrophic collapse.

Compliance with the relevant SABS standard is there to ensure that the steel welded fabric mesh used in construction and building projects meets safety standards and structures perform and behave as the designer intended.

Specifiers and contractors now have the added confidence in that these steel fabric mesh products available from Cape Gate Fence and Wire Works now bear the SANS 1024:2012 certification mark.

This means that the SABS approved products are the correct wire thickness, have the correct wire spacing and are constructed from the correct grade and quality of steel,

across the full range of mesh dimensions.

*"We have been manufacturing these products to SABS specifications for many years now ..."*

"We are delighted to have received the SABS certification for all our welded fabric mesh and reinforcing bar products" said Cape Gate Fence and Wire Works, MD Simon Cummings.

"We have been manufacturing these products to SABS specifications for many years now and recently expressed concern about cheaper inferior welded mesh being supplied to the local construction market and hardware merchants that doesn't comply with the SANS regulations.

"The inferior products are not easy to identify but their use

could result in catastrophic failure of structural elements" he warned. "Once concrete is poured or brickwork completed the steel reinforcement is completely hidden and undetectable until something untoward happens."

Cape Gate claims to be the oldest and largest private steel and wire manufacturer in South Africa and has been supplying quality wire and steel products since 1929. Cape Gate says it is differentiated from other producers by being the only Western Cape based manufacturer that has the SABS certification SANS 1024:2012 for its wire reinforcement products.

Cape Gate produces a wide range of building and construction wire products including Nails, Butterfly wallties and NHBRC (National Home Builders Registration Council) compliant bricksteel.

## Cecilia Square's phase two of development launched

TERMED an "environmentally-friendly and technology-intelligent" office building, Cecilia Square in Paarl is re-launching phase two of the building development. Already acclaimed 4 Green Star SA Office Design, Lazercor Developments, property leaders in innovation and sustainable solutions, will further incorporate green features to the second office building retaining 4 Green Star status.

The relaunch of phase two was due to negotiations and certain inevitable red tape experienced by a potential buyer of the phase. The decision to place phase two back on the market for development as originally planned, was subsequently made by Lazercor Developments.

"The Western Cape has grown exponentially in the last year with new developments to the South East of Paarl and an influx of people from South Africa's other eight provinces moving to the Western Cape,"

says Mark Teuchert, Managing Director of Lazercor Developments. "Due to this we've already experienced a positive response from the agents as well as received interest from potential buyers. We firmly believe that this is the ripest season to be placing Cecilia Square phase two back on the market."

It's with much excitement that Lazercor commences the development of the second green office building after the huge success of the first one, purchased by BKB Eiendom. To add to the already planned innovative eco-friendly features, solar photovoltaic panels secured on the roof of the building will form the basis of contributing towards 70% of the electricity powering the office block, a new feature adding extra value and tangible saving. The overall structure of Cecilia Square has been designed to reduce carbon footprint and minimal environmental impact according to

international guidelines. Every business purchasing or leasing office space will automatically be classified as reducing the carbon footprint of their business, a title worth its weight in gold.

Furthermore, a DALI control system will be installed whereby lights and air conditioners will automatically switch off when no motion is detected and it will ensure electrical lights aren't in use if there is adequate daylight available. Lighting, power and HVAC consumption will be monitored monthly. Carbon dioxide levels in the building will also be monitored and controlled through automatic adjustment of air quality, taking the well-being of those working at Cecilia Square into consideration from all angles.

Additional features to create a comfortable and secure working environment, include a minimum of five parking bays per 100m<sup>2</sup>, technology intelligence, premium security that

includes CCTV, electrified perimeter fencing and biometric access control, state of the art server room, fibre optic connectivity, alternative power through an already installed generator and water savings through water wise landscaping.

"The definitive goal of Cecilia Square remains the same, which is to ensure the development of a 4 Green Star rating throughout the architecture, building and design, keeping the carbon footprint and energy-usage to a minimum. We boldly promise a calculated and expected saving of up to R60.00 per m<sup>2</sup> of building space per month. In turn and according to Australian studies, eco office spaces have seen an improvement in employee productivity by 25%," explains Teuchert.

The office suites are reasonably priced from R19,000 per m<sup>2</sup> to purchase and from R145 per m<sup>2</sup> to lease.

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Cape Gate's mesh wire is manufactured in compliance with the South African National Standards' SANS 1024:2012 (Certification number: 10577/16698).



## AfriSam is the proud sponsor of concrete for the Museum of Contemporary Art Africa



AfriSam is the proud sponsor of concrete for the Zeitz Museum of Contemporary Art Africa.

AFRISAM is not about what its concrete makes, but all about what its concrete makes possible. This supplier of cement and concrete solutions has been building solid foundations throughout southern Africa for more than 80 years.

Richard Tones, AfriSam's sales and marketing executive, says that the company is so much more than merely a producer of cement, concrete and aggregate products and related services. "We are the brand that helps create spaces that foster life, relationships, stories and growth. At AfriSam, we are about creating concrete possibilities."

"Making a difference

extends far beyond AfriSam's products and what these products can create," Tones says. "The ethos of creating concrete possibilities is deeply entrenched in the company's philosophy and values, and this is underpinned by many of the company's business practices that clearly demonstrate our commitment to a lasting legacy."

AfriSam established its first cement plant in 1934 in Roodepoort, Gauteng and has since grown into a formidable construction materials group with operations in four African countries.

The company is extremely proud of its African heritage and it

is for this reason that it took the opportunity to play a role in the construction of the Zeitz Museum of Contemporary Art Africa (MOCAA.) AfriSam has sponsored concrete for the construction of the Museum.

Once completed, the Zeitz MOCAA will be a cultural institution that will focus on collecting, preserving, researching, and exhibiting cutting edge contemporary art from Africa and its Diaspora. The museum's name honours the renowned Zeitz Collection, which will form the museum's founding collection.

Considered by many to be the leading collection of contemporary

art from Africa and its Diaspora, Jochen Zeitz will commit his collection in perpetuity, underwrite the running costs of the Museum and provide a substantial acquisition budget to allow the Museum to acquire new important artworks over time to remain on the edge of contemporary cultural production.

"As a company with our roots firmly anchored in African soil, we are extremely proud of our association with the Zeitz MOCAA and the role we can play, through our concrete sponsorship, in conserving our African heritage for future generations," concludes Tones.

### Awarded projects in the AfriSam-SAIA Award for Sustainable Architecture + Innovation Announced

SEVEN Awards and four Commended projects were announced in the 2015/2016 AfriSam-SAIA Award for Sustainable Architecture + Innovation at a gala event in Cape Town recently.

The eleven projects chosen by the award adjudicators were among a total of 22 final qualifying entries that had been selected from a record number of eligible submissions earlier this year.

"The Awarded and Commended projects amply demonstrate the three main criteria that the adjudicating panel was looking at; – regeneration, reconciliation and restoration," comments Richard Tones from AfriSam. "These projects all make the world a better place by minimising their impact on the environment. They also bear the hallmarks of great architectural and social design. Together they represent the very best in sustainable architecture and innovation."

#### Winners

Category A - Sustainable Architecture, saw three Awarded projects – the DEA Building by Boogertman+Partners Architects, Gorgeous Green House by Sagnelli Associate Architects and Oudebosch Camp Kogelberg by Architecture Coop. These were joined by four Commended projects -

Continued on P27

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## Awarded projects in the AfriSam-SAIA Award for Sustainable Architecture + Innovation Announced

Continued from P26



*The 2015/2016 AfriSam-SAIA Award for Sustainable Architecture + Innovation took place in a unique space adjacent to the Zeitz Museum of Contemporary Art Africa, a project supported by AfriSam.*

Earthworld Architects' iCat Eco Factory, Local Studio's Outreach Foundation Community Centre, Daffonchio & Associate Architects' Maboneng Precinct and WWF SA Braamfontein by Alive Architecture.

Category B - The Award for Research in Sustainability went to Designing Hope for Pathways to Regenerative Sustainability, a book by Chrisna Du Plessis while Paul

Marais' Otto Cottage was Awarded in the Sustainable Product/Technology category (Category C.)

Finally, there were two Awarded Projects in Category D - Sustainable Social Programme - build-CollectiveNPO with Carinthia University of Applied Science's Bridging Mzamba and Architecture for a Change's Malawi School.

The 2015/2016 Af-

riSam-SAIA Award for Sustainable Architecture + Innovation took place in a unique space adjacent to the Zeitz Museum of Contemporary Art Africa, a project supported by AfriSam. It was attended by representatives of the most compelling architectural practices, construction companies, social businesses and thought-leaders in the country.

"The awards are a resounding endorse-

ment of sustainable and innovative design practice in the South African built environment, said Kevin Bingham, Awards Convenor and SAIA Vice-President.

"We have entered a new era in which sustainable design is becoming a non-negotiable, integral part of the building industry. Alongside significantly impacting the lives of those who use them, the Award-

ed and Commended projects provide fantastic inspiration for Architects - and indeed everyone playing a part in our built environment."

The adjudicators of the 2015/2016 AfriSam-SAIA Award for Sustainable Architecture + Innovation were Kevin Bingham (convenor), Daniel Irurah, Llewellyn van Wyk, Sebasti Badenhorst, Eric Noir and Richard Stretton.

## Engen and Work4You working together to help young adults with disabilities

ENGEN joined Work4You for their 10<sup>th</sup> Anniversary dinner on 22 October and to celebrate the petroleum company's ongoing support for an NGO that is making an impact in an area of vital need.

Since 2006, Cape-based Work4You has helped train 80 young adults with intellectual disabilities in order for them to gain relevant work experience, which can lead to full-time employment. A total of 98 placements have been achieved in this time, with some members having more than one job.

