

CAPE Business News

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Steep (l)earning curve

Curro Holdings is giving new meaning to the phrase "earning by learning"



7

Motor industry exports excel in 2015

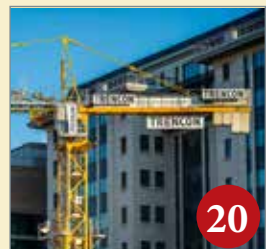
The South African automotive industry is now playing in the international league.



13

Potain looms large over Village Walk

Five cranes looming over Sandton show the extent of the project at Village Walk



20

The glitter man

Retail tycoon Christo Wiese – who is known for the odd dabble in the mining sector – looks set to rekindle his passion for diamonds. Last month Wiese emerged as the largest shareholder in Parow-based diamond mining company Trans Hex Group. Wiese – joined by Cape Town-based investment company RECM & Calibre (which owns around 25% of Trans Hex) – is now looking at buying out the remaining smaller shareholders in the diamond company.

Trans Hex is one of the oldest diamond mining companies on the JSE. Not so long ago Trans Hex was controlled by Stellenbosch-based investment company Remgro, which is controlled by the Rupert family. But a few years ago Remgro got shot of its investment in Trans Hex when it unbundled its shares in the company to shareholders. Trans Hex has been a fair operation in terms of profit, but it was minuscule measured against Remgro's sprawling investment portfolio.

Wiese, though, clearly sees longer term potential in Trans Hex, which recently brought onboard new operations in the form of West Coast Resources – previously owned by diamond giant De Beers.

Ironically, it might well have been Wiese who stymied efforts by Remgro to bulk up Trans Hex. In the late nineties Remgro backed Trans Hex in making a bid to takeover a promising marine diamond mining company called Ocean Diamond Mining Holdings (ODM) – headed by respected gem hunters Ivan Prinsep and Andre Louw.

Wiese, however, built a significant minority stake in Trans Hex, and ended up as the kingmaker when marine diamond miner Namco emerged as a bidder for ODM. Wiese sold his shares to Namco, and Trans Hex had to retreat. Trans Hex ended up acquiring Benguela Concessions, a marine diamond miner that was not in the same league as the profitable ODM. Eventually Trans Hex's marine mining ambitions fizzled.

Wiese's tilt at Trans Hex looks a fairly low risk endeavour as the company's market value is largely underpinned by the company's large cash holdings.

There is speculation that Wiese – who is believed to hold other small diamond



South Africa's richest man, Christo Wiese. [Image: Bloomberg]

interests – will drive corporate action at Trans Hex, which has its operations centred around alluvial deposits on the Orange River and in Angola.

According to wire service Bloomberg, Wiese saw an opportunity to consolidate diamond operations in the region.

Bloomberg quoted Wiese as saying, "There are opportunities for consolidating diamond operations in southern Africa."

In the greater scheme of things, Wiese's investment in Trans Hex pales in comparison to his mainstay investments in super-market giant Shoprite, global retailing conglomerate Steinhoff International and specialist investment company Brait.

But one should not forget that Wiese has a clear penchant for mining investments ... albeit that he has endured some mixed fortunes. About ten years ago Wiese backed a compelling story for fluorspar when he invested heavily in the luckless Sallies venture. Wiese helped recapitalise Sallies on several occasions, before the business was sold at a knockdown price to American investors.

Wiese, though, was not to be disheartened by developments at Sallies, and al-

most immediately re-invested in small gold mining counter GoldOne International. Wiese more than made up for his losses at GoldOne, which was eventually sold to Chinese investors.

Whether Wiese can make Trans Hex glitter again remains to be seen. Trans Hex's latest annual report at least confirms that operationally things cannot get much worse. In South Africa sales revenue decreased 28,6% from R940m in 2015 to R671m in 2016. Sales from the LOR (Lower Orange River) shallow water operations decreased by 15,4% due to a decline of 23,5% in US\$ diamond prices and 16% fewer carats sold. But revenue was boosted by the marked weakening in the Rand. South African production decreased 21,5% to 48,435 carats – mainly as a result of a 13,4% reduction in gravel treated and a 5,4% decline in average grade at the LOR operations to 1,22 carats/100m².

It's still too early to assess the real potential of West Coast Resources – in which Trans Hex holds a 40% stake. But

Continued on P7

Pollen is buzzing



A new Stellenbosch-based specialist on-line lending firm Pollen – targeting small to medium enterprises (SMEs) – appears to be tapping a very lucrative niche. Pollen is the brain-child of Louis du Plessis, who has the backing of his older brother JP du Plessis and banking legend GT Ferreira via the Anglo African Group. Anglo African is a well known financier in the wine sector, and once even made a bid to takeover Paarl-based liquor company KWV way back in 2002.

Pollen has hit the ground running with the Du Plessis brothers' initial target of building a loan book of R20m in its first year of operation being easily surpassed. In its first year of operation Pollen wrote loans worth R150m – of which a staggering 70% was repeat business.

Pollen chairman JP du Plessis pointed out that internationally the online marketplace where small businesses can secure loans is an enormous industry with tech-orientated companies such as the New York Stock Exchange-listed OnDeck and Moula in Australia transforming the financial services landscape. He said Pollen was "first out of the gate" in South Africa in a market that might be worth as much as R189bn.

Louis du Plessis said the interesting thing was that South Africa was way ahead of the global market in terms of online personal loans.

"Think of Wonga and Capitec, for example, and the credit vetting software developed here. But it has lagged behind when it

Continued on P7



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IN THIS ISSUE

- 14 Transport Industry
- 16 Materials Handling
- 21 Commercial Fishing
- 22 Offshore Mining & Drilling
- 23 Industrial & Commercial Property
- 24 Water Engineering
- 25 Power Industry
- 26 Compressors
- 28 On the Contrary
- 28 The Other Side of the Coin

CAPE Business News

Workability’s holistic approach gets the injured back to work

COPING with the trauma of a workplace injury is bad enough in itself, but the consequences of temporary or permanent disability creates onerous and distressing situations unless treated holistically. This is the view of Lindsay Scott, who founded Workability Rehabilitation Solutions in 2003 as business to business healthcare company that provides market leading disability, IOD (Injury On Duty,) return to work and managed care services to corporates, insurers, governmental funders and medical aids. “The stimulus that led to the establishment of a RTW (Return To Work) Rehab Unit came with the realisation that traditional physiotherapy and occupational therapies were not catering for the full rehabilitation needs of patients’ with work-related injuries” said Scott, whose opinion has been overwhelmingly supported by international

research. “Functional restoration using a holistic bio-psycho-social approach achieves superior and more cost effective outcomes compared to treatment as usual.” This is particularly the case in South Africa with its high unemployment rate. Those injured at work need to return to work as soon as possible to prevent losing their job and avoid:

- Economic losses
- Loss of the breadwinner role
- Loss of identity
- Loss of social standing

“Prolonged unemployment increases the susceptibility to secondary illnesses like depression and anxiety and possible suicide. In addition to physically treating the injury, it is essential to explain pain, its physiology and to dispel any fears, beliefs or ignorance that might contradict the treatment” she explains.

Worker protection not always comprehensive

“Furthermore, many employees have a mistaken belief that their income will be safeguarded by Workman’s Compensation or company insurance schemes, which isn’t always the case. As a specialist provider of treatment and rehabilitation of injured workers, especially those at high risk of long-term absence and disability, we have a thorough understanding of COIDA - the Compensation for Occupational Injuries and Diseases Act and related Acts and use this information to help patients to goal set on return to work. “An example being that you can lose your job even though you were injured on duty, is not always known or understood by injured employees, nor the fact that if there is a permanent disability payout because of loss of anatomy, that this will

Continued on P12

Concargos 4PL vs 3PL

THE definition of Fourth-Party Logistics (4PL) is an integrator that assembles the resources, capabilities and technology of its own organisation and other organisations to design, build and run comprehensive supply chain solutions. In essence, 4PL means that one company is able to outsource the entire management of its supply chain to another company. This would include all the assets, planning and management of the process. The 4PL management service provider gathers together all the constituent parts required, such as systems, transport providers, order management, and inventory management with a view to providing the client with a fully integrated supply chain. In return the client will pay an appropriate fee and concentrate

- on its core business. 4PL presents a solution that incorporates the advantages of both outsourcing and In-sourcing to provide maximum overall benefit. 4PL differs from traditional 3PL arrangements in four main aspects:
- All aspects of the clients’ supply chain are managed by the 4PL organization
 - It acts as a single interface between the client and multiple logistics service providers
 - It is also possible for a major 3PL provider to form a 4PL organisation within its existing structure
 - The 4PL organisation is often a separate entity established as a Joint Venture (JV) or long-term contract between a primary client and one or more partners

A separate management company can be established as a JV or long-term contract between the primary client and at least one other partner, which contributes the start-up capital for the venture, as well as assets and expertise for ongoing operations. The 4PL organization is a supply chain integrator and acts as a single interface between clients and the full scope of supply chain services. It is staffed with the best skills from the founding partners and should regularly be assessed against global benchmarks.

It can come in a variety of models, mainly as:

Industry solution models

To co-ordinate and manage the distribution operations of its primary clients initially, and then those of

Continued on P6

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WORKABILITY
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vida e caffè opens up on Africa expansion

FOR a local business to tackle the continent is not easy. Understanding new target markets, competitors, local culture, labour and skills development, the political environment, and currency are a number of the issues faced by the bold and courageous who take the leap. In last year's Brand Africa 100 survey, it was found that African brands accounted for 23% of the most valuable brands on the continent, with South Africa's MTN and DSTV topping the list in first and second place. That being said Nigeria held six of the top ten spots.

Overall, the top five admired brands on the continent were MTN, Samsung, Coca-Cola, Nike, and Adidas.

As Starbucks makes its way into South Africa to start its foray onto the continent, local coffee kingpin, vida e caffè has set its sights on Africa. With 185 stores across the country, of which a significant number are positioned on Shell forecourts, the brand has been exploding locally, and now plans to push itself further into Africa.



Announcing their development plans in four African countries, the homegrown coffee brand is experiencing a sharp uptake in international interest. Starting in 2012 in Mauritius, the brand now has 17 stores in Mauritius, Kenya, Ghana and Namibia with the additional four in the pipeline before the end of the year.

Explains Craig Gravett, vida's Business Development Manager for International and Corporate, "Africa is an emerging market and we noted some sig-

nificant opportunities with partners in Africa, that had originally been based in South Africa, and were wanting to see how it might work outside of the country."

The brand's Africa stores are not owned or operated by vida e caffè, and are all franchises with a joint venture partner or master franchisee. Management teams then visit South Africa to go through the full training which includes employing a set of Standard Operating Procedures and audited standards, while

Gravett visits the region on a regular basis, assesses training and new product development needs.

"Understanding that each country and culture is unique is imperative. As just one example, while coffee is traditionally perceived as a morning thing, in Ghana it's an evening past-time with the majority of stores trading to 10pm and 11pm at night. Then of course, there's the approach to staff and labour and each skill set is different, plus working with what is available locally and import and export. The recipe is simple but hard to get right - strong working relationships with

the right partner in the right region."

Gravett adds, "Store layouts are very similar to the SA market, as all designs are signed off here, and often the store is manufactured in SA as it's sometimes tailor made to the environment. The mall stores are similar to the high street, while some sit on the forecourt. We need to understand the audience first, so we apply an 80/20 principle. 80% has to be produced and then we allow an element of local product based on availability in country."

vida's most popular African store to date is Bagatelle in Port Louis, Mauritius, with

Ghana and Mauritius being the two biggest growth regions. The balance of stores is Namibia with two stores, Kenya with four stores,

vida's most popular African store to date is Bagatelle in Port Louis, Mauritius.

Ghana seven stores and Mauritius four stores, with two new stores to be opened this year in both Ghana and Mauritius.

vida e caffè has adopted a forward-thinking business model in a highly competitive environment, blending high street outlets with forecourt stores, Africa expansion and recently a drive into SA's corporates.

"There's no secret that our environment is hotting up. But we have been strategically planning ahead for several years and our hard work is really coming to fruition. We have the first mover advantage in a number of new business development areas. It's exciting to be involved with a South African brand that continually adapts as things evolve."

Horizon Capital achieves 0% vacancy across its managed portfolios



Horizon Capital Asset Management team members
Craig Martin, Lara Schenk, Leigh Victor and Henri de Wet.

PROPERTY, the asset class of choice for many on their wealth creation journey, requires active management in order to maximise return. Failure to assign a dynamic, experienced and well-connected management company would likely result in the emergence of vacancies,

escalating operating costs and sub-standard rentals, particularly in challenging economic climates, ultimately leading to poor asset performance.

Horizon Capital has celebrated 0% vacancy across its managed portfolio since July 2016, a significant achievement amidst

the 7,8% vacancy rate prevailing in the comparable Cape Town commercial office market. Active asset management has ensured that Horizon Capital's high net worth clients are well positioned to weather any potential oversupply which may result as business confidence declines and lacklustre economic growth continues.

Horizon Capital's success lies, in part, to the swift manner in which its asset management team respond to changing market conditions as well as its effective and comprehensive marketing of upcoming vacancies through numerous channels including print, online media and an extensive network of commercial property brokers.



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Tectra Automation teams up with NMMU to produce WeldCore



From left to right: Prof Danie Hattingh (eNtsa Director - NMMU), Phillip Doubell (Eskom Chief Researcher / Inventor), Dr Ian Wedderburn (eNtsa Deputy Director / Inventor) and Dr Phil Mjwara (Director General - Department of Science and Technology) at the TMS Showcase event.

TECTRA Automation was contracted to supply Bosch Rexroth motors and control systems, which are essential in the production of the WeldCore technology, a result of a 15-year research relationship between Nelson Mandela Metropolitan University (NMMU) and Eskom.

WeldCore is able to determine the lifespan, predict the maintenance requirements and hence prevent the failure of high-temperature steam pipes in refineries and power stations. Ideal for older processing plants, WeldCore utilises a specialised sampling technique to provide information on whether a pipeline or other high value component needs replacement. WeldCore can defer downtime for unnecessary maintenance, predict end-of-life dates and can play a crucial role in the prevention of premature failure by identifying problems. The process involves removing a cylindrical sample from the pipeline wall or part of the component primarily exposed to high pressure and temperature, this sample is used for advanced testing. The WeldCore machine then repairs the blind hole using a solid-state welding technique, Friction Tapered Hydro Pillar Processing (FTHPP) which provides a repaired site with mechanical properties almost identical to the parent material. By analysing an actual sample of the pipeline or component, this method provides more accurate results than traditional Non-destructive Testing (NDT) methods such as dye-penetrant, X-Ray and magnetic particle inspection. In addition, friction welding takes

only a minute while traditional weld repair can cost the plant hours of downtime. WeldCore relies on a rotating spindle that can maintain its speed accurately despite a wide range of torques. To achieve this, WeldCore utilised a Bosch Rexroth MSK071E servo motor paired with HCS03.1 servo drive to accurately maintain speed throughout both the low speed coring and high speed welding processes. Mobility is a key differentiator of WeldCore, and the Bosch Rexroth motor used is the only one on the market that can deliver the power required while still being small enough to be carried by one or two people. A motor from another manufacturer would require overhead rigging in order to assemble the machine each time it is positioned to take a sample. The Bosch Rexroth servo drive provides an automated system with a simplified interface that makes WeldCore easy to operate, and reduces human error and the likelihood of damage to the plant. The project is a result of more than a decade's research, prototypes and testing at NMMU, Port Elizabeth, South Africa, involving students, engineers and local manufacturing companies. The final assembly, wiring and the software was completed internally by eNtsa, based at NMMU, resulting in an integrated machine that works predictably and reliably. WeldCore is available to the market through Mantacor, a branch of the NMMU.

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Apex SR 9000 door improves SHEQ standards



The Apex SR 9000 fully gasketed heavy duty impact swing door is locally manufactured to customers' specific requirements.

