

# CAPE Business News

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APRIL 2016

## Nomura banks on Cape Town

The City's status as an influential financial centre has been advanced by Nomura establishing its regional HQ in it.



10

## Materials handling lifts the program at African Ports Evolution 2016

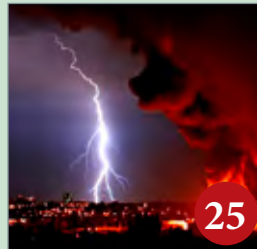
The Materials Handling and Logistics Expo will showcase the latest equipment and technologies for efficient port management.



15

## Lesedi Nuclear Services sign agreement with US Lightning Eliminators

Lesedi has concluded an agency agreement for integrated lightning protection and prevention products.



25

# Container brothers pack it in

Two of Cape Town's most successful industrialists, brothers Neil and Cecil Jowell, have retired after more than six decades of involvement at the ever-morphing transport business Trenchor. Neil and Cecil are the sons of the late Joe Jowell, who founded Trenchor – then trading as Jowells Garage and Transport – as a humble motor dealership and one truck transport business in Springbok in the late twenties.

The brothers joined Trenchor – initially known as The Transport and Engineering Investment Corporation – in the fifties, the same decade that it was listed on the JSE. Trenchor has been one of the most consistent profit performers over the decades – an achievement made all the remarkable by the fact that the Jowells oversaw numerous strategic changes in that time without ever veering off the path of sustainable profitability.

As a family controlled business, Trenchor was never as well known as other Cape Town-based family enterprises like Remgro/Rembrandt (the Ruperts), Pick n Pay, the Ackermans or Foschini (the Lewis family.) But Trenchor has endured for longer, and always preferred to trundle quietly away – even overcoming strategic obstacles without too much shuddering to the operational under-carriage.

The company's history under the Jowells is fascinating. The first effort at diversity took place in the late sixties when the traditional road transport business was enhanced by road trailer manufacturing through the acquisition of Henred Trailer Manufacturing Company. This company was later merged with Fruehauf South Africa to form Henred-Fruehauf Trailers.

In the late seventies the manufacturing scope was broadened to incorporate dry freight marine cargo containers for mainly the export market. This was later expanded to include the manufacture of folding flat rack containers and stainless steel tank containers.

In 1979 Trenchor took arguably its most important strategic step when it started financing the sale of containers on long-term credit. This saw some brisk financial service business as the aggregate sales value of containers exported from South Africa exceeded US\$1bn.

The dawn of the new South Africa (along with increased globalisation) meant Trenchor increasingly focussed on its current core activities in the marine container industry. Today subsidiary Textainer (listed on the New York Stock Exchange) is the world's second largest lessor of intermodal containers based on fleet size.

The total fleet size is more than 2,1



million containers, representing more than 3,2 million TEU (twenty foot equivalent units.) Textainer leases containers to approximately 400 customers, including all of the world's leading international shipping lines, and other lessees.

The company also sells containers to more than 1,100 customers and provides services worldwide via a network of regional and area offices, as well as independent depots.

Trenchor's uncanny ability to adapt to changing economic times and new business trends can be traced back to its very roots. Back in the thirties, when the then government withdrew its road transport service to the area in the arid North Western Cape, Joe Jowell and Jaap du Plessis converted a Buick car to a truck and started a road transport service for the Namaqualand community.

From the back of this converted bakkie came a nationwide carrier operation – taking in names like Jowells Transport, Stuarts Transport, CrossCape Express and Skynet Worldwide Express.

Some of the other business ventures taken on by Trenchor included acquiring Trenchor Tyre and holding joint control of Master-treads to become the major tyre business (outside of international manufacturers) in South Africa.

Interestingly, Trenchor's current operational focus on container leasing via Textainer came from (what appeared) an innocuous investment in a small container leasing business – a corporate move that, at the time, shareholders might even have overlooked.

By the late nineties Trenchor was determined to retain sharp focus on its highly profitable activities in the international container industry. This meant the transport division was sold to management and an empowerment consortium while other

interests were disposed off over a period of years. Critically Trenchor made a further large strategic investment was made in Textainer, and also secured an interest in supply chain management through Trenchor Solutions.

Although Trenchor did double the capacity of the container manufacturing facility in the nineties, the Jowells were smart enough to anticipate increasing competition from Chinese container manufacturers and regulatory changes that rendered local manufacturing less than viable.

The Isithebe plant in KwaZulu-Natal was closed at the end of 1999, while the Montague Gardens and Parow facilities were closed in 2001 and 2004 respectively.

In the late nineties the trailer division of Henred Fruehauf Trailers was merged with SA Truck Bodies Group in exchange for a 40% interest in the merged entity. The sale of this stake in early March 2004 marked the exit of Trenchor from manufacturing – and arguably executed not a moment too soon considering the difficulties faced by local engineering in terms of labour costs, energy costs and input costs (courtesy the weak rand.)

The Jowells success in riding out changes in the business tide(s) has meant that the brother have left a rich legacy behind at Trenchor. The company has a market value of R8,3bn, and readers would not to search hard to find years when the company's shareholders were not rewarded with dividends.

The fate of Trenchor without the Jowells at the steering wheel is open to question. Long serving director Jimmy McQueen takes over as CEO – in a move that some observers reckon is really a caretaking job. Smart money suggests Trenchor has run its rich course, and the next step could entail selling off the 48% stake in Textainer and returning the proceeds to shareholders. End of an era, indeed.

## Chevron South Africa's new Refinery General Manager: "fuel security, skills development remains top priority"



Shashi Rabbipal, Executive Chairman of Chevron South Africa.