Until 2016, Engen's support for Work4You involved providing a petrol allowance which enabled job coaches to visit the young adults at their various work centres. However, in line with Engen's CSI goals - that include people with disabilities - the company decided to deepen its involvement in helping Work4You accomplish one of their key strategic goals: to reach a more diverse and representative group of young people.

Lynnette D'Alton, Work4You Operations Manager explains, "Our innovative approach at Work4You is to use our 'Wagalots' Dog Treats product line as the platform and basis for training and developing the work skills of young people with intellectual disabilities, along with their social adaptation and life skills. Once the youngsters have completed their training, they are placed in relevant positions at organisations so that they can gain valuable work experience."

D'Alton, who has been with Work4You since 2011, says this can lead to full-time employment, with the organisation enjoying

many great success stories to date. And thanks to the support of Engen, who contributed eight bursaries in 2016, three young adults are currently employed, with a further three on probation and likely to be employed by year end. The last two Engen bursary recipients are currently doing job trials.

"Along with the revenue generated through sales of dog treats and sponsorships, the costs of our training are met through parent fees and, as a result, many young people in poorer areas could not attend the courses, due to lack of funding. Along with Engen, we

identified eight potential candidates whose costs Engen agreed to pay via bursaries for 2016," adds D'Alton.

Engen CSI Manager, Mntu Nduvane explains the company's view, "Due to the fact that disability affects a comparatively small percentage of the population, it remains traditionally underfunded. At Engen, we are mindful that this is a key area of need and we have moved to assist people living with disabilities and their families."

D'Alton, who is herself partially sighted, is thrilled that Engen has recognised this need and believes that, with Engen, Work4You can

go on to have greater impact at grass roots level as well as in other provinces.

In 2017, Engen is looking at establishing the processes where they can take young adults with intellectual disabilities from Work4You on board to gain work experience at Engen - as well as providing further for additional bursaries in 2017.

Tasneem Sulaiman-Bray, Engen General Manager: Corporate Affairs says the company is humbled to be helping people with disabilities gain relevant work experience and life skills that will enhance their prospect of gaining permanent



employment.

"By working together with Work4You we hope to forge a future that is inclusive of

all people; where the marginalised have the opportunity to work, and where conditions are created for dreams

to be achieved and a brighter future for all South Africans to be manifested," says Sulaiman-Bray.

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# BMG specialist seals service

BMG stocks a diverse range of sealing products to suit most sealing applications for the automotive, agricultural, mining, earthmoving, petrochemical, paper and pulp and general industrial markets.

"BMG's commitment to providing high quality sealing products is evident in the extreme care taken in brand selection, in terms of standardisation, reliability, flexibility and consistent quality controls," says Marc Gravett, business unit manager seals, BMG. "The company has secured the exclusive supply, service and distribution agreements with leading global seals manufacturers, which means quality branded components are readily available.

"An extensive range of sealing products is available through BMG, as well as from the company's exclusive seals outlets, trading as BMG Sealco. BMG Sealco branches specialise largely in hydraulic cylinder sealing for earthmoving, mining, agriculture and



*Seal Maker machines offer faster turnaround times, double the number of seal profile options and a wider range of materials, than previously available on the older generation seal jet machines.*

industrial applications."

BMG's sealing products include rotary shaft, torric, hydraulic and pneumatic seals, as well as allied products like O rings, waved washers, circlips, mechanical seals, gland packing and adhesives. Recent additions to the range are Mekrolek rotary couplings and the Spanjaard range of lubricants and allied chemical products.

Mekrolek rotary couplings or rotary joints, are designed to provide a reliable, leak-free seal for water, steam, oil, and air, between a stationary supply and a rotating workpiece.

These robust rotary couplings – which are available in mono and dual flow configurations, in threaded, flanged or quick release options – can be manufactured in various materials, including stainless steel, brass and aluminium.

Important features include hydraulically balanced mechanical seal faces, which reduce rotor torque and stainless steel rotors that prevent scale build-up. There are no springs in the media which results in optimal flow rates. Units with high wear resistant faces are designed for operation in harsh conditions. Non-standard cou-

plings are also available from BMG.

General purpose units range from ½" to 2" and heavy duty units are obtainable on request, from 2" to 4". The Mekrolek range also includes multi-port joints, as well as fixed and rotating syphons.

Applications for these rotating couplings include ball mills, pulp and paper mills, hydraulic coiling and uncoiling, brakes and clutches and flexible packaging. These units are also designed for use in rubber mixers, guillotines and eccentric presses.

BMG's Spanjaard range of lubricants and allied chemical products are suitable for industrial, consumer, automotive, marine and mining applications.

These products include anti seize compounds, assembly and disassembly products, chain lubricants, cleaners and degreasers, electrical maintenance products and engineering and fabrication products. Also available are greases (including bearing greases)

lubricating aerosols and open gear/wire rope lubricants, as well as paint and material protection products.

BMG also offers a manufacturing facility for custom designed sealing products, fabricated to exact specifications. This service also includes a full refurbishment facility for most brands of couplings. Every unit is inspected and pressure tested for optimum performance, according to stringent quality standards.

The company has invested in two Seal Maker SML 500e machines, each of which has the capability to produce hydraulic and pneumatic seals, o-rings, back up seals and oil seals, to exact specifications, in quantities as small as a single unit, in a few minutes.

Seal Maker machines offer faster turnaround times, double the number of seal profile options and a wider range of materials, than previously available on the older generation seal jet machines.

## SAIW introduces Senior Welding Challenge

*Winner will compete in Beijing in 2017*



*Sean Blake, SAIW executive director.*

THE Southern African Institute of Welding (SAIW) has lived up to its reputation for the innovative and exciting promotion of welding in South Africa by introducing the all-new SAIW Senior Welding Challenge.

Sean Blake, SAIW executive director, says that the success of the Young Welder of the Year competition (now SAIW Youth Welding Challenge) over the years prompted the institute to do something for the older, more experienced welders across the country.

"There is a huge market of welders in the 22-year – 35-year age bracket and we need to give them the opportunity to show their skills, while, at the same time being part of stirring up interest in welding, which is truly the 'miracle' career especially from the point of view of jobs being available to anyone with the right training," says Blake.

The Senior Welding Challenge, which will be held from the 21-25 November 2016, seeks to identify a welder who

**Continued on P31**

Composite Default screen

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## Optimum safety with Apex Safety Screens

APEX Welding and Safety Screens are made from a specially formulated PVC material and provide optimum safety in workshop environments where harsh ultra-violet light and dangerous UV radiation occurs during welding and grinding processes.

This locally manufactured safety screen incorporates a heavy-duty ultra-violet light absorber, which safely contains all UV radiation in the curtained off area enhancing safety in the environment and providing a high level of protection for workers in close proximity to welding and grinding activities.

Standard tinted PVC material while offering a visible barrier does not provide adequate protection. Extensive tests conducted by the SABS proved that Apex Welding and Safety Screens are superior to conventional tinted material.

Tested for ultra-violet transmittance, the conventional material gave readings of 0,0005%, 0,008% and 5.0% as opposed to Apex readings of 0,005%, 0,001 and 0,005%. When tested for total visible light transmittance, the tests were conclusive. The



*Extensive tests conducted by the SABS proved that Apex Welding and Safety Screens are superior to conventional tinted material.*

conventional material allowed 78%, while the Apex material allowed only 15,5% light transmittance – a dramatic difference.

Apex Welding and Safety Screens are impervious to burning, and this is of particular importance should the material come into contact with welding splatter.

Access to cordoned off areas is easy as the patented Balledge design on the individual PVC strips facilitates easy access for both personnel and equipment.

The strips part on contact and return to their original

configuration ensuring an efficient close.

Available in several configurations to suit individual requirements, the most popular version is the freestanding frame that facilitates both easy handling and portability. The screens' angled feet allow optimum utilisation of the floor space and the screens can be butted together at a 90° angle.

In addition to Apex Welding and Safety Screens, the company markets a range of high-speed roll up and fold up doors, which represent a leap forward in warehouse closure systems.



## A cut above for 60 years - and a laser-sharp vision for the future

SIXTY seconds make up a minute and 60 minutes an hour. One might ask what 60 years would comprise. To First Cut, a leading South African manufacturer and distributor of capital equipment, cutting consumables and precision measuring tools to a broad range of industry sectors – from metal and fabrication to meat and maritime – 60 years represents far more than merely existing or the elapse of time.

Rather, 60 years represents a dynamic journey of courage and endeavour, openness and transparency, innovation and unmatched service. It is these qualities which have seen the company grow successfully from a small blade-sharpening business for the timber industry in Cape Town, to a market leader providing total cutting solutions to an enviable portfolio of customers, with a nationwide footprint and staff of 240 people.

Today, the company is led by the Managing Director Andrew Poole and CEO Ian McCrystal. Asked about the success of First Cut, McCrystal explains that the company's remarkable growth is largely due to bold strategic decisions made at certain milestones and inflection points in First Cut's history.

"In 1998, one of these key strategic decisions was the vertical integration of an import operation with a local manufacturing company. In 2002, these two companies merged to form First Cut. Central to this deal was the negotiation of an agreement with Neill Tools UK, to manufacture their products under licence in South Africa. This involved getting two competing suppliers to collaborate in the South African market - a bold move which required vision and open-mindedness from all concerned. This paid off and today, through First Cut, each of these companies has grown its respective local market share exponentially; and First Cut has customers in a broad range of vertical industries," he explains.

Since then, the consumables division has pioneered innovation in the business, and provided the foundation for First Cut's ensuing diversification and continued success.

The company then saw that, for customers



**Ian McCrystal, CEO of First Cut and Andrew Poole, MD of First Cut with capital equipment from international principal Everising.**

to get the best out of their blades, they also required top-quality cutting machines. This was one of the factors that saw First Cut diversifying into capital equipment in 2002, with the milestone acquisition of Bandsawing Services. This facilitated First Cut's entry into the capital equipment market. The subsequent conclusion of a deal with the Everising Machine Company provided a sound base from which to begin selling capital equipment to the structural steel, sheet metal, tube and pipe industries.