CORRECT product selection and application is essential for customers to gain the maximum advantage in terms of SHEQ compliance. This is according to Wim Dessing, managing director of Apex Strip Curtains and Doors, who says that the company's locally manufactured Apex SR 9000 insulated impact traffic door complies with all relevant safety, health, environment and quality (SHEQ) standards. Each Apex SR 9000 door is manufactured to meet specific opening requirements and combines functionality with longevity in areas where the movement of pedestrians and goods is particularly high. The door is manufactured from a 3mm ABS skin that retains its physical properties down to temperatures of minus 40°C, making it ideal for use in walk-in cold rooms and similar refrigerated applications. The low maintenance skin is impervious to moisture, acids, petroleum products, animal fats, rodents, insects and salt solutions. The door's insulation characteristics are enhanced further by the internal design elements. These include the injection of a high density, non CFC urethane foam into the hollow shell of the door. Standard vision panels constructed from 3mm clear polycarbonate sheeting are available in a number of custom sizes. However, the Apex SR 9000 is also available without the vision panel which allows greater flexibility of use. Additional features include scratch resistance and UBC compatibility for enhanced visibility, and it is available in a choice of six colours. Apex Strip Curtains and Doors has a network of agents throughout South Africa who offer technical and installation support as well as prompt delivery times.

First Cut – celebrating 60 years at the ‘cutting-edge’

FROM a cool-drink can to an oil tanker, before something is manufactured or fabricated, each component needs to be cut from raw material. However, the speed, accuracy, precision and reliability with which that cutting is done all has a profound impact on a manufacturer's ultimate profitability.

This year First Cut, a leading South African manufacturer and distributor of a range of cutting consumables and distributor of capital equipment, is celebrating 60 years of supplying total cutting solutions to South African industry. The company's substantial product range serves the cutting requirements of the fabrication, manufacturing, renewable energy, automotive, steel, tube and pipe, maritime, timber, meat, textile and DIY sectors, among others.

From modest beginnings as a Cape Town ‘saw doctor’ in 1956, the

company has grown into one that employs 240 people, with management based in Johannesburg, a manufacturing facility in Cape Town and branches in Durban and Port Elizabeth.

“While First Cut may be 60 years old, we still maintain a vigorous and innovative approach to business, while retaining the stringent principles and strategic decision-making which has set us so firmly on the path of success.

To this end, we are constantly developing new cutting solutions in our Cape Town facility; or sourcing technologically advanced capital equipment from the world's finest cutting and bending equipment manufacturers. We then find appropriate solutions in response to the demands of South African industry,” says First Cut Managing Director Andrew Poole.

First Cut Chief Executive Officer Ian McCrystal



Left to right: Andrew Poole, MD of First Cut and Ian McCrystal, CEO of First Cut.

tal agrees: “Integrity and pride in both our business practices and in the quality of the products we manufacture and supply have been the keys to our longevity. Coupled with the fact that we are ISO 9001:2008 certified is testament to our adherence to the highest standard of safety and

quality standards.” In the consumables division, First Cut manufactures and supplies band-saw blades, circular saw blades, hacksaw blades and other cutting consumables to an extensive industry spectrum. “We have been at the ‘cutting edge’ of blade technology

since we manufactured our first metal-cutting band-saw blade in 1960,” adds McCrystal. Long-standing relationships with world-leading consumables principals such as Starrett, Eclipse and Wikus have capitalised on the synergies needed to develop these brands in

South Africa.

More recently, the company took the strategic decision to diversify into the capital equipment sector. Today the capital equipment division supplies specialist machines for metal cutting, sheet metal processing, tube laser processing and structural fabrication. First Cut's established relationships with leading global names in capital equipment such as Bystronic, BLM and Everising have allowed it to supply trail-blazing technology to South African industry.

Complementing First Cut's superb product range is a highly knowledgeable and experienced team, the majority of which have many years of service - and in some cases even decades - with the company. First Cut invests substantially in development and training, so that staff not only grow in their own careers, but are also empowered to provide

customers with the best possible service.

“Our excellent track record of unfailing service and solutions - built up over the past 60 years - is largely as a result of the ‘can do’ attitude that is imbued in every staff member, ensuring they are aligned with and live our values on a daily basis. Our service ethos is to be a proactive, trustworthy partner in our unflagging search for solutions for our customers,” says McCrystal.

“In a nutshell, First Cut is about so much more than ‘just the blade’ or the manufacture and supply of consumables and capital equipment. Rather, we see ourselves offering a total cutting solution and value offering, which is to the long-term benefit of South Africa's engineering industry and the country as a whole. We look forward to continuing this in the future - well beyond the next 60 years,” concludes Poole.

Tracker reaches one million subscriptions

TRACKER is proud to announce the incredible milestone of reaching 1 million active subscriptions. This is a first for the tracking and telematics industry in South Africa and testimonial of the trust South African consumers and businesses have placed in the brand. This achievement was made possible through its dedication to the customer and a broad range of products and services meeting the requirements of consumers and fleet managers alike.

Servicing an entirely South African base, Tracker is the market leader in vehicle tracking and telematics in South Africa with a market share of 40%. The company is nearly twice the size of its closest competitor and third largest in the world.

Continued on P9

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Western Cape scoops seven awards at SA Institute of Architecture Awards

THE movers and shakers of the architectural world in South Africa gathered at Shine Studios in Braamfontein on 2nd September to witness the presentation of the 2015/2016 Corobrik SAIA Awards of Merit for Excellence in Architecture to the cream of the profession.

The seven best designs and a book earned Awards of Excellence – the highest accolade to be given to an architectural project in South

Africa since the inception of the program in 1990.

A further seven projects received Awards of Merit, which were first instituted in 1999 to recognize good design or a substantial achievement in the industry. In addition, 16 commendations were awarded for remarkable design.

According to Kevin Bingham, awards convenor and SAIA Vice President, the large number of awards and

commendations this year bore testimony to the high quality of the entries.

“We have honoured 31 projects because the standard of design warranted it and because this year we had so many entries to choose from – a record 66 which is the most received in the 26-year lifespan of the awards. South Africa may be geographically remote from many of the world’s major cities but architectural de-

sign in this country can hold its own with the best internationally.”

The eight winners of the Awards of Excellence were House La Lucia, Durban submitted by designworkshop : sa; the Military Health Base Depot in Tshwane designed by Jeremie Malan Architects; House van der Watt in Waterkloof, Tshwane entered by Slee & Co Architects; House Pretorius, Cape Town put forward by Metropolis;

17 Glen Avenue, Cape Town designed by Seali Mahoney; Krynaauw Nel Associates’ design of the ‘Malapa’ Fossil Cave & Visitors Centre at the Cradle of Humankind in Gauteng; Number 1 Silo: Alan Gray headquarters at the V&A Waterfront in Cape Town submitted by Van der Merwe Miszewski Architects in association with Rick Brown Associates; and a book, Eclectic ZA Wilhelmiens, submitted by Fisher & Clarke.

This year’s judging panel was headed by Bingham, who is also a director of FGG Architects in Durban; and included sponsor representative Musa Shangase, who is commercial director of Corobrik; Mokena Makeka, who is founder and principal architect at Makeka Design Lab in Cape Town; Prof Paul Kotze, who is professor of Wits University’s School of Architecture and Planning; and eminent layperson Sumien Brink, who is editor of VISI magazine in Johannesburg.

“This is a star-studded event where we recognise South Africa’s foremost architects,”

said Obert Chakarisa, CEO of SAIA. “The architectural profession has reason to celebrate when we see designs being produced of the calibre of the entries we have received this year, many of which easily merit the description world-class.”

“The awards give us a snapshot of the status of architecture in the country and it would be remiss of us not to mention that we would have welcomed more entries that tackled the current widespread social issues associated with affordable housing and the redevelopment of inner cities. It was, however, encouraging to note that a large number met the sustainable design imperative.”

Musa Shangase of Corobrik said that the developing rainbow nation that was South Africa presented unique challenges for the architectural profession which in turn offered opportunities for thinking out of the box and for innovative and unconventional solutions.

“Limited budgets, which often apply to public buildings that need to meet a variety of needs, can act as a

catalyst for great design, which is fit for purpose and complimentary to the landscape,” he said.

“The inspired use of building materials is also becoming a feature of modern South African architecture and, as the leading suppliers of clay brick in this country for the past 112 years, we are delighted to be a part of this pattern.”

“Our longstanding support of SAIA is a mark of our respect for the architectural profession in this country and we have every expectation that our paths will continue to be linked for many years to come.”

The keynote address at the awards dinner was given by Mziwonke Dlabantu, Director General of the national Department of Public Works.

The Corobrik-SAIA Awards are presented on a two-year cycle and are open to SAIA members from all of its regions nationwide who are invited to submit entries for their best work of any kind. Regional awards are presented in the first year of the cycle and national awards in the second year.



Taegu Tec SA, member of the IMC Group (International Metalworking Companies B.V.), is currently looking for distributors in the Cape Town and surrounding areas.

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Concargo 4PL vs 3PL

Continued from P2

other related companies within the industry.

Supply chain partner model

To manage an integrated industry, supply chain consisting of manufacturers, material suppliers, 3PL providers and management consultants.

Benefits of the 4PL organisation include:

- Improves accountability

- Retains corporate supply chain knowledge

- Realizes revenue opportunities by selling the supply chain services to external clients

- Addresses operational failures of 3PL services because the new entity allows the creation of a totally new culture

- Addresses strategic failures of 3PL services with a single point of contact to manage all aspects of the client supply chain

- Addresses financial failures of 3PL services by releasing capital through selling logistics assets to the 4PL organisation or on the free market

The 4PL concept addresses the shortfalls of traditional 3PL arrangements and offers the opportunity to achieve substantial incremental benefits. In addition, the concept can be extended to an existing 3PL, convert-

ing it into a 4PL.

Concargo assets are its human resources, and through these skills we have found our niche as a 4PL supply chain service provider with our core competency and focus on logistical services in Africa. To this end, we represent in broader terms the marketing persona of transport, and co-ordinate and bring to the market work that fills the dreaded empty leg for truckers, whilst at the same time offering value added services and deliverables as a “one stop shop” to the primary client at affordable rates.

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Pollen is buzzing

Continued from P1

comes to unsecured business loans to the SME market.”

He said the SME business lending space was a sector traditionally under-served by South African banks. Louis du Plessis explained that the idea behind Pollen was to give entrepreneurs and SME business owners fast business loans via a revolutionary on-line application and vetting platform.

“Last year, we developed a tech platform to do credit vetting in a short amount of time, and which delivers business loans to SMEs within three days of the application process.”

He stressed Pollen knew the credit risks would be different in South Africa. “We wanted to pilot Pollen for six months, to see average loan size and demand. A year later, we’ve done R150m worth of loans.”

JP du Plessis reckons next year Pollen could push its loan book to between R300m and R400m.

Pollen provides loans to small businesses with an annual turnover of R1m and over, up to medium-size companies with a turnover of R50m. Loans range from R50,000 to R1,5m.

“The reaction we’ve had has been overwhelming. It took us by surprise and it showed how the South African experience is echoing that of the US and Australia. There is a huge need in the South African SME market for what we have to offer.”

Louis du Plessis stresses that simplicity drove the Pollen offering.

The company’s website asks potential clients just three questions:

- Has the business been in operation for at least a year?
- Does the business have a minimum turnover of R1m a year?
- Does it have a successful business lease history and is the rent up to date?

Louis Du Plessis said Pollen charged a flat 25% on the loan, which is paid off over six months in weekly instalments.

“If you loan R100,000, you repay R125,000. There are no fluctuations; nothing changes with interest rates. It doesn’t matter if you’re a big client or a small one, it’s still 25% – this is the internationally accepted norm.”

JP du Plessis argued that too often businesses had no other choice than to let excellent opportunities slip through their fingers due to a lack of quick and easy funding.

In its first year of operation Pollen has made loans to businesses in a variety of sectors – ranging from retail and franchises to manufacturing businesses and the service industry. Louis du Plessis said that one of the biggest challenges in the set-up phase was dealing with the volumes.

“We didn’t expect the volumes; they were higher than anticipated. But we had Anglo African’s backbone to help pull in the people we needed. We are now ready and poised to go big – really big.”

The glitter man

Continued from P1

Trans Hex’s annual report did note production commenced during the past financial year and amounted to just under 25,000 carats. Sales at West Coast Resources amounted to R49,4m at an average price of \$208/carats. Looking ahead to 2017, Trans Hex expected production to hit 123,000 carats at West Coast Resources, 99,500 from the Angolan operations and 41,000 from the South African LOR operations.

The good news is that Trans Hex CEO Llewellyn Delpoit reported that demand for rough and polished stones im-

proved at the start of the 2016 calendar year after months of low manufacturing output and reduced inventories at the cutting centres. He believed shortage of stock in the Indian manufacturing sector and at the US retailers boosted rough diamond prices – supported by healthy trading activity in the secondary market.

Delpoit said, “Post year-end, the diamond market is enjoying a relatively stable period, improving the confidence of traders and dealers.”

Maybe Wiese has got his timing just right at Trans Hex...

Steep (l)earning curve

DURBANVILLE headquartered private school venture Curro Holdings – which is controlled by PSG Group – is giving new meaning to the phrase “earning by learning.” Curro pushed revenue up 24% to R82m in the half-year to end June, while profits rose 27% to R259m.

Curro’s total number of learners grew 15% from 35,970 to 41,393. To date, Curro has built 110 schools on 47 campuses countrywide – with plenty space for growth with CEO Chris van der Merwe reporting that campuses were operating at 78% of existing building capacity and only 51% of eventual capacity. This means Curro has already surpassed its 2020 target of operat-

ing 100 schools almost four years earlier than scheduled. At this point it seems a realistic goal for Curro to reassess its expansion targets to providing the country with 80 campuses (200 schools) by 2020.

Van der Merwe said that while it was originally assumed that the private schools market would be saturated with 200 independent schools by 2020, it was now clear that the demand was far greater than the supply.

“We are therefore preparing to carry on with our vision and business concept beyond 2020.”

He stressed Curro’s focus would remain on developing new campuses – but said it would also consider suitable value-

enhancing acquisitions “where and when” an opportunity arose. Van der Merwe said Curro already had a total of 170 schools in the offing for 2020 against the current 110 schools.

“We are nevertheless mindful of sustainable portability and we have over the years developed an optimal rate for constructing new schools and campuses. This entails six campuses or between 15 to 18 schools per year.”

Van der Merwe added that the expansion of existing campuses – including a high school at Century City in Cape Town – would cost R500m with actual land banking of about R60m already undertaken in the interim period and another R300m lined up for the next six



to 12 months.

Arguably the most interesting aspect of Curro’s interim financials is the performance of its more established schools – which include a number of Western Cape-based properties like Durbanville, Langebaan, Hermanus, Century City and Sitari (Somerset West.)

The company’s eight schools developed before 2009 – representing 3,422 learners – operated on a margin

of around to 30% and grew earnings to R23m in the interim period compared with R17m in the corresponding six months in 2014. This illustrates the so-called ‘hockey-stick’ effect (or J-curve) on profitability as schools start running at optimum capacity.

Curro has developed 50 of its own schools since 2012, which could have a dramatic effect on profits in the next three years.