Chevron South Africa announces the appointment of Victor Bester as General Manager of the Chevron Cape Town Refinery, located in Milnerton. Bester was previously Operations Manager at the company's Cape Town refinery, a position he held since January 2014.

Bester's mandate is to lead the refinery's efforts in meeting the country's fuel needs, and focus on the complex transformational and environmental prerogatives of Chevron South Africa. Bester will pay specific attention to the streamlining of processes and the strengthening of the organisational capability of the refinery so that it operates competitively. Last month, the new General Manager oversaw a successful completion of the Chevron Refinery's annual safety and maintenance inspections. The operation injected approximately R40m into the local economy and created an additional 300 jobs during the inspection period.

Commenting on his appointment, Bester says, "Fuel security remains one of the country's top priorities. Chevron South Africa safely contributes petroleum products into the economy,

Continued on P2

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## IN THIS ISSUE

- 12 Boilers, Burners & Combustion Systems
- 14 Financial Services
- 15 Materials Handling & Equipment
- 22 Machine Tools
- 23 Occupational Health & Safety
- 24 Power Industry
- 26 Water Engineering
- 28 Electrical & Automation Solutions
- 29 Packaging
- 30 Industrial Metals
- 32 Maritime & Ports
- 36 On the Contrary
- 36 The Other Side of the Coin

**CAPE**  
**Business News**

## Chevron South Africa's new Refinery General Manager: "fuel security, skills development remains top priority"

Continued from P1

which are vital to the economic development of the Western Cape as well as the country. Our vision remains one of partnership and performance, where we convert raw crude oil into finished products, while at the same time making a substantial commitment to the communities in which we operate. This year the Chevron Cape Town Refinery celebrates 50 years of successful refining and significant contribution to the country."

Bester adds, "The Chevron Refinery remains an important employer in the Western Cape, providing

decent jobs to many South Africans. We aim to further enhance our socio-economic contribution in line with Chevron South Africa's transformation agenda, whilst safeguarding the environment in which we operate. When it comes to the development of technical careers, the refinery runs an operator learner-ship programme which is NQF2 accredited, where learners are provided with skills so that they become our pipeline to fill vacancies. Our corporate social investment programmes, which are important priorities for us, are designed to

promote education, small enterprise development and fight HIV."

An independent assessment of the Chevron Refinery's socio-economic impact conducted by Econex indicated that in addition to the direct employment of 500 staff, the plant creates 13,000 supplier and contractor jobs. Nationally, the refinery generates more than R18bn or 0.6% of South Africa's total GDP. Currently 100% of the aeroplanes at Cape Town International Airport are powered by Chevron's Cape Town Refinery jet fuel, and 95% of the cars on Western

Cape roads are fuelled by the refinery.

The Chevron Cape Town Refinery invests significantly in improving its environmental performance. In 2015, the refinery conducted its biggest maintenance and safety inspection, which resulted in an estimated economic injection of R412m.

"We place the highest priority on the health and safety of our employees and the communities in which we operate. By constantly investing in maintaining the high safety and reliable operation standards practised at the refinery, we reduce the chance of environmen-

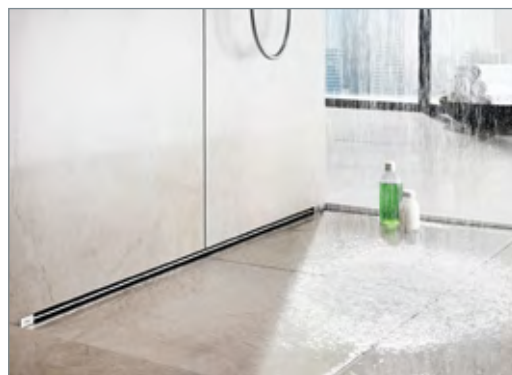
tal incidents. I aim to work closely with environmental authorities to constantly improve the refinery's environmental performance," concludes Bester.

Commenting on Bester's appointment, Shashi Rabbipal, Executive Chairman of Chevron South Africa says, "We are delighted to welcome Victor Bester as our new General Manager. With his knowledge of Chevron's international best practice and local know-how, we are confident he can provide the strategic leadership that this complex industrial enterprise requires."

## Bathroom design innovation

THOSE contemplating building their own home or simply renovating one of the most important rooms in the house – the bathroom – should take notice of the latest award winning design technology from Viega – a wall mounted shower drain. This hi-tech innovation is the modern alternative to the ugly central drain that has been with us for decades, adding style and timeless architecture for the most discerning of tastes.

Viega, which pioneered the Advantix Vario shower floor



drainage channel, says it has now gone one better by offering a concealed wall mounted unit in an extremely narrow, prize-winning design that brings all the advan-

tages of the floor unit to the wall.

Advantix Vario wall drain offers completely flexible installation that allows water to drain away over the complete

width of the shower. With an installation depth of just 25mm, the new drain can even be used in front of an existing solid wall. This makes it ideal for small bathrooms and the clever design allows floor tiling right up to the wall leaving a drain which disappears subtly into the wall.

When installed, only a 20mm high drainage gap can be seen of the complete unit including its odour trap. This can be even further reduced in terms of appearance using a grate which is available in four designs, matt stainless steel, gloss stainless steel, black or white, catering for any decorating combination.

The base plate of the shower channel is made from extremely durable plastic requiring an installation depth of just 25mm. This allows Advantix Vario wall drain to be fitted into a pre-wall or used in front of a solid brick wall: The plaster thickness or an XPS hard foam panel is often enough for its installation. This makes chiselling work unnecessary, meaning the brickwork is not affected.

With the innovative wall attachment, the sound insulation guidelines in accordance with DIN 4109 and VDI 4100 are also complied with through the simple "click" assembly.