Poole explains that the capital equipment division, although at just 14 years old the 'youngest' segment of the business, has grown, and continues to grow, vigorously.

He adds, "Our company has a 'triangular' business model, the points of the triangle being made up of consumable sales, capital equipment sales, and, very importantly, the provision of service and spares."

Emphasising the equal importance of the three sides of the triangle, Poole asserts, "We will not sell a machine unless we have the factory-trained technicians to support the customer after the sale." Through its technicians and sales people, First Cut strives to get closer to the customer in order to assist in growing their businesses through the appropriate provision of cutting consumables and capital equipment accordingly.

A further contributing factor to the company's consistent performance is its dedication to quality, testimony to this being their stringent adherence to high standards and ISO 9001 (2008) certification. In addition, First Cut has gone out of its way to foster excellent long-term relationships with its overseas principals and customers.

"Again, the strength

of these relationships lies in honesty, integrity and openness, qualities we work on developing every day," continues McCrystal.

The strength of the relationships that First Cut has with its many consumables and capital equipment suppliers allows the company to offer South African industry the most advanced technology the world has to offer. An example of this is tube and fibre laser cutting, a technology that is up to twice as fast – and are far more energy-efficient – than conventional cutting.

"For example, apart from speed and efficiency, fibre laser offers the customer greatly increased versatility and all these features ensure excellent return-on-investment," asserts Poole.

These advanced cutting technologies are ably supported by the company's expert team – people who have also provided the experience and knowledge to enable continued growth. The majority of First Cut's employees have many years and – in certain cases – decades of service with the company. To ensure that staff members remain at the cutting edge of expertise, First Cut invests substantially in training and currently has six apprentices in its employment.

"We are working towards our next milestone in 40 years' time," explains Poole. "As articulated by our internal tagline and campaign to be 'one step better', we have sound plans for further innovation and diversification. These plans include expanding our engineering offering into the fields of welding and grinding. Our vast industry experience, superb supplier and customer relationships and ethical approach to doing business, we are very confident that we will see our successors toasting First Cut's centenary and looking to the future beyond," he concludes.

## Bosch Sabre saw blades make light work of steel and wood

THE new Progressor for Wood and Metal series of Sabre saw blades from Bosch allows efficient cutting of various building materials by professional tradespeople carrying out demolition and renovation work.

"In construction, hardened and high-alloy steels such as stainless V2A, V4A or duplex steel are being installed increasingly in combination with wooden components," Bosch Power Tool Accessories Senior Brand Manager Campbell Mhodi comments.

A simple example is Inox screws for fitting roof and façade elements. If these building elements have to be demolished or adjusted, it presents tradespeople with a great challenge, because they cannot be cut through using



**Robust and durable for the toughest applications, these saw blades have sharp carbide teeth welded onto them.**

standard bi-metal saw blades. This is where the Progressor for Wood and Metal series of Sabre saw blades comes into its own.

Robust and durable for the toughest applications, these saw blades have sharp carbide teeth welded onto them. In addition, the tooth strip is 'progressive', from which

the name is derived, Mhodi explains.

The tooth spacing increases from the shank towards the blade tip. Therefore the same blade can be used to cut thin materials such as screws and thick materials such as wooden profiles simultaneously. As a result, these boast a longer lifetime than bi-metal blades.

"If you only want to cut materials made of high-alloy steel, we recommend using our 'Endurance for Stainless Steel' saw blades," Mhodi notes.

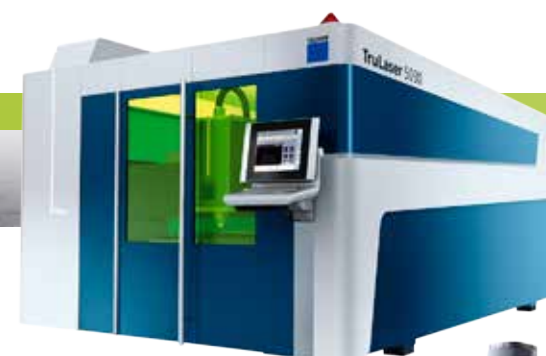
New to the range is a 200mm blade for cutting through profiles and pipes with larger diameters of up to 150mm. The existing 115mm and 150mm long blades have been optimised to cover a wider range of applications.

The comprehensive carbide range from Bosch also includes Sabre saw blades for drywall materials such as cement-bound fibre boards ('Endurance for Fibre Plaster'), aerated concrete ('Endurance for Aerated Concrete'), perforon bricks ('Endurance for Brick') and cast iron ('Basic for Cast Iron').

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## Fluke offers two precision pressure calibrators

FLUKE's 721 precision pressure calibrator with dual isolated sensors for gas custody transfer applications for pressure calibration and temperature measurement, allows for simultaneous static and differential pressure measurement within a single tool.

The Fluke 700G31 precision pressure gauge calibrator – a rugged, high-quality pressure gauge calibrator – delivers fast and accurate test results. It's easy-to-use and reliable construction allows for precision pressure measurement from 15psi/1 bar to 10,000psi/690 bar with an impressive 0.05% accuracy. It is compatible with most hydraulic and pneumatic test pumps and can be combined with one of the Fluke test pump kits (700PTPK



or 700HTPK) for a complete pressure testing and calibration solution. The 700G/ TRACK Software allows for the upload over 8,000 pressure measurements which are logged in the field to a table or PC.

Comtest Group is Fluke's authorised Test and Measurement Distributor for South and southern Africa.

CDE Global says it is the largest wet processing equipment manufacturer in the world and works with its customers to maximise their return on investment and gain significant competitive advantage, while minimising environmental impact. Its commitment to developing its operations in Africa was motioned when the company established its office (CDE South Africa (Pty) Ltd.) in South Africa and appointed Nicolan Govender as Regional Manager for Southern Africa.

The African continent has high infrastructural demands and the materials washing solutions CDE develops are ideal for quarrying and mining sectors supplying the construction market. By using CDE equipment, the environmental benefits are significant, not the least of which is that up to 90% of the water is recycled when a wet processing washing plant is combined with a CDE AquaCycle water

## CDE South Africa keeps it clean



*A complete bespoke plant in the North West province for a waste dump recovery operation.*

recovery system. A typical sand washing operation uses a minimum of a hundred thousand litres per hour, which is basically clean water being converted into waste water and then pumped or piped away into a settling dam, at which point it exits the washing system. With a CDE AquaCycle, 90% of this waste water is recycled for immediate reuse by the customer. This does not only minimise water consumption, but also aids businesses to show compliance when reapplying for water licences.

With its global head-

quarters in Northern Ireland and a local footprint in South Africa, CDE Global has the world's largest campus dedicated to the wet processing of materials in the sand and aggregates, mining, C&D waste recycling, industrial sands and environmental sectors.

"We are now in a unique position to further inform the local market and help our customers to improve their plant performance and efficiency, and at the same time assist them to realise genuine cost savings for their business by using cutting-edge wet

processing technology."

Working with a world-class engineering team, Govender has, for example, recently sold a complete bespoke plant in the North West province for a waste dump recovery operation. The customer, a local mining operator, will now use their new CDE state-of-the-art wet processing installation to produce a high specification product. The plant comprises a M4500 sand washing plant equipped with two Infinity fine screens and an EvoWash, running in synergy with a water-saving AquaCycle water

recovery system.

This is one of many new products sold this past year in South Africa. CDE products have been sold in Gauteng, Mpumalanga, Limpopo, North West, KZN as well as the Western Cape. It is good news that many mines and quarries across SA have already saved – and continue to save – high volumes of water, especially in the context of the extended and ongoing drought.

About the future, Nicolan adds, "CDE is unique in Africa in terms of the range of tailor-made products it offers, which are both high-tech and simple to use. With 22 years of experience in the business, CDE has carved a reputation of excellence internationally and our existing customers in Africa regularly become repeat clients as their production – and therefore business – grows thanks to their CDE installation. The future of washing is bright in Africa. I am excited about the company's prospects and to be heading the development of our operations in the region."

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## Global weather conditions call for new water management solutions

AS both droughts and floods become more common around the world, sophisticated water level monitoring systems are being deployed to cope. Advanced ultrasonic sensors are critical components of these new systems. SENIX specialist distance measurement manufacturers, represented in South Africa by Instratech, has on offer the ToughSonic remote 14 ultrasonic level sensor, the first in a series of ultrasonic water level sensors designed specifically for remote monitoring applications. The ToughSonic remote 14 and the soon-to-be-released ToughSonic remote 30 and remote 50 are designed specifically for these demanding applications.

Irrigation districts are automating operations to more precisely control precious water allocations to farms and industry. Remote water level sensors transmit real-time level data to centralized computer systems that allow managers to control flood

gates remotely.

Flood monitoring systems monitor stream and river levels watching for sudden rises that foretell flooding downstream. Remote water level sensors, powered by solar panels and connected by radio, cellular or even satellite communications, provide the data that drives these systems.

The ToughSonic remote 14 is an all-digital, surge-protected, lower energy-consumption version of the venerable ToughSonic 14, already one of the most popular remote water level sensors. This stainless steel, IP68-rated sensor stands up to rain, saltwater and even total immersion. It is also fully configurable



using SenixVIEW configuration and analysis software.

Lightning resistance has been improved with protection 75% stronger than CE EMC requirements. ToughSonic remote 14 sensors will continue to operate even after absorbing repeated 7kv transients.

"We have customers deploying water level monitoring stations in some of the most lightning-prone areas of the world," says Doug Boehm, founder and CTO of Senix. "We engineered our new remote sensors to provide an extra measure of survivability."