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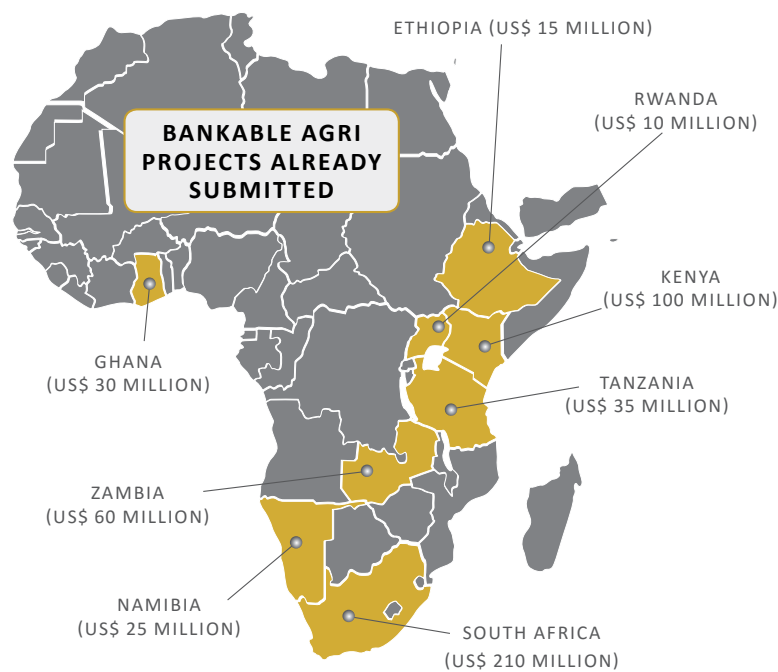
Mobilising finance for Africa's agri sector

The African Agri Council in partnership with Wesgro and the Western Cape Department of Agriculture, brings the African Agri Investment Indaba (AAII,) to Cape Town, South Africa 28 – 30 November 2016.

THE African Agri Council, in partnership with Wesgro and the Western Cape Department of Agriculture, brings the African Agri Investment Indaba (AAII,) to Cape Town, South Africa 28 – 30 November 2016.

The Indaba is a key meeting place for investment in Africa's agricultural and agro-processing sectors attracting over 600 international investors, bankers, governments, farmers, project owners. This unique mix of decision makers from across the African agri value chain provides a convenient platform for effective deal making.

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- Contact: siba.smondile@agricouncil.org

Business tourism a major boost to SA economy

BUSINESS tourists spend on average three times more than their leisure counterparts, which is why South Africa is going full steam ahead to secure major conferences and exhibitions.

James Vos MP, the Democratic Alliance's shadow minister of

tourism, says South Africa collected two years of data and, based on the report produced in conjunction with Grant Thornton, the total direct spend for business events is estimated at R38,5bn in 2014 and R42,4bn in 2015.

Speaking to delegates

attending HVS Consulting's inaugural Tourism, Hotel Investment and Networking Conference, THINC Africa, in Cape Town, Vos said the country had over 1,000 world class conference and exhibition venues – and many golf courses too.

Vos said the business and events industry was at the centre of tourism growth and that it contributed enormously to the sector's development as a generator of income, employment and investment.

Vos says in 2014 the international

meetings, conference and exhibition industry supported some 267,660 direct and indirect annual job equivalents in South Africa and 280,555 in 2015.

"In addition to creating business opportunities, the Business Events In-

dustry delivers enormous benefits to the broader economy as it generates higher economic impact, reduces seasonality and generates knowledge and enhances innovation and creativity," he says.

Vos said South Africa's National Conven-

tions Bureau helped secure more international conferences, which was an excellent source of foreign tourists and revenue. The conference industry is in 38th place in the International Congress and Convention Association's top-100 list of leading destinations in the world," he adds.

The South African business events industry – including the meetings, incentives, conferences and exhibition segments – has grown steadily over the last 10 years contributing towards the country's tourist arrivals.

"In 2015 South Africa hosted 140 international association meetings and conferences which attracted just under 80,000 delegates to the country. These events generated 542 combined conference days and over R1bn in economic impact for the country," he says, adding that 108 of these conferences met the International Congress and Convention Association's (ICCA) ranking criteria.

"SA was ranked 38th globally for 2015 and under to top 15 long haul destinations. This ranking ensured that South Africa remains the leading business events destination in Africa and the Middle East," he says.

Continued on P12

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Tellumat looks secure

RE TREAT-based technology manufacturer Tellumat might soon get additional security in its operations. Stellar Capital Partners – one of the largest shareholders in Tellumat – recently proposed buying out security technology specialist Amalgamated Electronic Corporation (Amecor.) The deal – depending on profit warranties being achieved – could be worth as much as R268m.

Amecor is a highly profitable and cash generative company that offers a range of exclusive technologies related to security and electronics. Much of its profit line is regarded as annuity income.

In short, Amecor's core activities comprise the manufacture and supply of sophisticated security transmission technology and applications. The company holds a national distribution arm providing access to Amecor's suite of security and electronic products. Amecor also owns a licensed radio frequency and GSM global network for data transmission and off site equipment and /or security control.

Due to the unfortunately high levels of crime in South Africa, Amecor pitches its products and services into one of the few growth segments of the local economy.

Stellar has argued that Amecor should be able to collaborate effectively with Tellumat, which also manufactures a range of electronic-based equipment. The big question is whether there are parts of Amecor's manufacturing

operations that could be more effectively undertaken at Tellumat. Certainly this could be the case if Amecor continue to expand its range of security products – particularly since the company has signalled its intentions to seek out newer markets in Africa.

Tellumat recently received a major empowerment boost when Stellar sold down its

shareholding to allow Masimong Technologies – headed by the highly regarded businessman Mike Teke – to take 51.1% stake in the company.

It's worth remembering Tellumat is rated under the ICT Sector Codes for BEE purposes. These sector codes specifically encourage 51% ownership and Tellumat's key

government and parastatal customers have also indicated their intended additional support after the company obtaining this ownership level.

If there is a closer relationship between Amecor and Tellumat then the latter's enhanced BEE status should allow for the unlocking of new contracts and boost profitability.



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**Tracker
reaches
one million
subscriptions**

Continued from P5

Wayne de Nobrega, CEO at Tracker says, "It's been an amazing year for us so far at Tracker and despite the tough economic environment we've continued to show significant growth in our subscriber base, revenue and profit. We attribute this to our remarkable and talented staff and our strong relationships with the insurance, dealer and original equipment manufacturer channels."

Tracker is strategically positioned to accelerate its local growth through new product and service offerings and will focus on global expansion going into 2017.

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Western Cape medical centre goes digital upon receipt of a multimedia centre

THE Western Cape Emergency Care College Tygerberg Hospital Campus is the first healthcare facility to receive a state-of-the-art multimedia centre in the Western Cape. The provision of the 40 seater state-of-the-art multimedia centre marks an important milestone for the facility as it will extend the reach of the facility to all the corners of the Western Cape.

The multimedia centre consists of 41 workstations, two projectors, an air-conditioner, security systems, two interactive whiteboards, two servers, a modem that supports Wi-Fi connectivity as well as two year's worth of free connectivity. The equipment will be accessible to students and health care professionals in the province.

The handover of the multimedia centre is a result of a partnership between MTN SA Foundation and the Provincial Department of Health in the Western Cape.

Says MEC for Health in the Western Cape, Noma French Mbombo, "Public private partnerships present exciting opportunities for enhancing service delivery to our people. We are delighted by the MTN SA Foundation's contribution towards the provision of quality health care in the province.

Through partnerships such as this, we are able to address specific cost and investment challenges, deliver improvements in efficiency, enhance service quality and increase the wellbeing of people in the Western Cape," in her address to the EMS students and professionals during the handover.

Shameem de Vries, Head of Emergency Services (EMS), says the multimedia centre will help the facility to extend its footprint across the province.

"The expansive geographic footprint that we are required to cover makes our jobs a challenge. The technology and infrastructure that has been donated will go a long way in ensuring that we extend quality and reliable healthcare services to every resident of the province and our skills and knowledge base is captured and updated on an ongoing basis."

Kuben Moodley, Principal of the College for Emergence Care College, says the provisioned content for grade 10-12 will form a much-needed bridging course for students who until recently didn't require a mat-

ric certificate to enrol in the college.

"The graphic nature of content will help the learners to get up to speed in Life Sciences, Maths and Physics. Abstract knowledge has become visible

and graphic without the need of a cadaver. This will go a long way to helping learners understand the human body and how it reacts to disease and injury," concurs de Vries.

Says Kusile Mtunzi-

Hairwadzi, General Manager of MTN SA Foundation, "MTN is pleased to partner and support government's goals of facilitating universal access to primary healthcare. As a caring and responsible corporate citi-

zen, MTN is pleased that it has been given the opportunity to help to capacitate our healthcare system through deploying the power of connectivity and ensuring that healthcare professionals are equipped

with computer skills which are a prerequisite in today's digital age. The handover forms part of MTN's ongoing endeavours to make a positive difference in the lives of the communities we operate in."

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Business tourism a major boost to SA economy

Continued from P8

“Cape Town has retained its ranking as the number one convention destination in Africa for the past 10 years, welcoming 270,000 delegates since 2006, with an average of four conference days per event.”

The Cape Town and Western Cape Convention bureau secured 17 bid wins for the destination during the 2015 / 16 financial year with a potential economic impact of R370m to the local economy, said Vos. One of the business events secured was the World Ophthalmology Congress in 2020, hosting close 15,000 delegates over five conference days.

South Africa had already secured 66 international association conferences and meetings for the five

years starting in 2017. “This represents guaranteed business for the country’s tourism and hospitality industry. These events will contribute about R1,4bn in economic impact, attract 108,134 association professionals and generate 311 event days, benefiting all suppliers in the business events value chain,” says Vos.

“In addition we have 45 bids still pending, again planned to take place in the years to 2022. These events have the potential to attract 112,000 delegates over 216 days and can potentially contribute R1.5bn to our economy.”

The South Africa National Convention Bureau (SANCB) subsidized 78 local business events, products and services, enabling them to exhibit on the

four platforms including nine companies that qualified for the National Department of Tourism’s Tourism Incentive Programme. The SANCB generated 139 qualified leads from these trade shows that can potentially attract 92,000 delegates to South Africa and potentially generate R765m for our economy.

Vos says SANCB, in conjunction with city and provincial convention bureaux, submitted 53 bids for international business events during the 2015 – 2016 financial year. “These business events have the potential to attract 86,000 delegates to the country, creating 242 combined conference days and generating a potential R1,2bn in economic impact for South Africa.”

Nedbank partners with LaunchLab to issue fintech and big data innovation challenge

NEDBANK, one of the largest banks in South Africa, has teamed up with the LaunchLab, a network of African university campus-based business incubators, in an exciting innovation challenge.

This partnership will be driven by the LaunchLab’s breakthrough innovation platform to capture new ideas and business models that may be the next disruptive innovation in the banking industry. This includes the LaunchLab’s Ideas and Lift-Off Programmes, which allow corporates access to external breakthrough innovations in their industry.

A two-hour workshop was held on 16 August 2016 at the Nedbank Stellenbosch University LaunchLab, where participants had an opportunity to engage with the LaunchLab and Nedbank teams, as well as to connect with other aspiring Fintech entrepreneurs. Attending

this workshop helped participants to better understand the challenge, stimulated their thinking and provided clarity about the value of their ideas.

The workshop will be followed by the Pitching Platform, where a panel of judges will look for pitches with business potential that could be the next breakthrough Fintech and Big Data idea. The pitches will be made in the form of a three-minute video.

Winning ideas stand a chance to win a share of R80,000 in seed funding and LaunchLab incubation support for six months to launch and develop their business ideas. This support will include workspace, internet access, portfolio management and mentorship. Nedbank will be carefully monitoring the development of these business ideas during this time to gauge their potential and see if they can add value to Nedbank’s services

“Nedbank has already benefited from various collaborations with residents of the LaunchLab and because of this the bank

has decided to pose a challenge to our unique community in order to uncover more disruptive ideas which could change the future of banking in Africa,” says Brandon Paschal, LaunchLab’s Operational Manager.

“We are encouraged by the depth of exciting ideas and entrepreneurs we engage with through the LaunchLab. Most importantly, the fast-growing traction of Fintechs and usage of Big Data intelligence gives us a great sense of comfort that South Africa is firmly poised not just to participate in the global innovation arena - but to lead it,” Chris Wood: Executive Head of Emerging Payments, Strategy and Regulatory at Nedbank.

The Fintech and Big Data industry has seen a great deal of disruption due to new technologies and changing banking behaviour in Africa. Nedbank has identified the need to tap into these breakthrough innovations to find new ways of using mobile technology to further promote financial inclusion, enhance client experiences using

connected devices and find innovative methods to on-board and activate new clients.

Nedbank’s partnership with the LaunchLab enables access to these disruptive innovations. The LaunchLab provides a link to a unique community of campus-based entrepreneurs as well as an environment where start-ups can test new technologies and business models without corporate restrictions. The Fintech and Big Data Ideas programme extends across all universities in the Western Cape, tapping into student and non-student entrepreneurs as well as communities of innovative thinkers and creators.

The LaunchLab and its programmes operate from the Nedbank Stellenbosch University LaunchLab building in Stellenbosch. The Launchlab is an initiative of Innovus, the industry interaction and innovation company of Stellenbosch University, and is funded by Stellenbosch University, Nedbank and the Department of Trade and Industry.

Workability’s holistic approach gets the injured back to work

Continued from P2

be paid whether the injured employee works or doesn’t work. The best option is to aim to return to work.”

A RTW revolution

Workability created something of a revolution in the RTW industry, firstly in the Western Cape where its specialized work rehabilitation centres in Montague Gardens and Brackenfell addressed all the barriers to achieving a sustainable return to work. These barriers are seldom purely medically but are found at the workplace, in the often haphazard medical journey, in policies and in legislation particularly for the uninitiated. In the 13 years of its existence Workability has developed services that provide complete return to work and managed care solutions for more than 1,000 companies, reducing sickness absence, claims and disability in the workplace.

Innovative IT couples clinical systems with claims administration

From its base in the Western Cape, Scott

has expanded Workability’s horizons by partnering with physiotherapy and occupational therapy practices throughout the country. It offers its Practice Management software and bridging finance to network partners in Port Elizabeth, Bloemfontein, Kempton Park, Nelspruit and most recently in Ballito.

Bespoke physiotherapy and occupational therapy products and services have been developed for specific market segments including:

- Insurers and governmental funders, to reduce the cost of claims and disability with quality managed assessment, treatment and rehabilitation services
- Corporate clients reducing sickness absence and IOD
- Medical aids, reducing the cost of treatment

“All our products provide a significant return on investment and all our clients benefit from a single supplier whom can provide a consistent and quality managed national ser-

vice” says Scott.

Workability’s Practice Management software encompasses:

- Clinical excellence
- Strategic management information
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- Assessments
- A series of employer training courses and workshops to manage and reducing the risk of absenteeism, injury and disability in the workplace.

“Workability’s unique approach to screening, assessing and stratifying injured employees, ensures that the patient gets the right treatment at the right time. Also, our specialized software and extensive RTW products ensures that all stakeholders involved in a case, work towards the same goal of RTW.

Our methodologies are comparable with highest international standards and Workability’s cost effective approach has resulted in high levels of stakeholder satisfaction” she concludes.




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Dr Norman Lamprecht, Executive Manager
NAAMSA (National Association of Automobile
Manufacturers of South Africa.)

Motor industry exports excel in 2015

THE South African automotive industry has become increasingly integrated into the global automotive environment and is now playing in the international league. The partnership between government and the automotive sector in South Africa has a long and productive history. Certainty and stability in the official policy regime, over the past 20 years, have contributed to a number of noteworthy achievements by the vehicle manufacturing and associated industries, including higher levels of vehicle production, vehicle exports, massive investments by multi-national automotive companies in manufacturing facilities in South Africa, significant model rationalisation, employment stability, and an increasingly positive contribution by the industry to South Africa's balance of payments. The vision under the Automotive Production Development Programme (APDP) – implemented in January 2013 – is to double vehicle production in the country to around one million units per annum by 2020, with an associated broadening and deepening of the component basket in the country as well.