The Advantix Vario wall drain has a standard length of 1,200mm and like the familiar

Advantix Vario floor shower channel it can be accurately shortened up to a length of 300mm as needed. To do this, a saw support is included in the delivery kit along with a tiler's set with all the necessary installation and sealing materials. To prevent contamination during the installation phase, the flange surfaces are protected with adhesive strips and the drainage slot with a foam insert.

Depending on the installation circumstances, two drain designs are available: for bathroom renovations with a height of 70mm and the standard 90mm model for properties with a higher floor structure, which can be flexibly increased to 165mm. Water drains along the entire length of the wall drain and a floor inclination of 1% to 2% is all that is needed. It is no longer necessary to laboriously cut to size the sloping tiles. The drainage capacity is between 0.6 and 0.75l/s in accordance with DIN EN 1253. The connectors can be rotated by 360 degrees in DN 40 or DN 50.

The odour trap of the Advantix Vario wall drain is optimised in terms of flow and designed to be self-cleaning as a result. For simple and hygienic cleaning of the channel body in the wall, a cloth and cleaning brush is all you need and are included in the delivery kit.

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# Cape retail still kicking

WITH the national economy starting to look dangerously sluggish, at least there are optimistic signs in the Western Cape of there still being robust pockets of

consumer spending.

Results from retail property owner Hyprop – which owns several well known Western Cape-based retail precincts – are rather

telling. Hyprop's 80% owned flagship Canal Walk shopping centre at Century City saw robust footfalls of 10,9 million in the half year to end December – increasing

revenue from R279m in 2014 to R311m in 2015. Distributable earnings were also up markedly at R218m (previously R201m.)

Hyprop now values its stake in Canal Walk at R7bn – meaning the value of the property is now more than six times what it was sold for by banking group Nedbank in 2003. Hyprop's other Western Cape-based shopping centres have also held up well in tougher trading conditions.

The Somerset Mall and CapeGate saw brisk footfalls of 5,7 million and 5,5 million respectively. The Somerset Mall increased revenue to R126m (R110m) and

distributable profit were up reassuringly to R88m (R79m previously.) The Somerset Mall recently saw a R58,5m extension to Woolworths. CapeGate saw revenue up 10% to R88m with distributable revenue increasing by roughly the same margin to R51m. The smaller Willowbridge shopping centre in Durbanville managed to increase revenue by almost 10% to R49m, while distributable revenue was up to R28m (previously R25m.)

Hyprop directors said the shopping centre portfolio benefitted from a lower cost to income ratio as well as good rental growth and



escalators. The directors said arrears remained flat and renewals were on track.

Significantly Hyprop – which has lately started focussing on Africa markets and Eastern Europe – is still prepared to spend meaningfully on its local properties.

At Canal Walk about R45m will be invested in upgrades with another R16m earmarked for the Somerset Mall. Hyprop is also predicting inflation-beating dividend growth of 13% to 15% in the financial year ahead.

Continued on P7

## Engineered for simplicity



The robust housing incorporates an easy-to-read display with large digits (48 mm x 48 mm in size.)

SUITABLE for a wide range applications such as time control, position indication, control of rotation speed and batch counting, the Hengstler Tico 772 multifunctional counter is extremely easy to use, according to Countapulse Controls' spokesperson. This elec-

tronic preset counter has been engineered for simplicity as well as reliable operation and allows use by more than one individual.

The robust housing incorporates an easy-to-read display with large digits (48mm x 48mm in size) as well as four large

buttons to facilitate adjustment of all configurations. The company assures that the counter is easy to programme and has three presets. This simplification of handling also extends to the installation of the unit which is via plugable terminals.

The Hengstler Tico 772 is suitable for use in ambient temperatures up to 50°C and is ingress protected to IP 65 and is both shock and vibration resistant. Input frequency is up to 60kHz and signal times are programmable for up to 10 minutes.

The Hengstler Tico 772 is available from Countapulse Controls, a leading southern African supplier of sensing, measurement, counting, switching, monitoring and positioning instrumentation.

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**TUESDAY**  
**10 MAY 2016**  
**11:00 - 18:00**

**WEDNESDAY**  
**11 MAY 2016**  
**10:30 - 16:00**

**Venue**

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# Fabrinox opens its doors to the manufacturing community

PAARL-based fabrication and manufacturing specialists, Fabrinox, invites you to visit its facilities for its open days from 18 – 20 May 2016. The Fabrinox Open Day is a must, with a speaker's program sure to engage multiple industries and the chance to see the latest manufacturing technologies at work, and network with industry partners.

This event offers the company the opportunity to present its latest technological investments to the local business community, with the support of the companies that supplied them, while offering manufacturers and OEMs that are active in the global market an opportunity to network and engage with stakeholders across the supply chain.

"Visitors will experience the very latest manufacturing technologies, working in a fully integrated manufacturing process," promises Fabrinox MD Andre Visser.

Guest speakers will touch on topics including:

- A fresh approach to BEE
- Effective manufacturing design, incorporating latest technology
- Material lifecycle costing for sustainable product development
- Establishing and maintaining a high performance business culture
- Supporting the 'Decade of the Artisan'

With factory tours and the company's valued suppliers exhibiting at the event, visitors are sure to engage with the very best the Cape business community has to offer.

The event is open to the entire manufacturing community, and will be of particular interest to OEMs, local and multi-national companies working across Africa.

"We manufacture for a cross section of local and multinational companies that service most industries. We would like to show the community how they can access the latest technology and the highest level of skilled workmanship without the expense these investments necessitate," says Retief Scheepers, Sales Manager for the company.