In addition to surge protection, The ToughSonic remote 14 addresses other remote

monitoring issues, as well. An all-digital sensor using serial data communications with Modbus or ASCII protocols, the ToughSonic remote 14 offers direct digital communication with data collection and networking devices. It powers up in less than one second and uses up to 21% less energy – important when sensors are operated intermittently and powered by solar panels and batteries.

"Water management companies are investing heavily in automation. Irrigation automation has been especially strong," says Doug Boehm. "Our remote monitoring customers need a rugged, energy efficient, all-digital sensor that they can rely on. We built the ToughSonic remote 14 for them."

Advanced remote monitoring systems in use around the world that rely on ToughSonic, include the Philippine Tsunami, River and Urban Flood Monitoring System and Iowa's (USA) Flood Inforamtion System.



## Digital manometer for analysing pressure peaks and recording measurement data

KELLER, represented locally by Instron-tech – has on offer the first generation of high-resolution digital manometers. The LEO 5 features precise sensor technology, fast, high-resolution signal processing, peak recording and data storage with a time stamp. Designed for deployment in hostile environments, the LEO 5 features a robust stainless steel housing, safety glass front, a 16mm backlit display and capacitive touch controls.

Undetected pressure 'spikes' are one of the common causes of premature wear and untimely failures in pneumatic and hydraulic systems. In freshwater systems, this phenomenon is sometimes called 'water hammer'. The LEO 5, with its pressure peak analysis mode, will sample and record system pressure at a rate of 5kHz and with 16 bit resolution, enabling the troubleshooter to positively characterize system behavior. With storage capacity for over 50'000 peak values, including temperature and time stamp, data from the LEO 5 is exportable for detailed analysis via the included USB interface.



In the standard measurement mode, the LEO 5 operates at a sampling rate of 2kHz and with an A-to-D resolution of 20 bits. The LEO 5 line-up includes seven standard full-scale pressure ranges between 3 and 1000 bar. In the temperature range of 0...50°C, the TEB (Total Error Band) for pressure is  $\pm 0.5\%$ FS. When temperature conditions are stable, the LEO 5 is capable of achieving a TEB accuracy of  $\pm 0.01\%$ FS.

The LEO 5 is available with a wide range of optional features, including a standard radio interface for measurements in

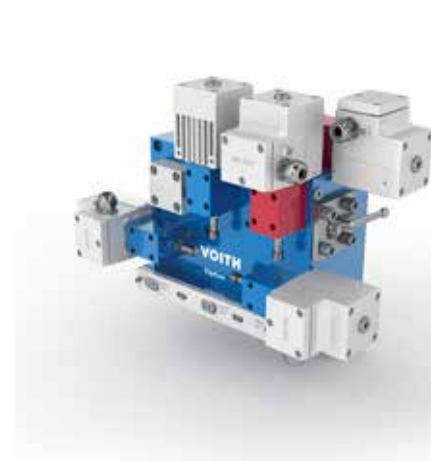
inaccessible or mobile locations. Traditional analog outputs of 4...20mA and 0...10 VDC and up to two switch outputs for process control and monitoring can also be provided. Configuration and data transmission take place via USB or RS485 interface. Special housing materials, pressure connections and other user-specific options are available.

With high resolution for accurate measurement, pressure peak analysis and measurement data recording, the LEO 5 is quickly adopted as an indispensable tool by the pneumatic or hydraulic system mechanic.

## TripCon trip block from Voith for turbomachinery equipment

AVOIDING overspeed is a fundamental requirement in gas and steam turbine safety management. The TripCon trip block enables continuous triple modular redundancy, from the speed sensor to the hydraulic cylinder of the trip valve. It has a modular and compact design, which allows for the economical implementation of all standard safety concepts for turbine control systems. The Mean Time Between Failures is over 100,000 years. Reliability of the turbine and the productivity of the entire system is thereby increased.

The TripCon has a wide pressure range from 6 to 180 bar, which makes it suitable for high-pressure and low-pressure hydraulic systems. Large discharge volumes of up to 320l/min with a differential pressure of 6 bar enables fast shut-



down times – usually less than 300ms. The TripCon is available in various types. All variants of the trip block have a triple-redundant design with an integrated 1001 partial stroke test enables a simple check of the function of the trip valve, even during operation. The partial stroke test is available with optional 2oo2 redundancy. An expansion module is available, which allows

for the replacement of all solenoid valves during operation.

The trip block is certified with Safety Integrity Level 3 (SIL 3 compatible) as per IEC 61508, this is in response to the requests from many Voith customers who design products and systems according to this standard.

Engineers have paid particular attention to the magnetic forces of

the valves and these have been especially developed to provide a high magnitude. This makes the TripCon highly resistant to dirt and other contamination in the operating medium – turbine lubrication oil is sufficient in most cases.

Typical applications for the TripCon are trip valves on gas and steam turbines in high-availability plants. Furthermore, the trip block is suitable for retrofitting non-redundant trip systems. Additional applications are conceivable, for example, for water turbines or generally for safety valves in process engineering.

Furthermore, the trip block is suitable for retrofitting non-redundant trip systems. Additional applications are conceivable, for example, for water turbines or generally for safety valves in process engineering.

## SAIW introduces Senior Welding Challenge

Continued from P28

is the most proficient in South Africa in welding three metal categories: carbon steel, stainless steel, and aluminium using four welding processes – SMAW, GTAW, GMAW and FCAW.

The first prize for the competition is R15,000

and the winner will represent South Africa at the IAW Arc Cup in Shanghai in 2017. There are also cash prizes in each of the metal categories as well as for the runner-up prize.

Welders from learning institutions and the

workplace are invited to enter the competition.

"We look forward to an excellent response for the first Senior Welding Challenge and ask all of you in the right age bracket to spread the word," says Blake.

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*GEA PerformancePlus creates transparency about the current health status of the equipment, increases its availability, ensures optimum productivity, brings efficiency optimization potential to light and enables a sustainable equipment utilisation.*

# GEA PerformancePlus: new productivity service concept

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creates transparency about the current health status of the equipment, increases its availability, ensures optimum productivity, brings efficiency optimisation potential to light and enables a sustainable equipment utilisation. GEA PerformancePlus enables a speedy evaluation of the opportunities and risks

of changing production requirements, orders can be assessed and economically scheduled in turn leading to higher productivity for GEA customers. GEA PerformancePlus will initially be available for GEA separators; on the mid-term it will be extended to other GEA product groups.



## Mimic Components Cold Chain Data Loggers EL-CC-1 Range Cold Chain Data Logging Solutions

- 3 data loggers for monitoring chilled goods, frozen goods and ripening goods.
- No set-up required. One button press-to-start logging.
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MIMIC have introduced a new range of pre-configured, cost effective data logging cards: EL-CC-1 data logger range. "These loggers," says Edwin Wakefield, MD of Mimic Components, "are smaller than a credit card. Once opened, they fit into a re-usable plastic bag to house the data logger when not in use. These plastic bags are

designed for up to one year's use, hence the bags IP rating of IP67." The EL-CC-1 data logger range consists of a set of three models:

- Chilled goods
- Frozen goods
- Ripening goods

Edwin advises, "If you need just one a cold chain data logger, for example to monitor frozen goods, the pre-configured Frozen Goods data logger does the job of logging at 10 minute intervals over a period of up to

220 days, with pre-set temperatures of between -16°C to -20°C. This makes the costs of these short-term disposable instruments very attractive." Features for the three model types include: Start/Status button, two warning status LED lights, USB connector, tear to open then use logger, mounting point, pre-configured temperatures range for each model type and pre-configured sample rates and alarm thresholds for each application, re-sealable plastic bags,

up to one-year battery life and free software. Various export options including PDF, Microsoft Excel and JPEG. "No set up is required," says Edwin, "just a one button press-to-start logger. Once your logging session is completed, tear open the IP67-rated plastic wallet to reveal the USB connector and plug it in to your computer. You can use the free EasyLog CC software for Windows to download and graph the data, then prime your logger for its next session."

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## Mimic Components essential medical vaccination data logging range



THE Lascar EL-Vaccination range of data loggers is an inexpensive series of USB and Wi-Fi-enabled sensors. "This allows for discrete and continuous temperature monitoring of vaccines," says Edwin Wakefield, MD of Mimic Components. "The EL-Vaccination range, which exceeds the CDC (Centre for Disease Control) guidelines, is used to monitor the temperature of vaccinations in storage."

The EL-Vaccination range consists of three models and each model comes with a complete kit containing a data logger, glycol bottle,

a calibration certificate and magnetic clips for immediate use and mounting to a refrigerator.

Key features of the EL-Vaccination data loggers

- High/Low alarms to alert out of range temperatures
- Display of current, min and max temperature readings
- Reset button for min and max readings
- Accuracy  $\pm 0.1^{\circ}\text{C}$  /  $\pm 0.2^{\circ}\text{F}$
- At least 250,000 readings stored
- Data loops when memory is full
- Detachable temperature buffered

probe

- User programmable logging rates are available
- Integral magnet to affix logger to outside of storage unit

Mimic's wide range of Data Loggers both record and display temperature and humidity in laboratories, fridges, on location as well as goods in transport from origin laboratories, to destination or end use. "In fact," confirms Wakefield, "most industries today rely on a data logger of some sort. The spectrum for data and logging devices range from very basic programs to highly sophisticated instrumentation."



## Keeping a low profile with Daikin's new VRV IV S-series compact

STANDING at just under one-metre-high, the VRV IV S-series compact is one of the lowest profile outdoor units on the market. Suitable for both residential and commercial applications, its small footprint offers flexibility for installers and designers, providing a discreet, go-anywhere solution that can be hidden behind low walls, hedges or concealed on balconies, "successfully blending in with its surroundings to become virtually invisible, what every architect aspires to achieve in offering a flexible, out of sight solution," according to the company.

Easy to use centralised controls optimize energy efficiency and mean the system can be set precisely to suit individual needs, while providing the potential to monitor energy usage across a range of different properties.