The manufacturing sector is important to support sustainable growth in the country and it possesses the highest growth and employment multipliers of all the country's economic sectors. The automotive industry is the biggest contributor to manufacturing output and is one of the most dynamic parts of the segment. The broader automotive industry, through its well-integrated value chain from downstream to upstream activities, contributed 7,5% to the country's GDP in 2015. The vehicle and automotive component manufacturing industries accounted for 33,5% of the country's total manufacturing output, while record automotive export earnings of R151,5bn in 2015, up substantially by 30,9% from the R115,7bn in 2014, comprised a significant 14,6% of South Africa's total export earnings.

above inflation. The consumer demand-sensitive new car market, which is the most responsive barometer of changes to growth in the economy, is anticipated to decline by around 12% in volume terms in 2016. New commercial vehicle sales are expected to perform slightly better with expected declines of between 6% and 9% in volume terms.

In contrast, exports are expected to reflect strong upward momentum over the balance of the year. New vehicle industry production should therefore continue to benefit from projected higher export numbers with 2016 export sales expected to expand to a new record of around 351,000 units.

Indicator	Performance	
	2014	2015
Consumer Price Index (CPI)	6,1%	4,6%
South Africa's Gross Domestic Product (GDP)	R3,797,1bn	R3,991,0bn
Broader automotive industry contribution to GDP	7,2%	7,5%
Vehicle and component production as % of South Africa's manufacturing output	30,2%	33,5%
Average monthly employment by vehicle manufacturers	29,715	31,260
Automotive component sector employment	82,790	82,100
Capital expenditure – vehicle manufacturers	R6,9bn	R6,6bn
Capital expenditure – component sector	R2,7bn	R2,8bn
Total South African new vehicle sales	644,259 units	617,749 units
Total South African vehicle production	566,131 units	615,658 units
South Africa's vehicle production as % of Africa's vehicle production	68%	64%
South Africa's global vehicle production ranking	24th	21st
South Africa's global vehicle production market share	0,63%	0,68%
Vehicle ownership ratio per 1,000 persons	176	180
Total automotive export earnings	R115,7bn	R151,5bn
Automotive export value as % of total South African export value	11,7%	14,6%
Number of export destinations	148	140
Number of export destinations with export values more than doubling year-on-year	25	30
Top automotive country export destination in rand value terms	Germany	Germany
Total South African vehicle exports	276,936 units	333,802 units
Total value of vehicle exports	R70,0bn	R101,9bn
Top vehicle export destination in volume terms	UK	UK
Total value of automotive component exports	R45,7bn	R49,6bn
Top automotive export component category in rand value terms	Catalytic converters	Catalytic converters
Top automotive trading partner in rand value terms	Germany	Germany
Top automotive trading region in rand value terms	EU	EU
Top country of origin for total automotive imports in rand value terms	Germany	Germany
Top country of origin for vehicle imports	India	India

The following table highlights the significant social and economic contribution by the domestic automotive industry in the context of the South African economy for 2015 versus 2014.

Year-on-year new vehicle sales in South Africa declined for the second successive year in 2015 with a drop of 4,1% in the overall market compared to 2014. Total sales for the year amounted to 617,749 units compared to the 644,259 units retailed in 2014. The industry in South Africa currently has one of the most competitive trading environments in the world in 2015, which offered no fewer than 55 brands and 2,872 model derivatives for consumers to select from. This affords car buyers the widest choice to market size ratio anywhere in the world. The continued downturn in domestic new vehicle sales in 2016 could be attributed to various factors, such as a slowdown in the economy, increases in interest rates, pressure on consumers' disposable income and inflationary pressures brought on by a deteriorating rand resulting in increasing retail prices

Although South Africa produced 64% of Africa's vehicle production in 2015, the industry remains relatively small in a global context. Global vehicle production in 2015 rose by 1,1% to reach a record of 90,88 million vehicles, up from the 89,78 million units produced in 2014. Twenty countries topped the one million mark in 2015, which is regarded as an internationally significant vehicle production level. South African vehicle production increased to a record 615,658 vehicles in 2015, up from the 566,131 units produced in 2014 – a gain of 49,527 vehicles or 8,7%. The country subsequently improved its global ranking to 22nd (24th in 2014) in the world with a market share of 0,68%.

NAAMSA represents the collective, non-competitive interests of the new vehicle manufacturing industry in South Africa and comprises 22 companies involved in the production of passenger cars and commercial vehicles which collectively employ over 31,000 people. NAAMSA also represents the interests of a further 21 companies involved in the importation and distribution of new motor vehicles in South Africa.



One of the Hendok cars being loaded into the trailer built by Serco.

SERCO built an events trailer for the Mercedes-Benz Commercial Division in 2000 and now, 16 years later, Hendok, a company that is passionate about racing supercars, has bought it.

Serco delivers double tier trailer for supercars

Serco to refurbish the trailer to carry his prized cargo of Porsche and Nissan sports cars, but also wanted the vehicle to “double” as an entertainment centre at race events.

It was decided to rebuild and modernise the body and chassis with the front section of the trailer being equipped with a shower, air conditioning and other home comforts.

Serco’s design and technical staff got together with de Kock and his Hendok team to fully understand the requirements.

The trailer features include a double stacking system with tracks for loading supercars and a 220v power supply complete with inverter and batteries. The two tiers are accessed using a specialised column lift.

Serco’s managing director, Clinton Holcroft, said one of the challenges was that Hendok wanted the double tiered track to be adjustable to accommodate vehicles of different heights on the lower and upper deck. This process of adjusting the track also needed to be user friendly to suit a one-man operation.

“We achieved this by developing a light-weight aluminium arm to fix into the double stacking rail, which allows easy adjustment to suit the varying heights of the vehicles being transported. The design also allows easy access between the upper deck tracks when loading and securing vehicles.”

“Once in position, Serco supplied Load-lok straps are used to secure the vehicles while in transit.”

A very pleased de Kock said: “It was a pleasure working with the Serco team, knowing they were prepared to listen to our requirements, and with their engineering expertise helping us bring the project to reality.”

Re-forging the supply chain



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THERE’s an old and very apt saying, “You are only as strong as your weakest link,” says John Valentine, Director at Real Telematics. “There are just so many links in a typical supply chain that maintaining the integrity of the product/process becomes a full time job in itself. The slightest deviation not picked up early enough can have catastrophic consequences at time of delivery, with the supplier not being paid, the customer not getting stock, the distributor not getting a load and everybody knocking on the insurance company’s door.”

“Taking the above scenario into account, Real Telematics undertook an exercise within the FMCG / agricultural industry and analysed the whole crop to table supply chain. On consultation with various players in the industry, we learned that there can be very high levels of ‘spoilage’ in certain crop types, particularly amongst soft skinned fruits and vegetables. It is not unheard of for a farmer to lose 15% to 50% of his crop before it even gets to your table, it’s simply the nature of the beast. In harder crops the losses can be 10-20%.”

“So serious is this problem, not just in monetary terms but also in food supply sustainability, that the United Nations General Assembly passed resolutions in 1975 that focussed on enhancing supply chains to mitigate the potentially devastating effects. This in part was the origin of the industries today which specialize in the various steps of the supply chain.”

“Despite incredible advances since the original resolutions were passed, spoilage levels are still one of the most important factors receiving attention today,” says Valentine.

“It is in the transport and handling of the product from one process to another that much of the damages occur. The product is often machine or hand-picked, put into large bins that compress the product at the bottom, then transported via tractors and trailers, normally on un-tarred roads, so the product gets bumped about quite a bit. Then forklifts move the bins and pallets into the processing environment to be cleaned, again normally on fairly rough surfaces, then the product is dumped into the cleaning tanks, belts or tables, often again bruising. Once processing is completed the product is packed, and then once again moved by hand or forklift to be stored in fridges or racks. Then finally the product is once again moved by forklifts or by hand onto trucks and



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Continued on P26

Strong contender built by JCB

THE JCB 540-170 Telescopic Handler was designed and developed using efficient design philosophy. It's a three stage telescopic handler with a great reach. It uses the award winning JCB EcoMAX engine and sits on a chassis that's designed for load-bearing and stability.

It's safe and secure; for quick and easy access. The 540-170 Telescopic Handler has JCB Live-link telematics, which includes vehicle tracking, an immobiliser and key machine diagnostics. Besides providing peace of mind, these measures can also reduce insurance premiums.

For ease of serviceability the 540-170 Telescopic Handler has easy inspection of three sides of the engine, this Telescopic Handler has a large, wide service



bay, accessed by a gas-assisted bonnet.

You can also access the 540-170 battery easily without specialist tools via a lockable cover that's opened with the ignition key.

The 540-170 is an extremely manoeuvrable telescopic handler; the compact wheelbase and large steering lock angles

save you valuable travel time on site.

The 540-170 comes with four wheel drive as standard, helping you maintain plenty of traction and performance even in soft, muddy areas.

JCB fitted a variable-speed cooling fan to the 81kW and 93kW Loadall engines.

It's vertical integration strategy is all about making sure the engine, transmission, hydraulic rams and cab of every new telescopic handler work in perfect harmony. These key components are therefore JCB-designed for minimum compromise and optimum performance.

Kemach Equipment (Pty) Ltd is the sole distributor of JCB Earthmoving Equipment in South Africa.

The company's national office is in Gauteng, with regional offices in Johannesburg, Pretoria, Middelburg, Rustenburg, Durban, Richards Bay, Bloemfontein, Cape Town, East London, Port Elizabeth, George and Mthatha. Distributors and service dealers are strategically placed in Windhoek, Nelspruit, Swaziland,

Polokwane, Upington, Schweizer Reneke and Vryheid.

This network gives the company the ability to effectively support its customers the length and breadth of South Africa and Namibia.

Equipment on offer which includes what the company refers to as the world number one backhoe loader, ranges from skidsteers, wheel loaders, excavators, telescopic handlers, mini tracked excavators through to a range of compaction equipment.

Kemach JCB distributes the full range of JCB parts, which is supported 24/7/365 by skilled field service technicians and product support engineers. Kemach JCB is a focused dealer that puts the customer at the heart of its business.

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- Envisioned by entrepreneur and philanthropist Sir Torquil Norman; designed by renowned automotive engineer Professor Gordon Murray

people in the developing world by providing cost-effective mobility.

The GVT subse-

quently briefed renowned automotive designer Professor Gordon Murray on

a unique humanitarian programme to create a revolutionary lightweight truck.

The brief for the vehicle called for high

Continued on P24



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APC provides turnkey solution to Intermodal Cargo Carriers

AFRICAN warehouse storage solutions company, APC Storage Solutions SA, completed the installation of a turnkey system for Customs Franchised Container Freight Station Company, Intermodal Cargo Solutions. The contract to supply a pallet shuttle system was awarded against a number of competitors due to its numerous benefits and a design to aid the client develop a final solution. This included a sprinkler system, for which one of APC Storage Solutions SA's business partners was used.

Intermodal Cargo

Solutions had been in talks with one of APC Storage Solutions SA's competitors and required an additional service provider to propose and quote on a similar solution. APC Storage Solutions SA was approached and took time to understand all the client's needs, including facility layout, load units, pick rates and throughputs, etc. The fact that Intermodal was dealing with various companies, each able to provide only a part of the overall required solution, counted substantially in APC Storage Solutions



Approximately 110 containers are received by Intermodal fortnightly and 5,500 pallets dispatched, resulting in total warehouse turn-around every two weeks. Comprehensive planning was necessary to allow the customer to optimally plan for pick and replenishment waves without negatively impacting on the warehouse flows.

SA's favour, as it was in a position to manage the entire project.

With this information at hand, the team submitted a design

to meet the client's requirements, which led to the contract

being awarded to APC Storage Solutions SA.

Approximately 110 containers are received by Intermodal fortnightly and 5,500 pallets dispatched, resulting in total warehouse turn-around every two weeks.

"Our proposed solution meant that we needed to take the standard operating procedures, business rules and active target rate of receiving and dispatch into consideration, as well as receiving and dispatch door locations. This was necessary to allow the customer to optimally plan for pick and replenishment waves without negatively impacting on the warehouse flows," says Ettienne Meyburgh, General Manager –

improvements are gained by safer pallet handling (a 10mm accuracy rate,) electronic pallet length checks for optimal density storage, and the fact that operators remain outside of the tunnels.

The pallet shuttles have several safety and control systems in place, which include incorporated electrical components that allow autonomous displacements, radio frequency commands transmitted to the shuttle's PLCs, an incorporated emergency stop button, sensors to bring the shuttle to a halt in the event of a collision or obstructions picked up whilst moving in the tunnels, and bumpers and stop points to avoid

Approximately 110 containers are received by Intermodal fortnightly and 5,500 pallets dispatched, resulting in total warehouse turn-around every two weeks.



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KZN Region and Automation, APC Storage Solutions SA.

APC Storage Solutions SA provided the first block of 30m-wide, five levels high and 68 pallets deep; and another block of 10m wide, four levels high and 20 pallets deep, coupled with a world-class Wi-Fi radio pallet shuttle system operating on the FIFO principle. The installed pallet shuttle system is designed to prevent or minimise damage to racking units, to best control FIFO and batch receive and dispatch operations. It also boosts pallet load and unload rates, and therefore throughput rates. The pallet shuttles moves along special rails attached to the racking, eliminating the need for aisles as storing and extracting pallets is achieved via remote control using WiFi-enabled tablets.

As the pallet shuttle has its own 'intelligence' and electrical supply system, it is able to stock pallets deep inside storage tunnels, retrieve and convey them to the front of the tunnel. Its deep lane storage and retrieval, with the ability to transport various pallet sizes with weight loads of up to 1,500kg, and at speeds reaching 1.3m/s, adds to increased productivity and enhances product safety. Operator time is reduced by half, in/out flow efficiency is retained and available storage capacity is maximised.

In addition, overall efficiency

would-be accidents. The Wi-Fi-controlled terminal allows control of multiple shuttles from a Dell tablet and intuitive functioning means operators use push-button actions only in order to convey instructions.

This specific storage system consists of four pallet shuttles in two main aisles. A supplementary back-up pallet shuttle was issued on consignment, as was a rescue cart to assist in the unlikely event of battery failure. If repositioning or site transfers are required, the pallet shuttle is manually handled using a conventional reach truck.

Before phase I of the installation was complete, Intermodal realised the need for additional capacity sooner than anticipated. They commissioned APC Storage Solutions SA to install a planned phase II installation as part of phase I.

"We were sufficiently flexible to incorporate the latter requirements into our installation," Meyburgh points out, "and we completed this part of the project in an operational environment."

Intermodal Cargo Solutions is now a full year in production subsequent to implementation of APC Storage Solutions SA's full maintenance agreement. The Customs Franchised Container Freight Station Company has not experienced any downtime on APC Storage Solutions SA's pallet shuttles since the implementation of the maintenance agreement.

Babcock's service contract transfers risk from customer to supplier

BABCOCK International in Africa is one of the continent's industry leaders in providing comprehensive infrastructure and reliable technical support to some of the world's leading heavy duty machinery brands. As the exclusive regional distributor of Volvo and SDLG construction equipment, Tadano and SENNEBOGEN cranes, Winget concrete handling machinery, and rigid and articulated haulers from Terex Trucks, Babcock has built long-term relationships with its customers by delivering to the highest standards long after the sale has been made.

David Vaughan and Ben Buys, Sales Director and Operations Director respectively for Babcock's Equipment division, discuss how Babcock's tailor-made aftersales service contracts are increasing productivity for customers, protecting the residual value of owners' machinery, and transferring risks associated with maintenance away from its customers.

"Our long-term replacement strategies, fleet maintenance and technologically advanced services are proving to be increasingly attractive options to our customers, particularly in the mining industry where machines operate long hours and any downtime translates into lost revenue," says Vaughan.

According to Buys, Babcock is currently ranked among the top three companies in southern Africa in terms of servicing facilities and technological training. He adds that a major portion of Babcock's turnover is generated by customer service contracts with over 500 premier brand name machines on contract at the present time.