It is not just about the technology and high-end networking though, it is

about exchanging ideas and knowledge across the board, according to Shirzade Osman, Sales Sub-Assembly Manager.

"We would like to meet people from all levels of the business, by interacting face-to-face we build better relationships, improve skills and can collaborate to make sure that we design and manufacture the best

quality products at competitive pricing," Osman says.

Always sensitive to the fact that time is a scarce resource, Fabrinox will ensure that there is a wifi enabled workspace for its visitors, ensuring that they can get the best out of the open days while still being contactable.

"The core of the Fabrinox business is that we see ourselves

as an extension of your facilities," says Heidi Kotze, Marketing manager for Fabrinox. "By engaging with the business community we ensure that we are able to offer the best service to our clients, and by building strong relationships within the sector we can stand together and promote local manufacturing to local and global markets alike."



Andre Visser, MD of Fabrinox.



## Fabrinox presents the 2016 Manufacturing Industry Day.

Don't miss your chance to experience the latest technology in the manufacturing industry with renowned suppliers exhibiting their leading products and services!

### WHO SHOULD ATTEND:

- Company Owners
- General Managers
- Production Managers
- Project Managers
- Buyers
- Designers
- Engineers

### OPPORTUNITIES:

- Networking with the industry
- View the latest technology and trends
- Attend presentations on current industry topics
- Discover key Business Solutions
- Experience Sub-Contracting Solutions

### EXHIBITORS:



## Register Below

### THURSDAY, 19TH OF MAY 2016

- 09:00** Tour 1
- 10:15** Solid Edge® - Design from Concept to Market - Esteq
- 11:30** Effective Manufacturing Design, incorporating latest technology
- 14:00** Tour 2
- 15:15** A Fresh Approach to BEE. Andrew Bizzal - BEESA, Voted the Best BEE Consultancy for 2015

### FRIDAY, 20TH OF MAY 2016

- 09:00** Tour 3
- 10:15** Establishing and maintaining a high performing business culture. Reinier Mathee - Marathon Group
- 11:30** Supporting the 'Decade of the Artisan'. Adrian Strydom - SAOGA
- 13:00** Tour 4
- 14:15** Material lifecycle costing for sustainable product development. Michel Basson (SASSDA)
- 15:00** SASSDA Regional Meet and Greet

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Manglin Pillay, CEO of SAICE.

## Engineering movers and shakers to convene at Civiltion Congress 2016

THE second Civiltion Congress will be taking place from 9 – 10 May 2016 at the Gallagher Convention Centre in Johannesburg, giving engineers of all disciplines the opportunity to conduct business differently.

Civiltion calls upon engineers to become

history makers in bringing about transformation, diversity, leadership and evolution in the built environment sector – whilst improving the quality of life

through efficient delivery of social and economic infrastructure.

This year's programme has been put together by an elite panel of industry lead-

ers. Boasting topics such as "Attracting viable and sustainable implementation of engineering and infrastructure delivery in South Africa," as well as "Infrastructure procurement and delivery management."

The event promises to pave the way for

technical and intellectual revolution in order to achieve the development imperatives of modern South Africa.

"Civiltion encapsulates the tenets of a cause and it defines an era during which engineers resolutely reinstate technical, intellectual and strategic leadership. It is an era of engineers in revolution where we abandon pessimism and distrust, and regenerate ourselves to become a creative and intelligent part of the solution again," says Manglin Pillay, CEO of SAICE.

We encourage all sectors to be involved in this engineering revolution.



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Student – R 4554.30 excl. VAT

To book or for more information visit [www.civiltion.com](http://www.civiltion.com)

### American Piercing systems gives insight to value of Honeybee

IN a recent case study, the Managing Director of American Piercing Systems gave some insight into the value of Honeybee in their sales process. American Piercing Systems (PTY) Ltd. is the exclusive importer of genuine STUDEX piercing products and allergy free earrings and currently supplies the whole of Southern Africa.

After realising the need for a comprehensive sales management system, Managing Director, John Manolakis, spent three years looking for the best provider and through a process of trial and error.

Honeybee immediately allowed management to identify areas where there was waste by letting management keep a tighter eye on day to day operations. It also eliminated the challenge of timely order placing, as sales representatives could now instantly push orders through, straight from the field. Within a month of using Honeybee the company started to see positive results.

"As a manager, it gives me access to an unbelievable amount of solid, concise, usable data, allowing me to improve our systems making us more productive with lesser effort and more efficient without sacrificing service. And best of all, in the right hands, the information obtained from Honeybee has given us eyes into the sales segment of our operations in a way we couldn't have dreamed about five years ago. This is the future" says Manolakis.



Engineering Council of South Africa





# Spur's profit grill

WELL-KNOWN Cape Town steakhouse, The Hussar Grill, is being fattened up by its new owners, Spur Corporation. The restaurant brand - which targets higher income customers - managed a commend-

able 37% increase in sales to a sumptuous R46m in the half year to end December - making it a star performer for Spur's new retail arm. The Hussar Grill's fledgling franchise arm hiked revenues 34%.

The Hussar Grill looks an inspired purchase by Spur considering existing store turnover growth was up a sprightly 18,5% - which speaks volumes about the strength of the eatery brand in leaner

economic times.

Spur also reported that there were no menu price increases at The Hussar Grill during the interim period, with CEO Pierre Van

Continued on P9



## Cape retail still kicking

Continued from P3

Recent interim results from small Cape Town-based property group Fairvest - which owns the revamped Nyanga Junction - seem to confirm the regional trend seen in Hyprop's results.