The introduction of the new mini-VRV IV S-Series extends the capability of Daikin's mini-VRV range, offering more choice for all types of buildings than ever before. As well as the new, compact, single-phase 4 and 5 HP units, the standard range of 4-5-6 HP units – available in either single and three phase – have also been updated from VRV III to VRV IV models. Furthermore, a new range of 8-10-12 three phase VRV IV S-series units have been added to meet the requirement for larger capacities.

Longer piping lengths allow units to be positioned away from the building for complete discretion and convenience, while up to nine indoor units can be connected to a single outdoor unit to meet the needs of larger buildings of up to 200m<sup>2</sup>.

According to Daikin, the solution is based on its VRV IV technology, the new

VRV IV S-series is small yet powerful and offering high seasonal energy efficiency.

VRV IV's unique Variable Refrigerant Temperature (VRT) control automatically adapts to the unique requirements of the building and climate,

significantly reducing seasonal operational cost by up to 28% compared with previous series.

Easy to use centralised controls optimize energy efficiency and mean the system can be set precisely to suit individual needs,

while providing the potential to monitor energy usage across a range of different properties.

With the introduction of the new compact mini VRV IV, Daikin offers installers a wide and complete range of mini VRV solutions available.



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**VRV IV S-series**



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## Stellenbosch University launches logistics barometer

DUE to the ongoing demand and far-reaching impact of national logistics costs, Stellenbosch University's Department of Logistics released the Logistics Barometer South Africa 2016.

The second edition of the South African Logistics Barometer continues the macro-logistics research work published in the CSIR State of State of LogisticsTM survey for South Africa (discontinued in 2014) and the first Logistics Barometer published by Stellenbosch University (SU) in 2015.

"With the barometer we are further contributing to the extensive knowledge base that has been created over the past 13 years," says Prof Jan Havenga, who pioneered logistics costs research at SU.

"It is the definitive measurement tool for logistics in the country," adds Zane Simpson, a researcher in the Department of Logistics. "We are still only one of three countries in the world that have national logistics costs measured annually."

The research is of great importance to the industry and the country as a whole.

"The usefulness of calculating annual data lies in the fact that trends can be identified and applied by both operational and strategic analysts in the public and private sector for infrastructure planning, policy development and investment objectives on a macroeconomic level," explains Prof Havenga.



The Logistics Barometer has, as its backbone, more than 20 years of research into freight volumes and freight flows in South Africa. The logistics cost calculations have been refined over the past 13 years to make it one of the most robust and reliable quantitative reports on logistics costs globally.

The Logistics Barometer South Africa 2016 reports on logistics costs calculated up until 2014, with an estimate for 2015 and a forecast for 2016. At R429bn, South Africa's logistics costs in 2014 equalled 11.2% of South Africa's GDP.

South Africa's economy is transport intensive, and the Logistics Barometer identifies transport as the most significant portion of logistics costs in the country (57%). This is followed by inventory carrying costs (15.2%), warehousing (14.6%) and management and administration costs (13.5%).

More than 83% of transport costs (80% in 2013) are due to road transport, with rail tariffs contributing 15%, and pipeline tariffs 2% or less in recent years. The biggest contributor

to road transport costs remains fuel.

At 11.2% in 2014, South Africa's logistics costs as percentage of GDP deteriorated slightly compared to 2013, and this trend is expected to continue. The ratio generally improved up to 2011, but has been on an upward trend since then. Logistics cost are forecasted to increase to R470bn in 2015 and almost R500bn in 2016, which would equal 11.8% of South Africa's GDP.

"The positive news is that we have a tool with which we can measure national logistics performance. Not many countries have this and many countries admire ours. Because of this, we've extended our work to other Sub-Saharan countries and most recently to India," adds Prof Havenga.

"Unfortunately, research shows that after improving for many years, the relationship between national logistics costs and the GDP has been moving in the wrong direction for the past five to six years."

The researchers – Jan Havenga, Zane Simpson, David King, Anneke de Bod and Max Braun – have identified an urgent need for nec-

essary and suitable skills ("soft infrastructure") to be developed.

"In the past, South African supply chain managers and executives have had the required experience and know-how that enabled the industry to perform well in the global arena. Knowledge and understanding of key operational elements and the ability to adapt to an ever-changing environment has been a key strength of successful logistics and supply chain companies in South Africa for decades," the researchers state in the publication.

"The looming threat is that the future South African supply chain generation is at risk of losing this advantage due to sub-standard basic education, underperforming higher education, and lack of practical knowledge and skills transfer in the work environment."

"Although there are some very commendable initiatives from major logistics service providers in South Africa relating to training and skills development, a renewed focus on and drive within these areas are necessary to support the sustainability of the industry, and to facilitate continued human resources growth, development and skills transfer."

"This will contribute to South Africa's competitiveness and performance in the global supply chain, with the added benefit of fueling economic growth and social development in the country."

## Deliveries to Mauritius improve



The Port Louis dockside in Mauritius.

VESCONITE Bearings is ensuring that its polymer products reach its Mauritian customers within two to three days of dispatch.

The South African-based manufacturer of Vesconite and Vesconite Hilube rods, bushings, plates and machined products has been engaging with its courier company to speed up delivery of its products to the Indian Ocean island.

The courier has since guaranteed that, if a shipment is booked in by 10am, it will be flown to Mauritius on the 1pm flight, and delivered to the door of the customer the following day, provided that there are no difficulties with customs clearance.

If the order is received after the required check-in time, it will reach customers one day later.

Vesconite Bearings'

Eddie Swanepoel informs that the Mauritian economy is dependent on the sugar, tourism, marine and fabrics industries, and that the company supplies many of these.

"There is good potential for exports provided that our products are readily available," he comments.

Mauritian customers are highly-conscious of delivery times to the island when deciding on which components to order.

Many French and Chinese fishing boats, in particular, are repaired in Port Louis, and they know that a break down means a loss in production and lost earnings.

One of the dry docks does carry a small amount of stock for the production of deck equipment, rudders and stern tubes, but Vesconite Bearings' recognises that it is

important to have a convenient easily-obtainable source of its products in case of need.

The sugar industry is similarly sensitive to lead times that affect its production, notes Swanepoel.

Vesconite, Hitemp 150 and Vesconite Hilube are in demand from this industry because the company's bearings have been demonstrated to last a production season and not break down mid-season.

However, the industry would like to be reassured that it can obtain Vesconite Bearings' polymers and machined products quickly if required, says Swanepoel.

Mauritius is expected to grow by 3.8% in 2016 on the back of its key industry sectors, which are attracting significant investment and commerce.



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# Africa ahoy!

AT a recent World Economic Forum in Davos a well-known global investor pronounced: Africa is the story. The big story is Africa. The Chinese and Japanese are fighting over Africa. This is a market of a billion people, of natural resources....

How true this is! And Goscor is acting upon it! "There's huge potential in Africa for our group," says Randhir Haripersad, Goscor Group Africa GM. "In particular, for the Goscor group, is the growing potential of the sub-Saharan region and the Indian Ocean Islands, which are directly benefiting from the rollercoaster cycle of investor confidence in South Africa."

He adds that the divisions that Goscor has been focusing on in the short-term are Goscor Lift Truck, Bobcat, Genie (Hi-Reach), Goscor Cleaning Products. "This is not to say that all the other products shouldn't do well one day in Africa, but we must walk before we can run," Haripersad says.

In the meantime, it seems that the 'walk' is at a very brisk pace with Goscor Lift Truck already represented in Namibia, Zimbabwe, Botswana, Swaziland, East Africa and Mauritius; Bobcat in Zimbabwe, Botswana and Namibia in the process of being finalised; and Power Products in East Africa (Kenya) with Mauritius to be finalised soon.

"It looks good so far, but we will not be



Randhir Haripersad, Goscor Group Africa GM.

resting on our laurels," says Haripersad. "There's still so much work to be done."

One of the priorities is the setting up of fully professional Goscor service centres. "There are large numbers of people who have bought, for example, Crown material handling equipment direct from Europe or elsewhere because there was no Crown representation in their respective countries. We will now take Goscor to these people, initially through servicing their equipment and then developing a full commercial relationship with them," Haripersad says.

On the question of what Goscor is looking for in terms of dealers in Africa, Haripersad says there are a number of basic criteria: no competitive brands, financial security, a clean and profitable track record, suitable infrastructure and the knowledge and experience of run-

ning a professional integrated sales and service organisation.

"We're looking for the best," he says. "To be appointed a Goscor representative in any country is a responsibility that has to be taken very seriously. If done correctly a win-win situation is assured."

The recent Gabone, Botswana, appointment of Brenham, a general industrial sales and service organisation is a good example of how things will be done in Africa. Owned and managed by Ronnie van der Nest and David Nunes, both highly experienced practitioners in the servicing and selling of machinery, Brenham is up against some well-established competition in the region. "We are very excited about the future here and we have no doubt that our market share in the MHE space will grow quickly. Even though we only very recently concluded the rights to distribute

GLTC product here, we have already been inundated with enquiries. There is no doubt that the Goscor reputation for excellence in both product and service precedes us in this country and we will use this to build an outstanding distribution and service business," says van der Nest.

It has been agreed that Brenham will start with a few Goscor products and initially will sell mainly Doosan and the Crown range of MHE.

"We are not necessarily looking for giant businesses, although they too are a possibility," says Haripersad. "All we are interested in is the right basics and the passion to do well and, like in Botswana, we will go slowly and methodically in the beginning to pave the way for exponential growth in Africa," he concludes.

# Lifted on digital gratification

IN this digital era, we are so used to having immediate answers at our fingertips that it's actually hard to fathom people who do not want that edge. Quite frankly its baffling, says John Valentine, Director at Real Telematics.

Everything and everyone around us, is geared to immediacy and instant gratification. So much so that service levels perfectly acceptable 10 years ago, are now considered tardy and inefficient. The forklift industry is no different with service expectations and penalties built into many contracts.