He explains that as part of Babcock's comprehensive after-market support capabilities, every customer has access to the following services: Power by the Hour, Volvo CareTrack, and a re-build offering.

Power by the Hour provides the owner with a fixed maintenance cost over an extended period of time based on a fixed sum per hour of machine usage. Machine owners are therefore assured of an accurate cost projection and largely avoid the costs associated with breakdowns. The contract

includes the option of purchasing an extended warranty to give customers further peace of mind.

"Power by the Hour assists in protecting the residual value of a machine by increasing its future trade-in value and also aligns with the

customer's cash flow as they only pay when the machine is utilised," says Buys. "An upfront rate is agreed upon that fixes the price of maintenance and parts for the first twelve months of the contract, allowing machine owners to forecast such

costs with accuracy," he continues.

These tailor-made contracts transfer the risk of component failure away from the customer and relieve the owner of the need to stock components. There is no inventory for the customer to

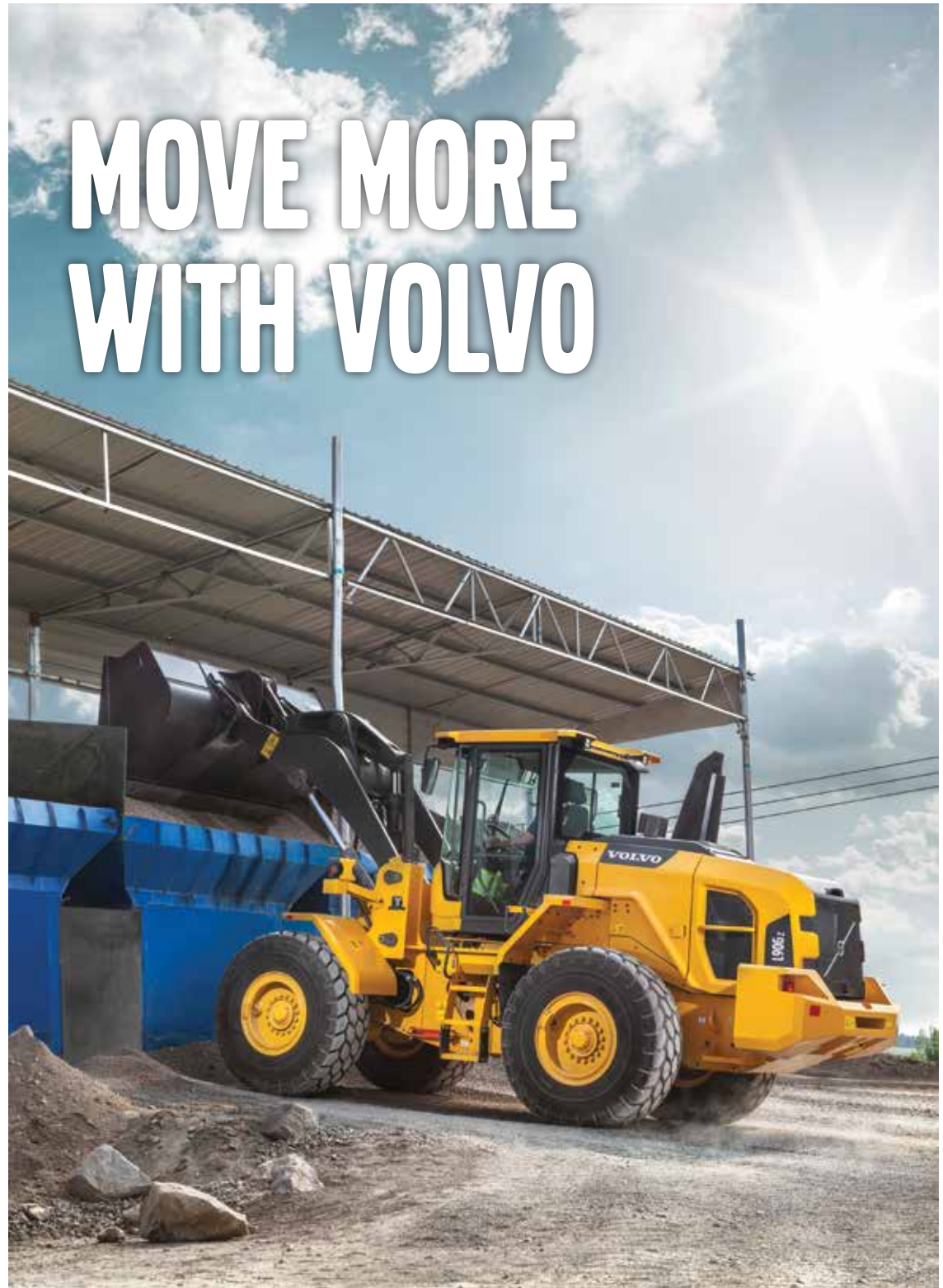
carry as Babcock technicians are equipped with all the necessary components and tools to service the machinery on site, thus improving up-time and productivity.

Buys says that a fur-

Continued on P18



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Goscor Lift Truck ISO 9001:2008 certified



Goscor Lift Truck Company has been ISO 9001:2008 certified - here Darryl Shafto, Goscor Lift truck Company MD with Heather Morgan, ISO Co-ordinator.

GOSCOR Lift Truck Company (GLTC) has been ISO 9001:2008 certified and according to GLTC MD, Darryl Shafto, this is an important confirmation of the company's high levels of service, efficiency and product quality.

"It's all very well believing that the way you run your business is excellent, but the fact is that until this has been objectively tested against global best practice you cannot be sure that there are not things missing from your strategy and

implementation," says Shafto. "Having been certified after being audited and evaluated by a renowned, international certification authority according to the prestigious ISO 9001:2008 standard we now know that our belief in our own quality is more than justified."

The ISO 9001:2008 standard has been in place for over a decade and is used by both customers and companies as a method of controlling their quality. The standard provides a framework to manage one's business and

to ensure a philosophy of continuous improvement in all aspects of the business.

Shafto says that one of the important aspects of ISO 9001:2008 is that it is externally assessed on an ongoing basis. "This leaves no room for complacency. Our all-round quality levels are excellent now and we must ensure that we not only maintain these levels but that we improve on them on a continuous basis," he says.

ISO 9001:2008 is based on eight quality management principles: customer focus; leadership; people – i.e. the creation of an environment where all people in the organisation become fully involved in achieving the organisation's objectives; process approach – i.e. to achieve organizational objectives, resources and activities need to be managed as processes; system approach to management – i.e. the effectiveness and efficiency of the organisation depends on a systemised approach to work activities; continuous improvement;

fact-based decision making; and mutually beneficial supplier relationships.

Shafto says that the entire company nationwide pulled together to make the certification happen. "The fact, though, is that this company works hard as a cohesive unit all the time. It's not that we had to do things differently in order to achieve the ISO recognition, but rather that this recognition reflects the way Goscor Lift Truck conducts its business 24/7," Shafto says.

He adds that ISO 9001:2008 will definitely be good for business. "Many potential customers ask for an ISO certificate to be included in the tender pack and we now will be able to give them that extra, objective security," Shafto says. "Also it is not that common for companies like ours to be ISO certified and this recognition will be another important arrow in our quiver in our objective to be the most competitive warehouse equipment supplier on the continent," he concludes.

Materials producers win with Trio crushers and screens

SMALLER independent quarries and concrete recycling operations in Africa and the Middle East are quickly responding to an insatiable need for construction materials by using Trio crushing and screening equipment.

JD Singleton, general manager responsible for Trio products at Weir Minerals Africa, says these markets need equipment that can be deployed rapidly to take full advantage of infrastructure and private property developments underway in their immediate surroundings.

"All the crushers and screens in the Trio range can be mounted on skids doing away with the need for large civil related infrastructure to support these plants," Singleton says.

Furthermore, all the common models of jaw crushers, cone crushers, grizzly and belt feeders, vertical shaft impact

Crushers, horizontal shaft impact crushers, conveyor sections and hoppers are kept in stock in Johannesburg. This allows us to service the market with very short lead times, if not same day delivery.

The company's products are also cost competitive and easy to maintain on site, two more traits that are driving an increasing installed base of Trio crushers and screens operating throughout Africa and the



A modular Trio TC36 cone crusher and Trio modular screens in South African aggregate plant.

Middle East. All the products are serviced by a specialist roaming product support team with extensive experience in the crushing and screening field.

However, it is also Weir Minerals Africa's strong presence in the mining regions on the continent and the Middle East that is driving the growth of these solutions.

Singleton says the company is investing significantly into augmenting technical after-sales support and infrastructure in these growth areas.

"These operations are very aware of the prominent role that we have played in the formal mining industry for many years, and understand the value we are able to bring to their operations," he says.

Weir Minerals Africa is currently commissioning a 300 tph sand and aggregate production plant in Zambia.

The project was undertaken from Weir

Minerals Africa's branch in Kitwe which supports the many mines operating in the country's Copperbelt. Specialist product support staff for Trio machines is strategically based at the company's Akita's branch to service the area. Increased demand for cobalt is further driving growth opportunities.

While the demand for aggregate and sand production continues to grow, Rasheel Sukdhoe, product manager for Trio crushers at Weir Minerals Africa, says Trio solutions are also being used in concrete recycling and slag processing operations.

Trio products can easily be commissioned on building and landfill sites, as well as on mine waste rock dumps where their robust designs are leveraged to produce quality building material in these notoriously arduous applications.

Continued on P24

Brakes should stop your forklift... not production.

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It just makes sense...

Babcock's service contract transfers risk from customer to supplier

Continued from P17

ther advantage of the Power by the Hour service contract is access to technological progress – a benefit that is passed on to the customer. "We keep on top of the latest technological advancements ensuring that the customer not only receives the correct parts but also the latest available on the market. Furthermore, we have a fully functional training centre that offers courses to Babcock technicians as well as our customers," explains Buys.

CareTrack

CareTrack is the Volvo Construction Equipment telematics system that transfers data from machinery to Babcock's dedicated internal service department. This

remote monitoring system can be used to set service reminders in advance allowing sufficient time for the necessary resources to be deployed, and as an early warning system for potential component breakdown.

"With this system our technicians can identify when components need to be replaced or repaired, addressing any maintenance issues before they become costly problems later," says Buys.

He adds that the system can also be used to geo-fence machines and track operating hours.

Re-Build

The rebuild offer is specifically geared towards the mining sector where machinery rapidly clocks up high

production hours. Once a machine's warranty has lapsed, customers are offered the option of refurbishment as opposed to trading in or buying new, where possible. This cost-saving alternative provides further hours of productivity from the refurbished machine, while Babcock parts and services extend the warranty for an additional 12 months.

Babcock's after-sales support service is available across its extensive branch network throughout South Africa, Namibia, Zambia, Botswana and Mozambique. Technicians can also be dispatched to remote locations in Africa with all the tools and diagnostics necessary to complete a service.



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ContiTech's new generation coal conveyor belt

CONTITECH South Africa has designed, manufactured and installed a new generation Solid Woven conveyor belt, Coal Flo, for use in underground coal mining applications.

conveyor belts in its underground coal mining operations with ContiTech's Coal Flo.

Preliminary feedback on the performance of the Coal Flo Belt is favourable,

but a long-term evaluation is required for in-depth analysis.

This is the first underground Solid Woven Conveyor belt from ContiTech installed at the mine.

Botha believes the extensive research and development undertaken to design and manufacture this specialised product will reflect in the long-term analysis data.



Lengths of Coal Flo being prepared for installation.

- Total solution provided to customer
- Coal Flo Solid Woven Belt to convey in excess of 25 million tons
- Adheres to SANS 968:2013 specification
- Substantial reduction in total cost of ownership for client

"This four-layer PVC belt illustrates our ability to produce a new generation conveyor belt at a reduced cost through innovation and extensive research and development", says Avril Botha, Managing Director Conveyor Belt Group at ContiTech Africa.

It is paramount for suppliers to have the capability to reduce cost to clients without compromising quality of product.

"This is essential in current mining market conditions where it is paramount for suppliers to have the capability to reduce cost to clients without compromising quality of product."

Four rolls of 250m of Coal Flo have been installed on South 911 Irenedale Bosjesspruit in Secunda, Mpumalanga. The belt is being used by SASOL in a trunk conveyor belt application.

Bosjesspruit is one of five underground coal mines belonging to SASOL, and has 47 km of underground conveyor belting installed.

Due the presence of methane gas in underground coal mines, equipment used needs to be flame retardant. With this in mind Coal Flo has been manufactured to comply with specifications contained in the SANS 968:2013 regulations.

"We expect the installed product to have a lifespan of four years during which it is expected to convey up to 25 million tons of coal", explains Botha.

During the test period SASOL will analyse the performance of the belt and make a decision regarding the replacement of existing

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Potain looms large over Village Walk

THE five cranes strategically positioned between the high rise buildings at the Village Walk give an indication of the sheer extent of another important building project under way in Sandton.

By mid-July, the building contractors had already tackled approximately 10% of the works, which comprises a new commercial and retail development in Gauteng's business hub.

Prominent South African property developer, Eris Property Group, has contracted a joint venture between Trencon Construction and Aveng Grinaker-LTA Building to construct the two new

office towers that make up this development.

Toni Flavio, operations director of Trencon Construction, says this is an extremely strategic project for the building contractor, and the largest project the company has undertaken to date.

Flavio is confident that this will be yet another successful project completed by the JV, as both companies have experience working in tandem. The two contractors have a solid portfolio of successfully completed high-rise projects, and have worked together in Sandton before.

"I believe one of the strengths of this partner-

ship is that both companies have a very similar business culture. And this is one of the reasons why we decided to tender for the works in a JV again," Flavio says.

One of the complexities on this project is the immense work involved in building the two large office towers in one of the busiest areas of Sandton. Together, both structures have a large footprint of 16, 000m² in an impressive excavation that challenged the geotechnical contractors ahead of the arrival of the construction JV.

The biggest tower has a footprint of 9,000m² at basement level. Once

completed, this building will comprise seven basements, two floors of retail space, 13 floors of offices and a roof structure. It will be occupied by MMI.

This is the second tower to be tackled by the JV. It flanks the existing Nedbank building, and calls for the careful planning and coordination of material handling and lifting activities considering the tight project schedule. The main materials handling tasks are being undertaken using a Potain MC 125 tower crane.

Trencon's senior site agent, Ernst Bezuidenhout, says during the

Continued on P26

Transnet Port Terminals' exports a billion tons of iron ore



CBN's Nevenka Ristic and Carly Pols with Robert Van Rooyen Terminal Manager Saldanha Terminals at Transient.

We are delighted with the success of the terminal and commitment that has been shown by the Saldanha TPT staff and management team that has seen us go from the terminal's total handling capacity increasing gradually from 18,000,000pa in 1976 to where we are today at 60,000,000mt per annum – an increase of 233%," states Robert Van Rooyen, TPT Saldanha Terminal Manager.

Mineral cargo represents the biggest market for Transnet Port Terminals who are a key player in the success of the sector. To support the South African economy and the world trends as well as the growth of emerging miners Transnet Port Terminals have committed to investments

Mineral cargo represents the biggest market for Transnet Port Terminals.

that have included the purchase of sophisticated bulk handling equipment as part of Transnet's seven year Market Demand Strategy (MDS) implemented in 2012. As part of the MDS roll-out, R5,5bn was earmarked for the expansion of the Saldanha Iron Ore Terminal. "We don't intend on slowing down and are focused on continuing to increase volumes and improve efficiencies so that we maintain our efforts to contribute to the Western Cape region and the country's economy as a whole," concludes van Rooyen.

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Oceana's big freeze

CAPE TOWN-based Oceana Group, Africa's largest fishing company, is markedly increasing imports of frozen pilchards to meet local demand for its iconic Lucky Star canned pilchards brand – a staple meal in many South African households. Oceana operates across most segments in the fishing industry – ranging from horse mackerel, fish meal, hake, squid and west coast lobster. But its largest profit segment is in the canned pilchard sector, where it holds dominant market shares in most regions in South Africa.