Although the company owns properties in other provinces, Fairvest reported that vacancies reduced from 4,4% to 1,6% in the half year to end December as a result of some positive letting at key properties - including at Nyanga Junction. The vacancy levels are the lowest to date for Fairvest.

Fairvest noted 33 new leases were concluded - equating to a gross letting area of almost 6,300m<sup>2</sup>. The company managed a 13,1% rental escalation on the more than 7,000m<sup>2</sup> of leases renewed during the interim period. Tenant retention for the period was 84,3% - a slight increase from the 81% as at June 2015 year.

Fairvest anticipates tough trading conditions to continue for the remainder of the financial year. But directors felt the benefit of improved occupancies - together with the most recent property acquisitions - should allow for continued strong growth in distributions. A reassessed outlook for the remainder of the financial year pencils in distribution growth of between 9,25% and 10,25% for the 2016 financial year.

Fairvest is also being proactive to unlock further value for its portfolio.

Directors pointed out

that in the St George Square property in George - acquired in 2012 - there was around 1,867m<sup>2</sup> of unlettable space not included in the purchase consideration.

They said Fairvest had since been able to unlock this value by upgrading the space and creating additional retail and storage area to service existing tenants in the centre. The project is expected to be completed during the second half of this year with the majority of the newly created space already let.

The centre is also being re-painted and new signage pylons provided to improve the overall shopping experience.

There is also activity in Tokai Junction in Cape Town's southern suburbs.

Fairvest directors said the centre was being modernised by way of improved signage and a façade upgrade.

They said the upgrade had already contributed positively to the rental renewals at the centre.

On a slightly lower key, CBN has also noted that fashion retailer Rex Trueform - featured elsewhere in this edition - generated R4m in operating profit from its property re-development endeavours in the increasingly fashionable hub of Salt River.

CEO Catherine Radowsky said Rextru continued to focus on the development of the feasibility studies for the company's undeveloped investment properties in Salt River. Watch this space then...

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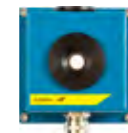
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# Spur's profit grill

Continued from P7

Tonder contending the chain's traditional customers were more resilient with more disposable income.

Spur's retail segment – which comprises four The Hussar Grill restaurants and one RocoMamas outlet – increased revenue 30% to R18,9m.

Interestingly, Spur did some inspired

the initial set-up and relocation costs.

Aside from not trading for a month, the new Mouille Point Hussar Grill also incurred costs and losses of R411,000 and capital expenditure of R2,3m. The Hussar Grill footprint now extends to 12 stores – including one international outlet.

increase to a not-in-substantial R339m – achieved despite a mere 2,1% increase in prices in November last year.

Meanwhile Grand Parade Investments, which holds a 10% stake in Spur Corporation, is making steady – albeit unspectacular progress – with rolling out Burger King stores. In the half year to end December there were 61 Burger King outlets mainly scattered throughout the Western Cape and Gauteng – comprising 56 corporate stores and six franchised stores. GPI plans another 18 outlets by the end of June, which will bring total store numbers to close to 80. At the time of going to press Burger King's website showed 63 stores up and running.

GPI CEO Alan Keet said there had been a 10% gross margin improvement – which should placate worries about why Burger King CEO Jaye Sinclair suddenly resigned recently. He said the so-called '4-wall' profits for Burger King came in at R12,2m.

GPI expects to launch its new fast food brand Dunkin' Donuts shortly in Cape Town and Johannesburg.

Meanwhile Grand Parade Investments is making steady – albeit unspectacular progress – with rolling out Burger King stores.

'switching' of restaurants with RocoMamas – a gourmet burger specialist – opening in Green Point at the site of the old Hussar Grill from December 2015. The Hussar Grill in Green Point was relocated to Mouille Point – which meant a whole month of no trading in November. This explains why the retail segment showed a drop in profits to just R67,000 (from R2m previously.) Spur disclosed R2,1m of costs and losses relating mainly to

Spur also seems to be gaining traction with its Panarottis Pizza Pasta with 81 restaurants now open in South Africa. Although Panarottis has largely remained in the shadow of the flagship Spur restaurant brand, Van Tonder reported exceptional store turnover growth.

During the 2013/2014 financial year store turnover grew 28% and in 2014/2015 by 25%. In the six months to December 2015 there was another 21,6%

# Cape retail's new selling points

SALT RIVER-based fashion retailer Rex Trueform managed a stylish performance in the half-year to end December with revenues up 7% to R296m and after tax profits up a smart 10% to R19m. CEO Catherine Radowsky stressed that trading expenses – a key area of focus in an economically depressed environment – were contained and increased by less than 5%.

She said Rextru's main operating segment – the Queenspark retail chain – increased turnover 6,5% to R286m, while the all important gross profit margin increased marginally to 55%.

Radowsky said key business initiatives introduced included a recent implementation of a new enterprise resource planning (ERP) system at the head office and distribution centre. She explained that Queenspark was in the process of rolling out the new point-of-sale system (connected to the ERP system) at its retail stores.

Looking ahead, though, Radowsky reckoned the clothing retail market would remain under pressure. She warned that the cost of goods imported were subject to the weakening of the Rand.

"Going forward the weaker Rand will likely put pressure on



gross margins."

Radowsky said initiatives being considered and introduced were mainly focussed on turnover growth. "These are predominantly aimed at improving the performance over the medium- to long-term."

She said the recent implementation of the ERP system was expected to provide benefits in the 2017 financial year. Interestingly Queenspark started selling its product online through the Zando website. Radowsky said this was part of the company's strategy towards servicing a larger customer base and was already showing signs of potential.

In other retail developments amongst Cape Town-based companies, empowerment group Brimstone and iconic

fashion retailer Foschini have also taken serious strides in reinforcing new strategies.