Any such expectations are of course reactive, resulting in downtime and production losses, even when speedily resolved according to SLA's. This is why many customers and dealers now turn to Real FMX, a proactive system that alerts of impending incidents, or,

at time of incident, giving the culprits limited time, if any, to skip site with of course nobody knowing anything.

Real FMX just went into high gear, in anticipation of the next evolutionary step in forklift fleet management. The traditional Live Alerts, Live Reports and Live Access, now has additional support in the form of a Live Bureau service – where Real FMX agents watch the system for you, and respond immediately to critical incidents or to impending incidents on your behalf.

Steven Hendey, CEO at Real Telematics says, "We noticed some time ago that more of our customers and dealers were under pressure with time and resource constraints and were looking at ways to streamline operations and respond to customer needs timeously.

The Real FMX Bureau stepped into this breach so effectively that we signed up just under 400 machines to go live on 1 November 2016. So it's not just us that sees this as a value for money offering. Confirming that one of the greatest strengths in Real FMX is that we never rest on our laurels, our R&D department is constantly developing to stay ahead of customer expectations."

Then of course, there is the timing of this offering. November and December is peak time for many industries, when resources and time simply cannot be wasted.

Live Alerts, Live Reporting and Live Analysis, combined with real service now.

"Real FMX forges ahead with Real solutions to everyday challenges when you really need it," concludes Valentine.



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By Mark Chertkow,  
Managing Director at  
Graphic Image  
Technologies.

# Help curb goods-in-transit heists through live proactive mobile monitoring

LOGISTICS companies, with their bulk access to high value consumer goods, are very profitable targets for crime syndicates. They have a massive responsibility to secure their customers cargo both in transit and within storage facilities. Due to their static nature, warehouses are at lower risk of theft as surveillance and security measures are easier to implement, monitor and react to. Moving cargo, however, is far more difficult to secure and logistics companies are feeling the brunt of a rise in goods-in-transit heists. Thankfully, developments in security solutions coupled with the availability of bandwidth today means that these risks can be reduced.

Specialised solutions exist, which create a live video connection between a vehicle and control room so that the vehicle can be actively monitored whilst on the move. Cargos or their carrying vehicles are equipped with GPS systems and bio-directional audio in order for their location to be pinpointed at any given time, while live video streaming can be enabled wherever mobile data coverage allows. Controllers are able to identify risky situations and react proactively to ensure the protection of the goods as well as

the vehicle driver.

This kind of proactive monitoring drastically improves response times and control centres are able to act quickly to dispatch assistance in times of threat. Accurate visuals and exact location tracking means that security responders often know exactly what they are dealing with before they arrive and, in many cases, the would be criminals are apprehended and cargos recovered. The systems can also be rigged with alarms that are triggered by certain behaviours, such as the opening of the cargo doors. The alarm, coupled with live video streaming, acts as a type of distress signal and means that drivers are better able to communicate with control centres without endangering themselves in the process.

While these type of solutions are not new, technology and the increased accessibility and availability of mobile data has significantly improved, enabling such solutions to be more effective than ever before. Mobile data was prohibitively expensive, but a necessary cost. Despite forking out for expensive data, mobile camera surveillance systems were still only as effective as the local mobile signal, and the high

bandwidth demands of video feeds meant that they relied upon only the best mobile data coverage to deliver adequate video quality for. Mobile video surveillance was only possible, then, in metropolitan areas, but as soon as the vehicle left coverage, poor signal impeded video transmission.

Today, the price of mobile data makes using it much more cost effective. Coverage has also improved and mobile networks have expanded to cover virtually anywhere in South Africa. That said, there are still many areas, particularly on cross-country roads, where signal is weak and users receive only EDGE or GPRS coverage. Due to this, surveillance equipment manufacturers have had to find a way to enable video transmission of a reasonable quality to be possible from low coverage areas. Through the use of sophisticated compression technology, useable video feeds transmitted from moving vehicles in low coverage areas is finally possible. Still, organisations need to know what to look for to ensure they receive a solution that will not fail them when they need it most.

To ensure they receive maximum benefit from live monitor-

ing and surveillance solutions, security and logistics companies should ensure they find one that meets specific criteria. Firstly, the system must be able to transmit high quality video footage from low coverage areas. Secondly, remote viewing from any device should be possible. In situations where responders sit closer to the vehicle than the control centre, it is beneficial to be able to remotely access video feed and be prepared. Lastly, the system needs to be able to integrate with other devices and functionality such as event sensors and detection, and notification tools. Video recording, beyond only streaming, should also be a consideration, particularly where records are required for investigation purposes.

Criminals are cunning and tend to know where the 'hot spots' are, where vehicles are most vulnerable. It is imperative that logistics and security companies stay a step ahead of them, and the best way to do so is through the intelligent use of the technology available to us. Live streaming and effective video surveillance means faster response times, more effective control and, often, can be the difference between lives and cargos lost or saved.

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## DHL Express recognised as Top Employer in Africa for the third consecutive year



*DHL Express Sub-Saharan Africa Human Resources Representatives receiving their Top Employer 2017 certification. DHL Express received Top Employer 201 certification in 12 African countries. They were also certified as a Top Employer for Africa 2017.*

THE company was certified as a Top Employer in twelve markets, including Angola, Botswana, Ethiopia, Gambia, Ghana, Kenya, Madagascar, Mauritius, Mozambique, Nigeria, South Africa and Uganda.

DHL Express, international express

services provider, has been certified as a Top Employer in Africa by the Top Employers Institute at the prestigious Top Employer 2017 ceremony on at the Sandton Convention Centre.

The company was certified as a Top Employer in twelve mar-

kets, including Angola, Botswana, Ethiopia, Gambia, Ghana, Kenya, Madagascar, Mauritius, Mozambique, Nigeria, South Africa and Uganda. Hennie Heymans, CEO of DHL Express Sub-Saharan Africa (SSA), says, "We are extremely proud of this achievement. This

is testament to how much we value our employees and reaffirms that DHL Express is a rewarding place to work at."

"Having motivated people is the first pillar of our global internal Focus strategy and being an

**Continued on P37**



## Inspecting rubber wear plates just became simple and safe



Matthew Fitzsimons, technical manager at Multotec Rubber.

INSPECTION of rubber wear plates just became easier with the recent introduction of Multotec's Yellow Belly wear indicator.

The Multotec Yellow Belly Liner is the same quality rubber liner or plate that the market has come to accept, but now it is supplied with an integral yellow rubber compound which acts as a visual aid specifically for condition monitoring purposes.

Matthew Fitzsimons, technical manager at Multotec Rubber, says that the launch of this innovative rubber wear plate follows on Multotec's philosophy of providing wear indicators on consumable products.

"Developed as the optimum solution for simple and safe inspection of rubber wear plates in all types of applications, the Multotec Yellow Belly Liner will allow personnel to make a visual inspection and it eliminates the need for people to

enter confined spaces such as transfer points. It also eliminates the need for time consuming lock-out procedures," Fitzsimons says.

The traditional well-accepted Multotec black rubber wear plates now have a bright yellow layer above the steel backing plate. When this is exposed it will clearly indicate that the level of wear has been reached where replacement is necessary.

An in-depth understanding of the operational requirements in a plant resulted in the development of this wear indicator, and at the stage where the yellow becomes visible the operator or mine personnel has a period of time in which to do the liner changeout.

Fitzsimons explains that this will assist maintenance personnel to plan the inclusion of such changeouts in already scheduled

**Continued on P39**

## Atlas Copco Compressor Technique enhances footprint via distributor network

ATLAS Copco Compressor Technique hosted a distributor conference at the company's Jet Park head office in Johannesburg with the objectives of sharing information, showcasing new products and further strengthening business relationships.

"We consider our authorised distributor network as our business partners," state Compressor Techniques' Charl Ackerman and Pieter van Wyk, Business Line Managers for Industrial Air and Oil-free Air respectively and Service Division Business Line Manager, Wayne Jacobs. "The wide South African footprint of our distributor network ensures customers and end-users of rapid product and service delivery no matter how remote their plant or mine location. Moreover, as distributor selection is based on strict criteria, only those distributors who uphold the same quality principles in terms of products and services qualify."

The distributor conference presented an ideal platform for Compressor Technique to cover important areas such as strategies, targets, turnovers and future planning. "It was also the perfect opportunity to introduce our new

product line ups such as the VSD GA30-45+, dryers including the F-Dryer with OSS water separator, UD filters, Smartlink and our range of on-site Nitrogen and Oxygen generators."

The conference was labelled "excellent" by distributor, amongst others, Francois Lloyd, owner of Nelspruit-based Lowveld Compressor Services and Thys Venter, member of Air Compressor and Mining Services headquartered in Polokwane who both supply the full range of Compressor Technique compressors (2kW – 250kW), dryers, filters and accessories. "All the right people were present, creating a forum that welcomed open discussions, information and problem sharing as well as solution finding." Thys confirms the close co-operation that exists between the Compressor Technique distributors. "Most of us have been Atlas Copco distributors for a very long time so we are like family; we have created our own network and help each other out."

Mining forms 80% of Air Compressor and Mining Services' business which joined the Compressor Technique distributor family in 1985. From its Polokwane (HQ) and

Rustenburg offices the company serves the mines located in these regions of the Limpopo and North West Provinces. "Although we are not a large company, the support of our 30 staff members and a globally proven and respected brand like Atlas Copco, enable us to adapt quickly to meet challenges head on. Our continued growth and success even during these tough economic times bears testament to our abilities."

Lowveld Compressor Services whose relationship with Atlas Copco dates back over four decades, serves industries including sugar mills (refinery processes), timber (press board manufacture), mining, and food and beverage (juice making, baking, food canning, etc.) in the eastern part of Mpumalanga as well as in Swaziland. "We are very proud to announce that we recently sold the first GA 75 Full Feature VSD+ compressor to key customer, Sonae Novoboard in Mpumalanga," confirms Francois.