The Lucky Star brand of canned pilchards is a market leader in its category and accounts for approximately three million meals per day in South Africa. Oceana has needed to increase its production capacity to provide cost effective, high protein meals to more families throughout the country

at a time when food security might be a cause for concern. Canned pilchards offer a healthy alternative protein source to beef, pork or chicken – all of which are expected to increase in price as one of South Africa's worst droughts continues to ravage the agricultural sector.

Unfortunately, the availability of pilchards is not sufficient to meet local demand. Oceana CEO Francois Kuttel said that to make up for the shortfall in local supply, Oceana was importing frozen pilchards from Morocco and Thailand for value added processing in its canneries at St Helena Bay and Laaiplek.

He pointed out that this year the South African total allowable catch (TAC) for pilchard is 23% less than last year. "This would have potentially resulted in the reduction of working hours."

But the processing of frozen pilchards

has enabled Oceana to provide year-round employment for nearly 1,394 employees – who might otherwise have remained seasonal workers. Kuttel added that the importation of pilchards had resulted in cannery offal (offcuts) – which are channelled through to the fishmeal plant and processed into fishmeal and oil – offering additional hours of work for its workforce.

"Our determination to meet consumer demand prompted us to start importing frozen pilchards. Whilst still relying heavily on our local quota, our produc-

tion has been enhanced by the importing of additional product."

He stressed that processing of local quota pilchard could guarantee Oceana's cannery staff employment for only between two to three months of the year and would also meet less than 50% of the local demand for canned pilchards.

Kuttel noted that Oceana had invested an additional R10m in the Laaiplek facility in order to process a greater quantity of frozen fish. Currently the majority of imported frozen pilchards is processed in the St Helena Bay fa-

cility. He estimates that the annual imports of frozen pilchard translate to an economic injection of nearly R200m in wages and in services procured in both St Helena Bay and Laaiplek. But this does come at a cost to Oceana's bottom line.

"The drop in our currency's exchange rate against the dollar

means that we are paying more for imported canned pilchards than ever before, which is putting some pressure on our bottom line."

On the flipside, Kuttel maintains the high dollar exchange rate has meant it was now possible for Oceana to import frozen product and undertake the entire canning process in

its own facilities (instead of importing the canned product.)

Given the high demand for this cost effective protein source, Kuttel said it was likely that Oceana would increase the amount of frozen pilchard imported in the future. "This will create additional employment opportunities in these fishing communities."



Lalizas across the OCEAN

LALIZAS has been working on its global reach since its foundation in 1982, but the expansion strategy came to fruition in 2012 with the acquisition of the Lofrans, Max Power, Nuova Rade and OCEAN brands. With the acquisition, Lalizas added windlasses, boat thrusters, a wider range of plastic accessories and fenders to its catalogue, which now lists over 10,000 products.

Since 1985 OCEAN has manufactured a unique range of solid fenders, bow and stern fenders that are made of flexible integral PU skin foam. The company says that OCEAN boat fenders are renowned for their superior quality, lifetime performance and their exclusive and modern design. With



a history of over 30 years in producing and introducing unique and high technology boat fenders.

In 2014 the company rolled out a development project that concluded last year with the acquisition of a 13,000m² facili-

ty in Pernik, Bulgaria. Press reported the move worth 3,8m Lev (US\$2,1m) plus US\$2m for the set up factory upgrade. The site is scheduled to enter operation in the coming months and production will focus on the fender product line.

Lalizas estimates the operation will employ between 100 – 200 people. The new Bulgaria-based manufacturing site will be making OCEAN's first range of one-piece round fenders. The Lalizas R&D department has not only developed the design, but also created the tooling and machinery for the new range.

The OCEAN range of products are available around the world through various retail stores and distribution partners. The Director for Lalizas South Africa, Rushdi Gasant further noted that with OCEAN being regarded as one of the most innovative brands in the boat fenders market, they will continue to manufacture superior boat fenders.

Prawn brawn at Sea Harvest

THERE'S a new current running through Western Cape-based hake fishing specialist Sea Harvest. Last month Sea Harvest, which is controlled by Cape Town-based empowerment group Brimstone, paid R203m to secure control Mareterram, a fishing and agri-business listed on the Australian Stock Exchange (ASX.) This followed hard on the heels of Brimstone becoming an 85% shareholder in Sea Harvest after buying out a shareholding held by



fellow empowerment company Kagiso Tiso Holdings for R274m.

The Australian move is rather surprising since Sea Harvest only managed to snag a sig-

nificant minority shareholding in Mareterram when it listed on the ASX last year. Mareterram is a sizeable business, owning a fleet of ten prawn trawlers and

is the largest license holder in the Western Australian Shark Bay Prawn Managed Fishery, catching. The company processes wild caught King and Tiger Prawns, and has distribution and sales offices in Perth, Adelaide, Melbourne, Brisbane and Sydney.

Sea Harvest will own an effective 56% of Mareterram after shareholders in the company accepted a bid worth R200m. Sea Harvest CEO Felix Ratheb says

Continued on P25

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SLR Consulting supports SA's oilfields

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

SLR Consulting's involvement in the offshore oil and gas industry commenced in the late 1990's when it was asked to support PetroSA (then MossGas) with environmental services for seismic surveys in the Southern Cape offshore. Since then, the team has been involved in a large number of environmental application processes for both seismic surveys and exploration well drilling across the full

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

The company has been involved in most of the environmental impact assessment work for the offshore production developments undertaken by PetroSA including the Sable Oil Field, South Coast Gas and the FO satellite field development. It is currently in the process of completing the EIA for the proposed Ithubesi Gas project, which is proposing to produce indigenous gas from the Ithubesi Gas field and bring this to the Western Cape by pipeline as feedstock for the Ankerlig Power station and other possible end users.

It has also provided similar services in Namibia and Mozambique.

EnI Electrical, part of the Zest WEG Group, is not only on a drive to change the electrical contracting industry, but also the larger South Africa construction landscape.

Its strategy is working considering that the electrical contractor enjoyed a record revenue year in 2015, while recording 404% growth rates since 2010. Importantly, as much as 60% of the company's projects last year comprised repeat customers, but this has come from approaching the construction environment differently.

"One of our success stories is that we are always invited back by our customers. This tells a very important story, especially in construction."

"In our industry, it also sends a very clear message to us and the market that we are definitely doing something correct,"



Trevor Naude, Managing director of EnI Electrical says the company is one of the fastest growing electrical contractors in the region.

says Trevor Naude, managing director of EnI Electrical.

He says that a major competitive edge for EnI Electrical is its ability to understand its customers and their unique project requirements.

"We are not just supplying a product that meets a specific specification. As contractors, we are delivering something unique. If we do not understand

their needs, it is going to cost us money," says Naude.

As he points out, relationships start at boardroom level and they are reinforced by delivery of what was promised by the company's top level management. And, it is for this reason that the management team is known for also participating in the close-out of projects.

Transparency is also

key for Naude, who is extremely concerned by contractors' known exploitation of scope changes in projects to their own benefit.

"It is a tumour in the entire construction industry, and therefore a practice we have shunned. We refuse to indulge in this and are on a concerted drive to change this practice through the way we approach our contracts from bidding through to completion of the works," he says.

As part of the company's drive to "transform the culture of the local contracting fraternity" even at the operational level, significant time and effort is spent by EnI Electrical in developing its well-known "A-teams" that are headed up by impeccable leaders.

"Any team is indicative of the size of the project, but it is our teams' leadership that is a significant differ-

tiator on a construction site. They are not merely technically competent, as this is a given for any construction team, our leaders understand the business of construction and are effective in multiple areas, which is exactly what is needed to complete projects successfully," he says.

Last year, these teams helped build a uranium mine in Namibia, a new gold mine in Ghana and a platinum mine project in Rustenburg, Northwest Province, as well as being involved in a Coca-Cola factory expansion programme in Dar es Salaam, Tanzania.

The company's policy of open and transparent communication with its customers has also been adopted internally.

In-house conferences are held once a year where on-site experiences are shared internally to improve performances on contracts and, just as importantly, to break conventional construction mindsets.

"We unpack what has made us so successful and do not shy away from understanding and sharing between us what has not worked to our benefit, and how we could improve in these areas," says Naude.

"New management blood" has spent significant time developing a large company mindset internally to ensure EnI Electrical successfully secures and completes large projects, since the company was acquired by Zest Group in 2008.

However, he notes that EnI Electrical has still preserved the benefits that come with a small business.

This "small business memory" includes EnI Electrical's agility and therefore, ability to react quickly to market demands.

Clearly, EnI Electrical has a recipe for success - business unusual. And, this approach to business is being welcomed in a market that is rapidly changing, and demanding more from contractors.



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Light Steel Frame training courses make a mark

THE series of CPD-accredited training courses arranged by the Southern African Light Steel Frame Building Association (SASFA) have made their mark in 2016. This is according to Sasfa director, John Barnard. “We are seeing a growing interest in these courses in line with the excellent growth in popularity of LSF in South Africa,” Barnard says adding that the RSA market for LSF is estimated to already be worth about R1bn per annum.

The first course deals with SANS 517 Light Steel Frame Building and is aimed at all architects, engineers, quantity surveyors, developers and other LSF practitioners, who should all have a working knowledge of the building code.

The second is a course on Cold-formed steel and LSF design to SANS 10162:2 and is aimed specifically at design engineers.

SANS 517

The SANS 517 1-day course consists of an introduction to LSF, as well as an overview of the development of this building method and industry in Southern Africa. The advantages of LSF are discussed and explained – ranging from speed of construction, enhanced insulation and the resulting energy efficiency, low mass and the corresponding logistical cost advantages, through to accuracy, ease of installation of services and durability. “The steel frame will last several 100 years if installed correctly,” Barnard says.

The correct terminology is dealt with, the major LSF elements described and the properties of the major materials used in LSF are presented. Apart from the high-strength galvanised steel sheet used to manufacture the cold-formed sections for the light steel frame components (wall frames, roof trusses or floor beams), LSF makes use of:

- Fibre cement cladding (exterior)
- Gypsum board lining for walls and ceilings (interior)
- Insulation (thermal and acoustic)
- Vapour permeable membrane (external walls)
- Fasteners – screws, rivets and anchor

bolts or screws

The main components of a LSF structure are described: foundations with cost saving potential compared with masonry building, the steel structure, walls, floors, ceilings, insulation and the installation of services. This is followed by spelling out the requirements for these components to comply with SANS 10400 – structural stability, weather resistance, durability, energy efficiency, acoustic insulation, fire resistance and fire rating and prevention of air infiltration and robustness. “These are also the criteria tested by Agreement SA when assessing new building methods,” Barnard says.

The structural aspects pertaining to wall systems are explained, including some do’s and don’ts, how and where to anchor down wall panels, different roof structures (trusses, panel roofs and rafters), and the requirements of floor elements.

The insulation specification to comply with the energy efficiency requirements of SANS 10400 XA are set out in SANS 517, for each of the six climatic zones in RSA, for floors, walls and roof structures and how these

requirements can be met is explained.

Finally, the session is concluded with a discussion on the design of foundations, for different soil conditions.

Cold-formed steel for design engineers

The second 1-day course, Cold-formed steel and LSF design to SANS 10162:2, is aimed specifically at design engineers who have to check LSF structures for structural adequacy. “SASFA has been fortunate to obtain support from the University of Stellenbosch in presenting the theoretical and academic part of this course,” Barnard says.

The course begins with the fundamentals of plate buckling theory, and contextualizes this with thin-walled structural elements as encountered in LSF. Three buckling mechanisms are generally considered: member buckling, local buckling and distortional buckling.

Until recently the LSF designer has had to use the effective width (of the plates making up the cold-formed section) method to calculate the capacity of the member in each of the failure

modes. This is an iterative and time-consuming method. The latest design method, referred to as the ‘direct strength method’, which simplifies the design calculations considerably, does away with the need to do iterative calculations. Design examples are discussed using both analysis methods to illustrate the application of the theory.

The second half of this course is more practical in nature, covering the design intent when dealing with LSF structures, and highlights the design criteria provided in SANS 517. The design of floor systems is covered using an Excel-based design tool for joists. To prevent excessive vibrations especially in longer floor spans, the designer can use a simplified approach by calculating the deflection of the floor under a static 1 kN load, or doing a dynamic analysis to calculate the response frequency. Should the frequency be below 8 Hz, damping measures have to be implemented, such as increasing the depth of the floor beams. The design output of one of the LSF systems with regard to walls and roof structures is discussed, and it is shown that the design engineer only needs to



Mike Hull presenting at a SASFA training event.

check critical elements in the panels for structural adequacy. Finally, the design of connections between elements and components are discussed, using screws, rivets or bolts.

Conclusion

SASFA ensures the highest levels of professionalism for the courses including some of the most experienced LSF experts in the country. This year, presenters for the SANS 517 course included Mike Hull of Hull Consulting and Barnard; and for the Cold-formed steel course Hull, Barnard and Eti-

enne van der Klashorst of the University of Stellenbosch presented. “As is required by the professional institutes, the attendees are requested to evaluate and rate the courses, from suitability of the venue, presentations

by the lecturers, course material and handouts. The aspects of the 2016 courses have consistently been rated between ‘very good’ and ‘excellent’. We look forward to presenting these courses again in 2017,” Barnard concludes.



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	4 Lever 100x50mm Switch 16A 1 Way A11156		Single Socket 16A and Euro 100x100mm 230V A11162
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Xylem harnesses the heavy metal with its new marketing manager



XYLEM Water Solutions South Africa, is proud to announce the appointment of its new marketing manager, Lorraine Smart.

With decades of experience and a hands-on approach, Smart beat out a slew of candidates for the position. The avid ACDC-fan is set to bring her unique skillset and industry know-how to the role to further expand Xylem Water Solutions' reputation as a global thought-leader.

Lorraine Smart is not the kind of woman who does not leave an impression. It was her candid approach coupled with her wealth of experience that made her stand out among several incumbents in their bid to win the position of marketing manager at Xylem Water Solutions South Africa.

"Having been in the industry for such a long time – a total of 35 years; with 11 years of in-depth marketing experience, Lorraine stood out from her first interview," explains Pierre Fourie, managing director of Xylem Water Solutions South Africa.

"We needed some-

one who could pick up the reigns and run in this fast-paced and demanding role. We are fortunate to have found someone as versatile and experienced as Lorraine."

Smart brings extensive experience of two of Xylem's globally renowned brands Flygt and Lowara to the role along with strong business acumen and a no-nonsense approach to excellent results.

The mother of two describes herself as "a head-banger of note" who loves classic rock bands but who also relaxes with classical music in her free time. This dichotomous taste in music underscores Smart's versatility in her professional field – having the grace and experience to run national marketing campaigns and the gumption to jump in and ensure service excellence to the end customer.

"I look forward to working with the fine team at Xylem Water Solutions South Africa and the wider global team, while ensuring service excellence to our distributors and customers alike," Smart says.

A new era of streamlined marketing efficiency lies ahead for Xylem Water Solutions with Lorraine Smart at the helm. Smart will be on site at the upcoming Electra Mining Africa – conference to meet with visitors and customers at the Xylem-stand – number G10 in Hall 6 every day from 12 to 16 September.

Xylem (XYL) is a leading global water technology provider, enabling customers to transport, treat, test and efficiently use water in public utility, residential and commercial building services, industrial and agricultural settings. The company does business in more than 150 countries through a number of market-leading product brands, and its people bring broad applications expertise with a strong focus on finding local solutions to the world's most challenging water and waste-water problems.

Xylem is headquartered in Rye Brook, N.Y., with 2013 revenues of US\$3.8bn and more than 12,500 employees worldwide. Xylem was named to the Dow Jones Sustainability World Index for the last two years for advancing sustainable business practices and solutions worldwide.