Brimstone seems to be cautiously emulating the manufacturing-to-retail model opted by Rextru with its clothing manufacturing subsidiary House of Monatic (HoM.) This is perhaps not terribly surprising since Brimstone is a large shareholder in Rextru, which has cast off its clothing manufacturing assets to concentrate of retailing endeavours.

HoM's revenue increased 17% to R214m with net profit coming in at a respectable R6,4m as the company increased its share of corporate wear and retail footprint.

HoM has now supplemented its factory shops with standalone retail

boutiques – which allow a better utilisation of production capacity at the manufacturing facilities. Brimstone CEO Mustaq Brey said another three retail stores were opened during the 2015 financial year with two more planned for later this year.

Foschini, on the other hand, continues to look further afield for new growth opportunities. Recently the company advised it had acquired – via its UK subsidiary Phase-Eight – the niche fashion business of Whistles, a British contemporary fashion brand for men and women.

Whistles has 46 standalone stores in the UK and is stocked in selected departmental stores across the world – including Bloomingdales in the USA and Harrods in the UK.

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# Nomura banks on Cape Town

CAPE TOWN's status as an influential financial centre was further enhanced this month when investment banking powerhouse Nomura opted to establish a regional head office in the city. This follows hard on the heels of the JSE (see last month's edition) opening a satellite office in Cape Town. Nomura is one of the biggest financial services firms in the world. In the year to end December the company's revenues topped US\$3bn (R35bn) with net profit coming in at US\$294bn (R4,5bn.) Nomura has a market capitalisation of US\$21,6bn or more than R330bn – which would rank it amongst the top ten biggest companies on the JSE.

Nomura has appointed 'local lads' Jan Newman and Ben Lowther, previously of Cape Town-based advisory firm Newman Lowther and Associates, to lead its newly-established branch office in Cape Town. Newman Lowther and Associates had an existing partnership with Nomura in relation to cross-border transactions. Nomura believes its presence in Cape Town will enhance its ability to provide local and international clients with investment banking services in South Af-

Nomura has appointed 'local lads' Jan Newman and Ben Lowther, previously of Cape Town-based advisory firm Newman Lowther and Associates

rica as well as provide a platform for expansion into and across sub-Saharan Africa. Newman will assume the role as head of Nomura South Africa and head of Investment Banking for South Africa. Ben Lowther has been appointed co-head of Investment Banking in South Africa. Nomura said the appointments allowed Newman and Lowther to continue their successful partnership under the Nomura umbrella. The duo has over 40 years' combined experience and an established track record in domestic and cross-border merger and acquisition (M&A) transactions in the region. Nomura will focus on providing a tailored range of investment banking and risk solution services. The team will be able to combine its strong local knowledge and execution capabilities with access to Nomura's global network across multiple industries and geographies – notably its highly active consumer/retail, industrial and natural resources sector teams.

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# Nomura banks on Cape Town

Continued from P10

The company has a strong track record of M&A and advisory in South Africa – having advised and financed Brait on its acquisition of UK fashion retailer, New Look, in 2015. The company also acted as financial adviser to Coca-Cola Sabco on

the proposed creation of Coca-Cola Beverages Africa in 2014, and acted as adviser to Japan-based Kansai Paint on its acquisition of Durban-based Freeworld Coatings in 2011. Nomura has also done work for Stellenbosch investment

conglomerate Remgro – advising in its sale of its stake in Tracker and on reincorporating technology cluster Venfin. Jonathan Lewis – Nomura Head of Europe, Middle East and Africa – said South Africa was a

key economic hub on the African continent and global investors and corporates were increasing investment in the region. “The establishment of Nomura South Africa, led by Jan and Ben, will expand our global footprint

and in-country capabilities in investment banking; and enable us to provide our clients with direct access to and insights on growth opportunities in sub-Saharan Africa.” Newman said that over recent years

there had been a strong flow of cross-border M&A activity with a diverse mix of South African clients looking to build up their international exposure. He said there were also international clients considering new and

increased investment in the region. “With Nomura’s established reputation, brand and global connectivity, Ben and I see our joining Nomura as a natural evolution of our successful historic partnership with Nomura.”

## Goscor Cleaning Equipment puts the shine on Norcros Johnson Tiles

INDUSTRIAL cleaning machines from Goscor Cleaning Equipment are meeting all the cleaning requirements at tile manufacturing giant, Norcros Johnson Tiles South Africa’s Olifantsfontein plant in Johannesburg.

The Tennant M20 Scrubber/Sweeper, 5680 Scrubber and the S20 Sweeper from Goscor Cleaning Equipment have been operating problem free for approximately five years at the Olifantsfontein plant, which has been manufacturing tiles to the highest quality standards since 1952. The M20 and 5680 are used in the tile factory to clean dust generated by the manufacturing plant while the S20 effectively removes product spillage in the tile adhesive factory.

“We are very satisfied with the performance of these three machines,” states Norcros Johnson Tiles Security and Maintenance Manager, Hannes Delpont. He adds that the equipment’s versatility and reliability made the decision to deal with Goscor Cleaning Equipment a no-brainer.

“We have only ever used machines from Goscor Cleaning Equipment and we are currently happy with what we have; why use something else? Goscor’s extremely versatile range of cleaning equipment suits our needs and the machines can be used in both wet and dry conditions.”

In addition to regular maintenance by Goscor’s technical service team that further adds to equipment reliability, Goscor Cleaning Equipment also sees to our operators’ training requirements on the correct use of the machines,” concludes Delpont.