Compressor Technique considers its commitment to a seamless supply chain through the on-time supply of products and spares so as not to compromise customers' uptime as one of

its primary responsibilities to its distributors. The regular hosting of conferences and training programmes conducted by highly trained specialists form part and parcel of its responsibilities."

Francois and Thys point out that responsibility is a two-way street. "Being an Atlas Copco Compressor Technique distributor means total responsibility from our side. This covers everything from sales and the delivery of quality air products to maintenance, 24-hour service and parts supply." Thys says that alongside their social responsibility of developing and upskilling personnel, it is also their responsibility to expand the Atlas Copco brand to the mutual benefit of both companies.

"Through the delivery of excellent products of premium quality, supported by technical knowledge, sales and product development, all the benefits of equipment reliability and extended service life, maximised uptime and high production levels are passed on to our customers so that they can realise lowest possible total cost of ownership and a rapid return on their investment."

While distributors keep stock of critical spares, faster

moving products are ordered from the Atlas Copco Distribution Centre. Thys and Francois laud Atlas Copco's shop online and parts online. "This user-friendly ordering system helps to streamline order placement and further speed up the delivery process. We are able to place orders directly with Belgium and receive delivery within three to seven working days. There are even information manuals available on this system; the system works and it works well."

Equipped with world-class Atlas Copco products and service, Francois says Compressor Technique distributors are ready to face the challenge of showing customers just how much they can save by investing in top quality energy efficient products. Atlas Copco product quality is without any doubt the best you can buy. Changing the 'don't care' mind-set presents us with an opportunity to move customers to Atlas Copco quality air products and energy saving systems so that they can reap the benefits of fewer stoppages and subsequent improved uptime, sustainable productivity and profitability for ultimate peace of mind."

## DHL Express recognised as Top Employer in Africa for the third consecutive year

**Continued from P36**

Employer of Choice is one of our three bottom lines. This demonstrates how seriously we take employee engagement and development at a global level and on the ground in SSA. We're committed to having a team of high performers who operate in a high performance culture and in a region that promotes and drives diversity of leadership."

"I believe that DHL Express has something very unique. You don't often find a company that can maintain the same culture across the world. The fact that you can walk into any one of our offices around the world and feel that same drive towards customer centricity from the minute you walk in the door is truly amazing. Our focus pillars lay the foundation for this success and the abundance of employee engagement and recognition programs are perfectly positioned

to support this."

"These initiatives and programs include our Certified International Specialist (CIS) program, which is a cultural change program that all our employees across SSA have gone through. An extension of CIS is our Certified International Manager (CIM) program, which focuses primarily on ensuring that our leaders are equipped with the knowledge and skills to meet the demands of today's complex working environment and promote effective and quality leadership among managers."

"We also run an annual Employee Opinion Survey which is 100% anonymous. This gives us great insight into areas that require improvement, as well as reaffirms areas that we are doing well in. Much like how we rely on customer feedback to improve our customer service

quality, direct feedback from employees is imperative to our success. From an employee recognition point of view, we run Employee Appreciation Weeks and functional focus weeks which celebrate and recognise our employees' achievements in each country. In addition, we present quarterly and annual awards to our star performers, based on employee nominations," adds Heymans.

To be certified as a Top Employer in Africa, a company needs to operate in four or more countries and have exceptional employee conditions. The Top Employers Institute conducts comprehensive and independent research by getting employees in the relevant companies to complete a HR best practice survey.

The survey assesses the company's HR

strategy, policy implementation, practices and employee offerings, to reveal whether the company provides exceptional employee conditions, develops talent on all levels and demonstrates leadership through optimizing the development of its employees and employee practices.

Each completed survey is reviewed by the Top Employer Institute and subsequently audited by a third party. Only organizations that qualify from the selection process receive the Top Employers title and Certification Seal but all participants receive a comprehensive Feedback Report.

"We are delighted to have been certified as a Top Employer in Africa for the third consecutive year and strive to ensure that we continue to achieve this prestigious certification every year," concludes Heymans.

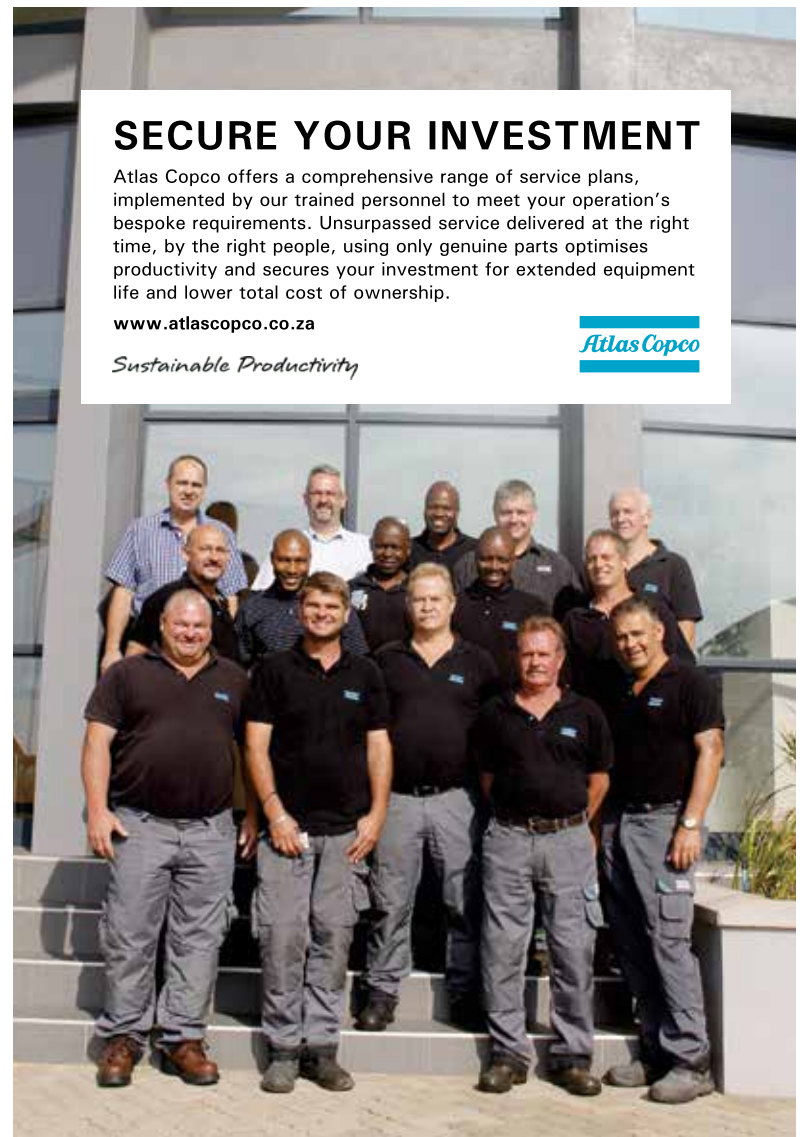
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# OPINION

## Beware of trusting the Internet

Continued from back page



You see, McDonald's coffee was indeed scaldingly hot – a temperature that burns skin, as Stella's wounds clearly show. Those with a strong stomach can Google her full name to see pictures of them.

In court papers describing the case – if you bother to look into it – Stella opened the cup resting between her thighs to add sugar just at the point at which the car lurched. The resulting spill gave her third degree burns and caused her to spend eight days in hospital and suffer skin grafts. It took her two years to recover.

She also had to have dead flesh removed

from her wounds, such was the damage done.

Despite this, Stella's attorneys offered to settle with McDonalds for US\$ 20,000. The offer was rejected, even though it would barely cover her hospital and surgeon bills – which was all she wanted.

It then emerged that in the last decade 700 people were also burned by McDonald's coffee. The company knew all about the hazard.

Indeed McDonald's coffee deliberately sold its coffee at high temperatures, it told the court, to keep the brew's taste. What is more it enforced its rule on all its franchisees in the US. By the

way, my coffee machine's output can be slurped right away.

A medical expert testified that any food served at these temperatures would burn the mouth and throat. Nevertheless, McDonald's quality assurance manager, while admitting that burns would occur, said the company would not reduce what he called the "holding temperature" of its coffee.

The jury took a dim view and awarded Stella US\$2.6m, but the judge reduced it and the final settlement was US\$ 400,000.

Needless to say the award provoked outrage against "frivolous

lawsuits", and a whole host of such court cases flooded the Internet. Among those given the outrage treatment was:

A woman who got US\$80,000 for breaking her ankle tripping over her toddler in a furniture store.

A Californian man who won US\$74,000 plus his medical expenses when he was run over by a car whose hubcaps he was trying to steal.

A burglar who spent eight days locked in the garage of the house he had just robbed because he could not open it. He claimed undue mental anguish and won, reportedly, half a million dollars.

And then there

was a man who got US\$14,500 for being bitten on his derriere by a dog after repeatedly shooting it with a pellet gun.

All of these apparently sillier claims, and even sillier awards, feature in the Stella Awards. I have not checked whether they are as outrageous as is claimed, but I did check on grandmother Liebeck.

She did not and does not deserve vilification. She died a couple of years after the court case that made her a celebrity.

I like to think that the cruel humourists that named a silly Internet list after her are ashamed.

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## Inspecting rubber wear plates just became simple and safe

Continued from P37

maintenance activities, or plan an appropriate shutdown for the replacement. "Most significantly when recognised, and acted upon, this wear indicator will avoid damage being done to equipment," he says.

The inclusion of the yellow compound rubber liners does not in any way affect the superior performance of the Multotec rubber wear plates and these can be applied to a multitude of applications where impact and abrasion cause wear. Typically these would be chute or transfer points, bins, vibrating screens at the feed point, dead box-

es, protection liners in mill applications and trommel liners.