The name Xylem is derived from classical Greek and is the tissue that transports water in plants, highlighting the engineering efficiency of our water-centric business by linking it with the best water transportation of all that which occurs in nature.

World's first 'flat-pack' truck set to bring aid to remote parts of Africa and the developing world

Continued from P15

unique humanitarian programme to create a revolutionary lightweight truck. The brief for the vehicle called for high ground clearance, excellent approach and departure angles, large wheel movement, a multi-purpose layout and a three-person cab. Gordon Murray's design for the OX is nothing short of revolutionary, and the flat-pack format fundamentally changes the way a vehicle can be bought and transported, providing specific advantages to lead times and overall unit cost. The OX has been designed to offer superb all-terrain ability, but it also has a huge and adaptable load carrying capability.

The packaging is a key triumph of the OX project: the overall vehicle length is far shorter than a large SUV, and yet it can carry a payload of 1,900kg (approximately twice the capacity of most current pick-ups) with a load volume of 7.0m³. Based on EU size guidelines, it can seat up to 13 people or carry eight 44-gallon drums or three Euro-pallets.

Therefore, the OX not only addresses the problems with the roads; it also addresses the specific need to transport large volumes of goods and people at low cost. The OX's cabin provides spacious accommodation for three people, and the driver is seated centrally. This layout has specific advantages for the world's developing countries,



some of which have right-hand traffic, while others drive on the left of the road. All-terrain ability is crucial for the developing world, and the OX has been engineered to perform as well as, or better than, a four-wheel drive vehicle across a range of surfaces, while offering durable mobility with two driven wheels. The OX's revolutionary nature extends beyond the vehicle design because, uniquely, it is capable of being flat-packed within itself, enabling it to be transported more efficiently around the world.

It takes three people less than six hours to create the flat pack in the UK prior to shipping, and six of these flat packs can be shipped within a 40ft high-cube container.

Assembly labour is transferred to the importing country, where local professional companies will be employed to assemble and maintain the finished vehicles.

Three skilled people can put an OX together in approximately 12 hours. Beyond its revolutionary packaging design and two-wheel-drive

all-terrain ability, the OX is full of design innovations. For example, the tailgate does not merely contain the load in the back; it detaches completely from the OX and can be rotated lengthways to double as a loading ramp.

The rear bench seat bases also have a dual purpose. The long 'egg crate' frames can be removed from the vehicle and used as 'sand ladders' under the wheels to help the OX traverse challenging soft ground. "My inspiration for the OX goes back to seeing the 'Africar' project of the 1980s.

This project shares some of the aims of that vehicle, but its execution is radically different. OX was just a dream six years ago, but it is now a realistic prospect for production with working prototypes that have completed a comprehensive testing programme," says Sir Torquil Norman. "The OX design and prototyping programme is undoubtedly one of the most interesting and challenging I have undertaken during my 45 years of car design, including my years in F1," says Murray.

"The added challenge of a flat-packed

vehicle design over the already tough targets for cost, durability and weight saving made for a fascinating and stimulating journey from concept to prototype."

"The most satisfying elements of the project for me are that the OX will make such a difference to so many people and that it has no competitor in any part of the world. It has been a privilege to work alongside Torquil to make his vision a reality."

Driving the next stage of development

The global launch of the OX aims to highlight the need for investment and support in order to progress the project to completion. The Global Vehicle Trust believes that the OX project will attract a wide range of interest from potential backers.

"Feedback we have had so far from contacts in Africa and with aid agencies has been very positive. OX is about making a difference now, being part of something ground-breaking and unique. Most of all it presents a real opportunity to make a fundamental and lasting difference to people's lives," says Sir Torquil Norman. "Our priority now is to raise the funding to complete the testing and take the project to fruition. We believe that the OX has huge potential for charities, aid organisations and development programmes. My dream is to one day see an OX in every village in Africa."

Materials producers win with Trio crushers and screens

Continued from P18

Sukdhoe says that since acquiring the Trio group of companies in 2014, Weir Minerals has been investing significantly into enhancing the offering.

This is reflected by the launch of the Trio TP range of cone crushers which incorporates a higher pivot point thus

providing more crushing action and increasing the percentage product passing the closed side setting (CSS.)

"The design features a steep crushing chamber angle, a large crushing stroke and optimum speed to deliver a finer product through increased inter-par-

ticle comminution," Sukdhoe says.

This is complemented by conveyor belts that offer increased flexibility and are quicker to assemble, as well as air classifiers that are being used in operations in Middle East countries to clean sand without water.

The rapid rate of urbanisation places new demands on large listed building materials producers and their smaller counterparts alike. Weir Minerals Africa has a proven solution for the unique operating environments in Africa and further afield in the Middle East.

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ABB to install microgrid solution in South Africa integrating multiple energy sources

ABB, the leading power and automation technology group, announced today that it will install an integrated solar-diesel microgrid at its Longmeadow premises in Johannesburg, South Africa. The 96,000m² facility houses the company's country headquarters as well as medium voltage switchgear manufacturing and protection panel assembly facilities, with around 1,000 employees. The innovative solution includes a rooftop solar photovoltaic (PV) field and a PowerStore grid stabilizer, that will help to maximize the use of clean solar energy and ensure uninterrupted power supply to keep the lights on and the factories running even in the event of a power outage on the main grid supply.

A 750kW rooftop PV plant and a 1MVA

/380kWh battery-based PowerStore will be added to the existing back-up diesel generators. This will enhance the use of renewable energy and provide continuity of supply when power supply is disrupted and during transitions from grid to island operation.

Power shortages, availability of renewable energy sources like wind and solar, fossil fuel price volatility and environmental concerns are leading to the search for sustainable solutions and there are thousands of facilities across South Africa and the continent that could leverage microgrid technologies to address these challenges.

South Africa has the highest electricity consumption in the sub-Saharan region and demand continues to outpace supply. As

highlighted in a recent report by McKinsey and Company, sub-Saharan Africa will consume nearly 1,600TWh of electricity by 2040 – four-fold increase on 2010 consumption. This is based on assumptions such as a fivefold increase in GDP, a doubling of population, electricity-access levels reaching more than 70% by 2040, and increased urbanization. This would imply that by 2040, sub-Saharan Africa could consume as much electricity as India and Latin America combined did in 2010.

"Alongside traditional and renewable generation, microgrids are increasingly being deployed to provide electricity to remote or isolated areas," said Claudio Facchin, President, Power Systems division. "They can also serve as a flexible back-

up source for industrial and commercial facilities and help address power disruptions."

ABB has a broad range of microgrid solutions including automation and intelligent control and stabilization systems. They enable very high levels of wind and solar power penetration in diesel-powered grids, reducing dependency on fossil fuel supplies and curtailing CO₂ emissions. ABB's comprehensive microgrid offering includes a range of technologies for off-grid applications like islands, isolated grids, remote communities as well as commercial and industrial facilities, ensuring utility-grade power quality and grid stability. ABB is a global leader in microgrid technologies with a proven track record of more than 30 installations.

Massive overruns on Eskom's new power stations

THE massive cost overruns on Eskom's new power stations mean huge and unaffordable increases in future electricity tariffs, says the Cape Chamber of Commerce and Industry.

"We are afraid there is no escape from the consequences of the quadrupling in the cost of the Ingula pump storage scheme and the doubling of the costs of the two coal-fired power stations, Medupi and Kusile," says Janine Myburgh, President of the Chamber.

"To make matters even worse, the cost estimates do not take into account the huge amounts of interest which Eskom has to pay on loans during the construction period. This includes dollar loans which have to be repaid with weakening rands."

The original cost estimate for Ingula was R8,9bn, but this has now ballooned to R36bn. In April 2007 the cost of Medupi was estimated at R69,1bn

but in July this year costs were, according to Eskom, R135bn while the cost of Kusile has increased from R80,6bn to R135bn.

"We learn two things from these figures," says Myburgh.

Electricity from the Medupi and Kusile will cost well over R1 a unit and that costs will continue to rise each year along with the costs of coal, transport and wages.

"One is that electricity from the Medupi and Kusile will cost well over R1 a unit and that costs will continue to rise each year along with the costs of coal, transport and wages."

"The second thing we learn is that massive cost overruns are normal for big projects and this will also apply to any nuclear build programme. There

are many examples from around the world which confirm this."

Myburgh says the recent study by the CSIR found that the cheapest "new build" option for additional electricity was a combination of wind, PV solar and gas.

"These three technologies are all 'quick builds' and their recent history shows projects are completed on time and on budget and they are not subject to the annual costs increases we see in coal-fired power stations," says Myburgh.

Eskom had now decided that it did not want to buy any more electricity from independent power producers.

"What this means is that the private sector will increasingly turn to roof-top solar which can already compete with the retail price of electricity."

"Eskom will lose more customers and as the demand for grid electricity declines the case for nuclear power will fall apart."

Groundbreaking Fast Neutron Reactor reaches full power

ON August 17, unit 4 of the Beloyarsk nuclear power plant in Russia started operating at full power for the first time. The 800MWe BN-800 unit is fuelled by a mix of uranium and plutonium oxides, which produce new fuel material as it burns. The reactor is scheduled to enter commercial operation later this year.

Plant operator Rosenergoatom said, "We will now begin comprehensive testing of the unit at its rated capacity. This is the final stage of major preparation before the unit is ready to deliver power in commercial operation." The company added, "During the 15 days of comprehensive testing the unit will have to perform consistently at its rated power load in accordance with the design parameters, without deviation."

Since the beginning



of 2016, Beloyarsk unit 4 has generated more than 1.3 billion kWh of electricity. It is planned that throughout 2016 the unit will generate 3.5 billion kWh of electricity. The BN reactor is able to extract energy from reprocessed uranium, thereby diminishing the amount of spent fuel currently in storage and negating concerns about future fuel supplies.

Fast neutron reactors will significantly broaden the range of fuel baselines used in nuclear energy. Moreover such reactors will help to drastically reduce the total radiotoxicity of nuclear waste thanks to this breakthrough in closed nuclear fuel cycle technologies.

The Beloyarsk NPP is the only nuclear power plant in Russia to have

various types of reactors on one site. Moreover, this plant is the only plant in the world with a commercial BN-800 reactor, connected to the grid. The reactor was connected to the grid in December 2015 and produces about 10% of the total electrical power in the Sverdlovsk region of Russia. Beloyarsk NPP is operated by JSC "Concern Rosenergoatom."

Prawn brawn at Sea Harvest

Continued from P21

the company was excited about the controlling stake in Mareterram. "Their strategy is very closely aligned with Sea Harvest's strategy of becoming a global vertically integrated agri-business."

Gut feel is that the Mareterram deal signals that Sea Harvest could now dangle bait for acquisitions. Brimstone executive chairman Fred Robertson stressed the company supported acquisitive growth by its subsidiaries.

"In this instance the opportunity of global

expansion using Australia as an entry point is an exciting one and aligns with our view of becoming a global player in the sector."

Sea Harvest has recently expanded away from its seafood core, and cautiously entered non-fish frozen food segment.

Speaking at the recent release of interim results to end June, Robertson disclosed Sea Harvest delivered strong results for the third consecutive year. Brimstone executive director Iqbal Khan said

Sea Harvest sales volumes increased by 2% with strong growth of 15% in exports. He said revenue jumped 23% and operating profits climbed 13% to R143m (even after a hedging loss of R51m was incurred.) Brimstone's results show that the 85% stake in Sea Harvest is valued at just over R1,1bn – meaning the fishing company is worth around R1,3bn.

Brimstone also owns a significant stake in SA's largest fishing enterprise, Oceana Group.

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Saving energy with Electro Air

WESTERN Cape-based Electro Air – industrial air compressor distributor is proud to announce the launch of its energy saving, Permanent Magnet (PM) rotary screw air compressor. These efficient compressors can save the client up to 40% of its power usage. The new range will initially cover 22kw to 75kw Airstream PM motor compressors.

This third generation PM compressor is uniquely “oil cooled” and achieves its massive power savings through its “Field Oriented Control” or Vector Inverter technology.

“The special energy savings of the motor emanates from the use of a rare earth Neodymium (NdFeB) magnetic material. The excellent magnetic properties and high efficiency of the Neodymium, allows the motor to be run at low RPM, for extended periods of time,” explains Kevin Rushmer, Sales consultant at Electro Air.

He goes on to explain that manufacturers of rotary screw compressors

incorporating PM drive motors have experienced problems in the past with the older type air cooled PM motors, even though the technology was considered the most advanced system for air compressors. The motors inevitably failed and did not achieve the objective due to an inherent overheating problem.

“A PM motor fails when the motor temperature exceeds 130°C. The properties of the material incorporated in the magnets then lose strength and the magnet can be permanently damaged.”

The “Endurance” Italian designed PM motor used on Airstream compressors was ingeniously developed by virtue of past trial and error in the compressor industry to find the ultimate VFD motor – exclusively incorporating (NdFeB,) which can withstand temperatures of up to 180°C.

“The motor thus exceeds IE3 International standards of efficiency, under variable load conditions and as well with limitless stop and starts,”

Rushmer states.

“The running speed can efficiently lower to 25% compared to the limitation of 40% prevalent on VSD technology compressors on the market today.”

The motor also does not have conventional bearings as the shaft is Morse tapered and magnetically suspended and consequently magnetically locks to simultaneously balance the air ends bearing load and traditional thrusting to benefit bearing life expectancy, bolting directly on to the screw elements flange. It thus does not require a drive coupling arrangement, an attribute which eliminates all possible mechanical shocks during start up or stop.

Proverbially this makes the motor maintenance free, besides the fact that it will never overheat while the compressor is running and will offer optimum efficiency at all times as long as the compressor station is well maintained.

Rushmer ends off by saying motor reliability is

due to the PM motor being oil cooled and using the same lubricant supply that is cooling down the compressor.

“This guarantees it failsafe as the motor temperature will never exceed the compressors operating temperature.” Which is controlled by a thermal cut out sensor triggered when the compressor lubricant Exceeds 110°C far below the temperature parameter of the Airstream PM motor. Efficiency and energy savings quoted on Airstream PM Compressors are thus totally plausible and can be verified scientifically.

Electroair has also partnered up with Merchant West Finance and can thus offer this state of the art technology to clients under the auspices of an “Operating Rental” making this revolutionary technology affordable to a broad base of clients.

“With savings opportunities like this, these compressors should literally sell themselves,” he says smiling.

Re-forging the supply chain

Continued from P14

then transported to the first Distribution point and once again offloaded by a forklift or by hand. This process may still repeat itself several times before the product gets to the end consumer. Looking at all the handling points it is easy to see why spoilage rates can be so high.”

“At Real Telematics, with our comprehensive range of modular niche features on our Real FMX and Real Track products, we believe that ‘spoilage’ can be significantly reduced, from the tractor to the forklift to the truck. Contrary to popular belief, a ‘one-stop shop’ in terms of fleet management is not always possible. Simply because niche industries have requirements not always met by the standard plug and play systems that currently proliferate. This is further exacerbated by unscrupulous sales people selling products not suitable for the application, either because they

do not understand the operation or have not done site inspections. Even worse, pushing the wrong product purely to get the commission. It is this behaviour that tarnishes the entire industry,” comments Valentine.

“There are however, still fleet management companies who operate with integrity, and who truly put the customer focus front and centre. We trust our customers feel that Real Telematics is one of those companies.”

“We have put significant effort into offering the right product for the right application. The Real FMX product was designed specifically for the materials handling industry and is not a former car or truck system pressed into service with some changes. Our Real Track product, although also used for cars and trucks was actually originally designed for ‘yellow goods’ such as bulldozers, excavators,

skid steers, TLB’s etc., machinery that can take the punishment of rough usage. Of late either Real FMX or Real Track can also be used very successfully on tractors as well.”