Goscor Cleaning Equipment, previously known as Tennant SA, and part of the Goscor Group of Companies, brings 32 years of experience in the cleaning industry and provides complete, superior quality sales and rental industrial cleaning equipment solutions to mines and industries in



The 5680 Scrubber from Goscor Cleaning Equipment cleaning the tile factory. Insert photo: FLTR Luthando Mdalasi - machine operator, Manzini - apprentice and Hannes Delpont - Security and Maintenance Manager at Norcros Johnson Tiles in front of the Tennant 5680 walk behind scrubber.

the Southern African and SADC region. The company represents brands that the company says has earned their reputation in the market place for quality, reliability and performance including:

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## Manufacturing of boilers and burners saving electricity costs and reducing emission

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Continued on P13

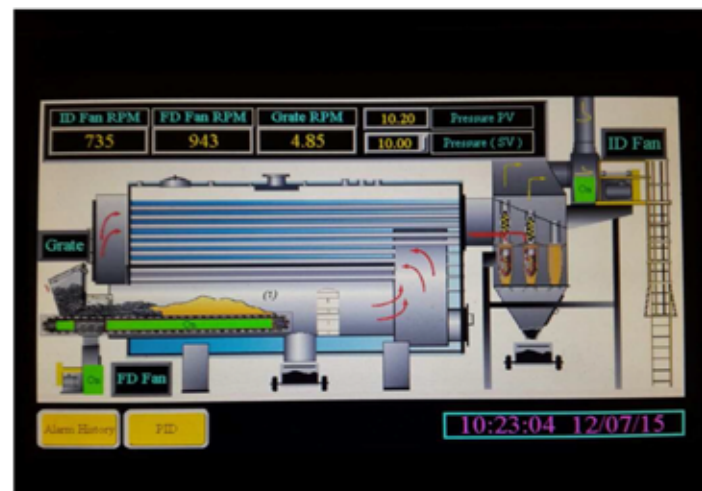
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## Combustion Technology focuses on efficiency

COMBUSTION Technology – based in Cape Town with a Branch office in Johannesburg – has its principle focus on energy efficiency in the steam and hot water boiler industry.

Combustion Technology's MD Grant Renele says that most boilers currently in operation are inefficient by about 8% - 10%. Further he states that what boiler users do not realise is that only 3% wastage is the equivalent of one new steam or hot water boiler every 4 – 5 years in wasted fuel costs.

The key issue mostly neglected or ignored is that boiler suppliers quote efficiency of say 90%.

Well, says Renele, this is only at MCR (Maximum Continuous Rating) and only really verified (mostly not) at

Performance Acceptance Testing (PAT) with the client. Most boilers, in fact, do not run at MCR that often, and studies have shown that the majority of boilers are running at 35% - 40% of MCR most of the time.

It is in this area that Renele believes clients should be focussed and ensure they have the most modern equipment to keep efficiencies under control in these zones.

Combustion Technology has been in the Cape for nearly 30 years and has carried out some major projects that enhances its clients' boiler efficiencies.

Combustion Technology can survey a client's boiler and within 24 hours, advise where shortfalls exist and suggest ways of improving the efficiency.

## Combustion Technology signs exclusive agreement

COMBUSTION Technology MD, Grant Renele, has recently returned from Italy where he visited all the company's major suppliers' of high tech modern steam and hot water boilers, burners and combustion management systems suppliers.

Notwithstanding the broad range of exclusive products and worldwide brands that

Combustion Technology offers, Renele signed an exclusive agreement with one of Europe's largest industrial boiler manufacturers – BONO.

"The industrial range of the BONO company is a perfect addition to the uUnical range and our own in house Combustion Technology branded boilers,

**Continued on P20**

# Natural gas is the future of sustainable power generation



**Kenny Gaynor, Director at Cummins Africa Power Generation.**

lower over a five to ten-year period.

**The main mechanical difference between the two genset options lies in the ignition.**

"While the upfront cost is considerably higher, the financing costs of the higher capital expenditure amount are small in comparison to that of the operating costs with diesel fuel, which is more expensive and prone to more cost fluctuations than natural gas."

This ultimately results in a significantly lower kilowatt-hour (kWh) cost, when com-

pared to diesel. An added benefit of natural gas gensets is waste heat recovery, a process whereby generated heat can be recycled and reused for industrial processes and temperature conversion.

"Waste heat as high as 500°C can be reused for a number of processes such as boilers for laundry operations in a hospital or any other process that requires heat. Furthermore, the heat can be trapped and converted for use in air conditioning and cooling for data centres and office space. The major advantage of waste heat recovery is becoming more energy-efficient," Gaynor explains.

Despite the advantages of natural gas, Gaynor admits that the gensets are not ideally-suited to provide instantaneous

back-up power.

"In the event of a power failure, a standard diesel genset would kick in approximately 10 to 12 seconds after the power cut. A natural gas genset can take up to 50 seconds to pick up the required load. In this timeframe, power would be completely lost, and production would have to be entirely restarted, resulting in delays."

Alternative equipment can though be used to bridge the supply take-up gap

The Cummins range of natural gas gensets are designed and manufactured according to the highest quality standards at various plants around the globe. Says Gaynor, the natural gensets have been available in the local African market for a number of years and Cummins product and solutions have been well-received.

"Industries have come to the realisation that natural gas is a sustainable source of power generation. This type of technology is, however, still in its infancy stages – with natural gas accounting for around four percent of power generation in Africa, compared to the international average of 21%," he adds.

Gaynor attributes this to the fact that natural gas is not as freely

available in Africa, due to pipeline infrastructure constraints. In South Africa, for example, most of the existing natural gas pipeline infrastructure was built over 30 years ago, with little investment being spent in upgrades and new infrastructure.