Fitzsimons is quick to add that Multotec Rubber wear liners and wear plates are not an off-the-shelf product. These liners are Engineered To Order (ETO) products and the result of significant input on the part of Multotec engineers.

Skilled personnel visit the customer site to do a full inspection and take detailed measurements. This information is then leveraged using the Multotec Rubber team's extensive experience and applications knowledge to produce an engineered

solution to meet all the operating parameters of the application

These custom solutions are engineered specifically for individual application requirements taking all factors into account such as impact, energy, flow rate, particle size and angle of impact.

Flexibility of installation is another significant advantage when using Multotec Rubber wear plates. These can be provided with the traditional bolt and rubber plug system or stud welding according to the drilling pattern of the chute or bin. Fitzsimons says that, in instances where drilling

into the equipment is not a favourable option, Multotec Rubber can provide magnetic liners which can include the Yellow Belly wear indicator. This, he says, also allows for ease of installation saving substantial stoppage time for the liner installation.

The Multotec Yellow Belly Liners are manufactured in Multotec Rubber's ISO 9001:2008 accredited press shop in Spartan Johannesburg using state-of-the-art PLC controlled compression moulded rubber presses with a bar coding system that interfaces with the company's ERP system. This facilitates optimum sup-

ply chain management and delivery accuracy, with the shortest lead times possible.

An important factor that underpins Multotec Rubber's commitment to its customer base is its strategically situated branch network which covers South African as well as the African continent. "At all times there is access to technical support and personnel who fully understand the operation of plants and the challenges experienced, and can provide the optimal solution for a given application using our quality Yellow Belly rubber wear plates," Fitzsimons concludes.

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# Too hot? Try ignorance

**T**HERE I was, peacefully minding my own business and pondering the possibilities of a world without science. With the students propagating its cancellation in their uniquely persuasive manner and the university managements all recuperating from spine replacements, I considered it a useful thing to do.

"Be prepared," The Scoutmaster always says, along with words of wisdom such as, "forethought beats afterthought." It certainly beats no-thought, which currently appears to be the most popular curriculum at our places of learning.

Of course, my train of thought had nothing to do with my location, which just happened to be the local Pub and Grill, an establishment where I go infrequently. (Shurely shomething wrong? Ed) Okay, okay, before I'm threatened with the Press Ombudsman, make that in frequently. You know, one of these days I am going to appoint my own, personal ombudsman, responsible only to me. Anyone feeling aggrieved by my pearls of wisdom will be able to complain to him and to him only. And my Ombudsman will of course make fair and objective findings, as instructed by me.

But wait. There's more. Should any of the scandalized subjects of my stories or some ungrateful readers begin to wonder why all the decisions go in my favour, I've got the solution. An Appellate Division, also appointed as an act of fairness by me. Any grudge-bearing losers unwilling to live by the law as laid down by my Ombudsman will have the right to appeal. My Appellate Division will have the final say. And if the complainants are still not happy, really, we'll all know just what kind of diehard troublemakers they are and I'll write more stories about them.

I wonder whether that great jurist, Dr Iqbal Survé, will invoice me for the idea. After all, it is true that my inspiration is all Iqbalist. But then, on the other hand, he has simply taken the SA Press Council's Code of Ethics and Conduct lock stock and barrel without paying them a cent for it. So I suppose there is no copyright on matters Ombud.

Right about then I was rudely reminded that I was, after all, in the Local Pub and Grill. The only regrettable characteristic of this otherwise fine establishment is that all and sundry imagine they may interrupt you at any time of their choosing. Without even an "I beg your pardon." I mean, after all, for all they know you might be a direct descendant of Samuel Taylor Coleridge, just at that time dreaming up the missing stanzas of the *Kubla Khan*. It would be really sad if they were forgotten twice.

None of that concerned Luke the Dude as he slapped me on the back, planted a pint of the golden brew in front of me and enquired rudely, "What are you smiling about?"

Having been bribed by the beer, I told him. He agreed wholeheartedly that as newspaper schemes go, mine would work, but he remained unconvinced by my argument about payment. Luke the Dude stated his considered opinion thus: "Even if you are right about what a good and great person that Iqbal dude is, to the extent that he became President Nelson Mandela's personal best friend nogal, he will go for the loot. Even if the loot was an old-age pensioner's savings, he would still go for it. And he'd tell you the pen-

sioner would benefit from the deal."

"Well, maybe the pensioner would," I disagreed and we settled the matter by betting two draughts on the outcome. "Buy two beers for the price of two and get the second one for free," as The Governor is fond of saying.

By then the other members of our usual congregation of delightful conversation-alists had all drawn up their bar stools to within hearing distance, except for The Prof, who was puffing his pipe under the No Smoking sign. Luke the Dude soon remedied that. "What do you say, Prof," he enquired invitingly, "your university still smouldering? Any paintings of white people left? How about the books written by white people?"

"Too true, Boy," agreed Colin the Golfer, "and don't forget about that apple tree so scandalously observed by Newton. By now that's been chopped down and used for firewood too, along with a few cars parked conveniently close by. Too much science in cars, you know? Can't have that."

"Don't be so unfeeling," admonished Big Ben, "those poor students are suffering real pain in a world where they are constantly confronted by whiteness. From their Apple smart phones to their Adidas sneakers. Even their Lion matches. Whiteness wherever you look. How must they feel? In fact, if it makes them feel any better, I say science must fall!"

"Useless!" scorned Jon the Joker. "Why stop your bleeding heart at science? Go all the way! Down with knowledge!"

"Maybe that is just what we need," defended Big Ben. Maybe we'll manage to save the earth that way. No more cars; no more exhaust fumes. No more factories and coal-fired power stations; no more toxic gases being pumped into the atmosphere." He had us stumped there for a moment. Who wants to be so selfish as to indulge in transport by means of *Vorsprung durch Technik* instead of walking? That's what legs are for, right? Or to be spoilt by light at the turn of a switch instead of making a good old campfire? And is fire science or not? Rubbing those sticks together must be knowledge?

Fortunately Jean-Jay found a way out of this dilemma, being a farmer and a poet and a man who drinks and who knows things. Or vice versa. "Non non, Mon Ami," he explained as simply as he could, "that one, it won't work. If we cancel science, we cancel money and we cancel all the other symbols of wealth. No more Citroën or BMW, no more mansions or private planes. We stop worrying about stock exchanges and bankers and we go forwards to an exchange economy. You want corn from someone; you give her your chicken in return."

"Hey, we're talking about earth warming, remember?" interjected Colin the Golfer. You're sounding like that Shaun Abrahams person, the one strutting

around trying to speak like a lawyer. You don't know what case you are making!"

"Please Monsieur," warned Jean-Jay, "remember that the Gallic blood she boils quickly. You may call me a lover, but please do not call me a lawyer."

Colin the Golfer got the message and ordered Jean-Jay a pint of the golden fluid.

"Now, allow me to get to the point," smiled Jean-Jay, "How was a person's wealth measured before we had money? How was wealth and social standing measured in the kraal of King Shaka? Simple. Wealthy people had more cattle. Wars were fought about that. So we scratch out science and bring knowledge to a fall, but keep knowing just a little bit so that we know about the cattle. There we are, Mon Ami, do we live in peace and quiet? Non non, we spend our lives accumulating cows and we fight those who have more cows than us."

"So we won't be better off after the fall of science," enquired The Prof in his habitual search for knowledge, "is that your argument?"

"That one too, Mon Ami," conceded Jean-Jay, "but while cars and factories will fall and stop poisoning the earth with carbon gases, cows will gain stature and importance. They provide meat, they provide milk, they provide transport and they make you rich. Men will crave them and covet their neighbour's cow. As a result, cows will multiply and fill the meadows and valleys."

"What's so bad about that?" frowned Big Ben.

"Ah, Mon Ami. Methane gas. Carbon gases are like a breath of fresh air next to methane

## OPINION

### ON THE CONTRARY



Pieter Schoombie

gas. And what is the major source of the methane gas eating away at the hole in the sky, even today? Oui. You guessed it. Cattle. The devil with the horns and the tail and the cloven hooves. The cows are farting us into a very hot place, hot as hell, as they say."

Just then Jean-Jay got a bit technical, so sensitive viewers may skip the previous paragraph.

"Methane gas," he said, "is more than 20 times as toxic for global warming as carbon dioxide. Even now, gassy cows cause more earth warming than all the factories, and Eskoms and cars and braai fires together. So don't think returning to the good old days before science will save the earth from becoming hell. On the contrary, the Fallists at our universities, that one, they themselves are the worst enemies of our planet and all who live on it."

"In more ways than one," added The Prof.

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## Beware of trusting the Internet

**T**HERE is a truism applied to newspapers that says you should not believe everything you read. The same should apply to the Internet and what you see on your computer screen. A healthy dose of scepticism is needed, but alas it is not.

The problem is that there is something about a computer monitor that makes viewers assume that almost anything it shows must be true. Same goes for TV.

One example is the so-called Stella Awards. These are named after a 79-year-old American grandmother called Stella Liebeck who sued Mc Donald's for selling her superhot coffee, which she spilled causing her severe burns.

Her experience is supposed to prove that the law is an ass i.e. stupid. Donkeys are highly intelligent by the way.

### THE OTHER SIDE OF THE COIN



Keith Bryers

Granny Stella placed the insulated cup of take-away McDonalds' coffee between her thighs to steady it as she sat in a moving motor car. This practical decision was immediately seized upon by comics who love a good laugh, as evidence of her stupidity.

Stella sued McDonalds and won a sizeable amount in damages from the food chain, and thereby gained notoriety as an idiot. The US judicial system earned a raspberry for acceding to such a rip off of McDonalds.

However, dig a little deeper and a completely different story emerges. Suddenly Stella is not so stupid. McDonalds deserves the adjective instead.

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