“All of these products offer typical fleet management features, but also offer features that are application driven, such as refrigeration and door points on Real Track, like engine protection and idle/battery cut out on forklifts and tractors and of course also impact detection. Impacts can very easily show you the trends of rough handling in the processes that cause much of the bruising and because these impacts are sensitivity configurable, you can set the impacts you want to see based on application from tractor, to forklift or to truck.”

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Potain looms large over village walk

Continued from P20

initial stages of the build, the tower crane had to be erected with a 30m jib due to its very close proximity to the adjacent building. Potain has designed its pre-tower cranes to accommodate different combinations of five metre and 10m jib sections. Specifically, the Potain MC 125 can be erected in a 60m, 55m, 50m, 40m and 30m jib configuration, a benefit that was a major advantage on this particular project site.

At the end of July, the tower crane was anchored and jacked to about 54m, sufficient height to adequately clear the neighbouring structures.

The crane will be raised five times over the duration of the contract. The next jack will take place in mid-September when the crane will be raised to a height of 68m and the JV reaches the first floor of the structure. The jib will be removed using a mobile crane and extended to 60 m to allow the required reach for materials handling activities across the construction site. By August 2017, the crane will reach its final height of 123m.

From the outset, the Potain MC 125 has been servicing the construction requirements of the main elevator shaft. The tower crane handles the extensive formwork, concrete and reinforcement needed to build the structural elements of the tower.

At the same time, it is tasked with lifting and placing the five ton hydraulic boom pump with its counterweights at the work face. Here, a pre-formed steel system, using hydraulic shutters, that is able to jack two platforms at a time is being used to build the 13m by 7m elevator shaft, fireman’s lift and fire escape stairway.

Limited space means that this project is reliant on just-in-time delivery of critical building materials to the laydown area. These activities are being coordinated by a dedicated logistics manager on the construction site.

Certainly adding to Flavio’s confidence on this build is the JV’s strong team of subcontractors and supply chain partners, which are able to abide by these strict schedules. Flavio says that the JV’s partners were carefully selected based on their sound performance in the South African construction industry.

“We look for an ability to supply us with a top quality service. This is vital, considering that our business relationships are based on mutual trust and performance,” he says.

This is exactly why Trencon Construction uses SA French for all its tower crane requirements. The company has been doing this business with the subsidiary of Torre Industries for the past five years.

Flavio says the Potain brand has always inspired

confidence in the company to build complex high-rise projects.

“Building 30 storey structures is a complex activity. You need to be sure that when you embark on such a project you have the correct equipment, as this can make or break a contract,” he says.

In addition to Potain being a revered international tower crane brand, Flavio says the technical after-sales support provided by SA French has played a critical role on all Trencon Construction’s projects. The building contractor also relies on SA French for all its tower crane erection and dismantling services.

Trencon Construction only buys new cranes from SA French, allowing it to enjoy the full warranties that come with the new equipment.

The Potain MC 125 is the latest tower crane in Trencon Construction’s fleet. This is only this tower crane’s second project and it was mobilised from a recently completed project in Kimberley, Northern Cape, to this site this year.

Sandton remains a growth node and important source of work for the South African construction industry. It is easy to identify who dominates this hotspot by just looking to the sky, as there’s bound to be Potain livery associated with the heavy lifting.

OPINION

Greenpeace “crimes against humanity”

Continued from back page

than by gifted amateur gardeners. And there is no evidence that GM crops are dangerous to human health.

None. Despite this scientific progress, Green extremists who dominate Greenpeace have dubbed GM advances “Franken foods” as though they are made by mad scientists defying Nature. It is all quite insane, doubly so when you consider that they claim scientific proof for their own assertions.

Greenpeace, truth be told, has an annual budget of R7 billion and no more fits an image of a David versus the Goliaths of industry than a depiction of Israel as a puny power in the Middle East.

Greenpeace now operates in 40 countries, has three million members and is by any standards a big business.

To keep itself going it pays its permanent staff salaries oil company employees would die for, all its money

coming from public donations and government grants (arguably the same thing).

To raise this cash Greenpeace launches regular sensational campaigns to encourage ordinary people to dig deep into their pockets.

So, if we are to believe it: only wind and solar energy is good; all mining is bad; nuclear power is bad, very bad; fishing for profit is bad; fish farming is also bad (see any contradictions, so far?

Pesticides? – Bad; herbicides? – Bad;

And so it goes. Want to live a modern life? Answer yes and you are branded as a crazy dinosaur deserving extinction (metaphorically, of course).

Mostly, Greenpeace and its allies get away with all this. Until now (with a bit of luck).

The Nobel Prize signatories have put their considerable heft behind good science, and rational thought, and ever-so-politely have

called Greenpeace to account.

“The United Nations Food & Agriculture Program has noted that global production of food, feed and fibre will need approximately to double by 2050 to meet the demands of a growing global population,” they say..

“Organizations opposed to modern plant breeding, with Greenpeace at their lead, have repeatedly denied these facts and opposed biotechnological innovations in agriculture. They have misrepresented their risks, benefits, and impacts, and supported the criminal destruction of approved field trials and research projects.

“We urge Greenpeace and its supporters to re-examine the experience of farmers and consumers worldwide with crops and foods improved through biotechnology, recognize the findings of authoritative scientific bodies and regulatory agencies, and

abandon their campaign against ‘GMOs’ in general and Golden Rice in particular.

“Scientific and regulatory agencies around the world have repeatedly and consistently found crops and foods improved through biotechnology to be as safe as, if not safer than those derived from any other method of production. There has never been a single confirmed case of a negative health outcome for humans or animals from their consumption. Their environmental impacts have been shown repeatedly to be less damaging to the environment and a boon to global biodiversity.....”

“... the benefits of crops improved by biotechnology are as numerous as one could hope for: better drought, heat and cold resistance; better defences against pests and diseases; less need for fertilisers and pesticides; less labour required for weeding;

better-tasting and more nutritious foods; lower rates of malnutrition and vitamin-deficiency among the poor; and better returns for small-scale farmers. Ultimately, genetic engineering is offering higher yields of better food to feed the planet’s growing population with fewer resources than ever. Who can be against that...?”

....” fear of genetic manipulation is fuelled by the sensationalist rhetoric of organisations like Greenpeace, and finds fertile soil in the minds of people who know little – if anything – about either science or agriculture, and often are wealthy enough to prefer expensive, elitist alternatives.

“... Lobby groups with immense propaganda resources like Greenpeace also have a powerful voice in politics, and even in our schools and academia. By inserting themselves into the politics of food, they foist their ill-informed, unscientific prejudices on everyone else. This is morally unconscionable.

“Opposition based on emotion and dogma contradicted by data must be stopped,” the 110 Nobel Prize-winning scientists wrote. “How many poor people in the world must die before we consider this a ‘crime against humanity’?”

Those are the considered views of 31 Nobel Prize winners for medicine, 30 recognised for their work in chemistry, 10 for physics and 5 for economics.

How very strange that their opinions attract so little media attention.

By inserting themselves into the politics of food, they foist their ill-informed, unscientific prejudices on everyone else.

IN THE NEXT ISSUE:

- Agro industries: from harvest to wholesale
- Electrical and automation solutions: supplies / applications / solutions
- Filtration
- Financial Services: access to finance and consulting services
- Food, beverage, wine and dairy: manufacturing / packaging/ distribution
- Freight forwarding: road / rail / air / sea logistics and distribution
- IDZ’s and related Infrastructure: consultants / services / supply chain
- Industrial gas: production / packaging / transportation
- Industrial metals (and allied industries) ferrous / non-ferrous
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- Maritime: shipping / port operations
- Motoring
- Plant and earth moving equipment
- Power Industry: Generation, transmission, distribution and metering
- Risk cover and management: short- / medium- / long-term insurance solutions
- Sustainable industry: Green and carbon reducing solutions

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Enough! This is war!

LUKE the Dude was drawing on his self-rolled tobacco stick under the "No Smoking" sign in the local Pub and Grill. He likes that spot. The other members of the college of refined gentlemen (ladies always welcome) were also accounted for, all peacefully minding our own business.

Right about then Luke the Dude coughed and proposed anarchy. "We should call a march against these anti-smoking laws," he demanded, "and make the town ungovernable!"

"What for," asked the long-suffering Governor with mild surprise, "you have never taken the slightest notice of the smoking ban anyway. You'll get me fined into bankruptcy one day, you will."

"Not a chance," opined The Prof, "no self-respecting anti-smoking inspector will set foot on this far-off corner of nowhere. Not even to detect that weird-smelling mixture of herbs and spices you are smoking."

"Useless!" agreed Jon the Joker.

"Whoa! Whoa! Whoa!" complained the always responsible Governor, "what is he smoking? Don't joke about banned substances Prof, you'll have the Hawks come knocking in no time to deprive me of my legal livelihood."

"Legal? Maybe," conceded Jean-Jay, "maybe not so much after five, Mon Ami, when all clock-watching government inspectors knock off and go home."

"Hawks? Not a chance," disagreed The Prof. "The Hawks have more important things to do."

"Much more important," seconded Jon the Joker, "like plotting the arrest of finance ministers."

"Hmmm," pondered Dave the Dancer, "or at least drive them crazy with endless threats and innuendos."

"Quite," nodded The Prof, "the powers that be don't care whether the arresting is done by the Hawks or some men with stethoscopes and white coats. As long as they get rid of all honest and diligent finance ministers and/or their similarly unfortunate deputies."

"That's how matters stand in the land," rhymed Stevie the Poet. "That's their reward for keeping politicians' hands out of citizens' cookie jars. Honesty and diligence are not popular qualities in the late Zumatic epoch."

"I don't agree," said Big Ben, standing up to make his point and narrowly escaping a close shave from the ceiling fan. "The government and the leaders of the ANC have all confirmed their full support for Minister Pravin Gordhan!"

We all laughed heartily and ordered that man a Bell's.

"Hey, what about my march," protested Luke the Dude. "Let's start with the stupid smoking ban and then work up to saving finance ministers. You know, campaigns like Save the Rhino and Save the Elephant have already established themselves. We don't have to reinvent the wheel. We just ride along on the bandwagon with Save the Smoker! And when that's done, Save the Finance Minister!"

"Useless!" said Jon the Joker dismissively. "I hate to be the one who breaks the bad news to you, but Save the Rhino happens to be a spectacularly unsuccessful campaign. Judging by the numbers of unsaved rhinos. All the smokers will have died of

lung problems by the time you get to save them. And the Hawks will be feeding on the carcass of our brave Finance Minister."

"No no no, you are missing the point as usual," enthused Luke the Dude. "We'll do it differently. That's why I say we must call a march and make the town ungovernable. It's a fight against racism! Civilised campaigns to save the lives of endangered animals are all well and good, but they are useless compared to the fight against racism!"

"Oh," enquired The Prof, "and just how does resentment against the anti-smoking laws turn into a fight against racism?"

"It's being done all the time!" exclaimed Luke the Dude. "Black people smoke, don't they?"

"I daresay some do," submitted The Prof, "but some do not. As is the case with members of the minority populations. I fail to see where racism comes into the picture."

"A ha!" vociferated Luke the Dude. "Today is the day when I teach The Prof a lesson. Just call me Luke the Professor Dude. Lesson number one: Ignore the minorities. They don't count. Lesson number two: Forget the white smokers. They will just confuse the angry masses. Lesson number three: We have only one goal and let's keep it clear: We fight against racist oppression."

"In this saga the oppressors are the government with its unjust and racist laws against smoking. Smoking Ban Must Fall! And the oppressed are the masses who are denied their legitimate rights to smoke – by whom? Why, by the racially oppressive regime of course. Smoking Ban Must Fall! Zuma Must Fall!"

"Bull!" disagreed Big Ben. "Our government is a brave and tough lot. There is no way under the sun they will run scared from a rude gang of slogan-shouting louts!"

"Oh yes," grinned Luke the Dude, "they will. First it was the University of Cape Town, under the benevolent leadership of Priceless Max. For how long has Cecil John Rhodes's statue been standing there, ignored by all but the pigeons? And how long did it remain after the poo-dumper and his comrades started shouting 'Rhodes Must Fall!'?"

"Then came 'Fees Must Fall!' spiced with a dash of 'Zuma Must Fall!' And how did your brave and tough ANC government respond? Their own Fat-Cat salaries are paid in rands, not slogans, so they know universities need funds. But did they do the brave and tough thing? Did fees fall or not this year? All the way to zero?"

"A factual argument," praised the Prof, "but those campaigns dealt with very emotional and, in the case of fees, important issues. Unlike smoking, which is just a personal indulgence and unhealthy to boot, for everybody within breathing distance of the smoker."

"You are right, Prof, and you are wrong," riddled Luke the Dude. "The facts mean

nothing. Emotion, particularly violent emotion, means everything. Correct me if I am wrong, but you seem to admit that the Rhodes statue was not an important issue. But it was turned into a very emotional one, violently emotional. So? So long Rhodes. Followed by many works of art on the once proud UCT campus. Let me give you more examples of outrage grown from seemingly uneventful events.

"In June a pre-school in Centurion had a party for eight kids. The school took a picture showing six at one table and one at another table, and sent it electronically to the parents. The mother of the child sitting alone was black and outraged, saying her child was separated because of racism and, while all the other children were eating cupcakes, hers had only her lunch. "The result was a storm of threats, including death threats. Gauteng MEC for Education, the very unusual Panyaza Lesufi, visited in person. He posted a pic of himself on Twitter in heroic pose with the caption, 'Let's tackle this. Wearing jeans in case I have to jump fences.'"

"What in fact happened, teacher Anel Muller explained, is that two children wandered off to the playground when the eight were taken outside for the party. The remaining six sat down at the six-seater table. The other two were brought back and seated at the second table. All were given cup cakes. Then a child at the second table started crying and an assistant picked her up. Muller took the pic and sent it to the parents.

"But the facts did not matter, Prof. Only

Greenpeace "crimes against humanity"

For those alarmed by the way the aims of Greenpeace, which were once motivated by a desire to protect the environment, now appear to have morphed into an attack at the foundations of Western democracy, individual liberty, modern science, and industrial development, will be heartened by the recent extraordinary action of 110 Nobel prize winning scientists.

No less than 110 of these notables have signed an open letter to Greenpeace, copied to the United Nations and the world's governments, asking Greenpeace to stop its propaganda campaign against genetically-modified (GM) food.

Indeed, it has always been odd that Greenpeace should oppose the scientific breakthrough of GM seeds that improve pest resistance and increase yields – thus preventing widespread human malnutrition and starvation. Nevertheless that is what it has done.

It is likely that Green extremists coming across the news of the open letter will no doubt become apoplectic, letting off a bar-

OPINION

ON THE CONTRARY



Pieter Schoombe

the violent emotion.

"A second example, also involving schools and threats from Lesufi, is the recent hair wars, waged when black pupils at Pretoria Girls High and every Tom, Dick and Panyaza called the hair rules racist. They were deeply offended. Now, we all know hair rules go back to at least the short back and sides when we were kids. Most of us were offended by them, but we had to follow them.

"Not so when you introduce charges of racism into this age-old picture. Mayhem. Threats. Marches and posters. Petitions. And what happened? The school suspended the rules.

"So what do you think?" asked Luke the Dude as he beamed at the college of learned gentlemen.

"Well Lucas," mused The Prof, "I think you should start working on your sun tan."

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THE OTHER SIDE OF THE COIN



Keith Bryers

rage of attacks on the integrity of the signatories, attempting to hound them out of their jobs and generally trying to make sure that whatever they say from now on will be regarded as apostasy.

They will try but it may be more difficult as the world begins to recognise the hysteria and hypocrisy that increasingly dominates the extreme edges of environmentalism.

As human history shows, objections to modified seeds, and therefore the plants they become, are simply irrational because people have been eating genetically modified carrots, potatoes, tomatoes, and other vegetables and fruits, for centuries.

There is not much difference now that new plant strains are being developed in laboratories by people in white coats rather

Continued on P27

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