Mozambique boasts abundant natural gas reserves, however there is only one privately-owned pipeline that limits regional supply. Gaynor believes that investment should be placed into a second pipeline.

"Natural gas supply to South Africa needs to increase from a wholesale point-of-view, while old regional infrastructure is replaced."

Gaynor indicates that the natural gas markets in Nigeria and Tanzania are experiencing steady growth and, if more investment is placed in distributing this fuel locally, natural gas will become a more viable power generation option across the continent.

"Cummins has certainly experienced a considerable uptake in queries on natural gas gensets over the past two years. The interest in natural gas is there, it is now just a matter of making it more readily-available and cost-effective through infrastructure upgrades," he concludes.

## Manufacturing of boilers and burners saving electricity costs and reducing emission

**Continued from P12**

hundred years' time, we need to invest more into renewable energy sources. Largely because of the impact that greenhouse gases have on the environment. It is proven that many industrial firms are saving a lot ever since boilers were manufactured and implemented.

The Boilers and Burners Technologies Conference will be held on the 26th - 27th May 2016, in Emperors Palace Convention Centre, Kempton Park, Johannesburg. This is going to be successful event and high profile people and experts in the industry will be presenting and discussing development within the industry.

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# Materials handling lifts the program at African Ports Evolution 2016

CO-LOCATED with Africa's largest ports show; the African Material Handling and Logistics Expo will showcase equipment and technologies designed to make port operation run efficiently.

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South Africa's eight commercial ports alone processed just under 297 million tons of cargo in 2015. The bulk nature of these shipments makes materials handling an essential part of this support infrastructure and it is crucial that the continent's port operators are up to speed on the latest technologies in this sector. The latest technologies are highly efficient and address productivity, safety and driver fatigue issues.

Recently UWC and Implats unveiled South Africa's first hydrogen fuel cell forklift and refuelling stations (see page 18.) This technology minimises heat, noise and noxious gases, making it ideal for indoor applications.

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The Materials Handling and Logistics show and African Ports Evolution will take place on the 18-19 October at the Durban ICC.

For more information contact:  
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## Flexibility reaps rewards for OEM and quarries

IT is not only large blue-chip mining companies that are opting for a premium product and technical after-sales support from Weir Minerals Africa. Small mining operations in its sub-Saharan African and Middle East territories are also part-

nering with the original equipment manufacturer (OEM.) These operations include aggregate and sand producers, who have become a very strategic growth market for Weir Minerals Africa, says Rene Calitz, the company's head of

strategy and marketing. She reports ongoing success with the company's Trio comminution equipment, especially in the quarrying environment.

The company recently received a contract for a 300 ton per hour plant in

Zambia, followed by its latest comminution project in the Middle East - a 400 ton per hour crushing and screening operation in Saudi Arabia.

She says the success that Weir Minerals Africa is enjoying in this market can be attributed to the company's commitment to lowering the total cost of ownership of its customers' operations.

The OEM achieves this through its extensive research and development programme that is geared at improving longevity of wear items, while constantly improving the overall performance of existing solutions.

Complementing this strategy is the solid footprint that Weir Minerals Africa has developed on the continent. It has facilities in all the major mining centres in sub-Saharan Africa. This infrastructure is being used to support those quarries operating in countries across South Africa's borders where aggregate and sand is in high demand for large infrastructure delivery programmes.

In a more recent development, JD Singleton, general manager of the Trio and Enduron comminution equipment ranges for Weir Minerals Africa, says the company complemented already sizeable technical support infrastructure with dedicated comminution field service teams. These will mainly be geared at boosting response times for quarry operators in sub-Saharan Africa.

While many OEM's and suppliers have cut back on their parts stockholding, Weir Minerals Africa has retained high levels at its facility in Alrode, Gauteng, South Africa. At the same time, a new parts inventory warehouse is being built in Dubai to service the buoyant aggregate and sand production industries in the Middle East.

Calitz says that these initiatives are in line with Weir Minerals Africa's strategy of ensuring a sustainable business model where, just like its large mining customers, quarries will continue using its solutions.

As Singleton notes, small owner-operator quarries are also realising the benefits of using a premium brand that is supported by its own internal engineers and technicians.

"We bring skills that are able to optimise their plants, increase availability and boost their production levels," says Singleton.

Clearly, Weir Minerals Africa's policy of providing the same level of service to mines of all sizes is paying off.



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HBPR/K101



## Safety for hoists and cranes in explosive environments: Konecranes builds on vast experience

MATERIAL handling plays a significant role in safety for hazardous environments, whether in mines, chemical and petrochemical plants, oil refineries, gas power plants, waste water treatment plants, paint shops and other industrial sites

Operating any electrical equipment in explosive atmospheres requires specially-designed and constructed lifting equipment to avoid the risk of explosion posed by gases, liquids, dusts, vapors and other substances. Because of the risks involved, Konecranes adheres to South Africa's strict safety and quality assurances, and substantiates the quality of Konecranes products by multiple certifications such as the following;

- IECEX
- ATEX
- CSA
- INMETRO
- TR CU

### Cranes and hoists for hazardous zones

Hazardous places are classified in terms of zones, according to the frequency and duration of the occurrence of explosive atmospheres. Konecranes offers equipment for Zones 1 and 2 (gas hazardous environments) as well as for Zones 21 and 22 (dust hazardous environments). Electrical equipment in these zones must be housed in an explosion-proof or flameproof enclosure strong enough to contain any explosion without losing its explosion-proof properties.

Konecranes has a comprehensive range of explosion-proof cranes and components drawn from long experience in explosion-proof applications. The range includes industrial cranes, jib cranes, and manual cranes, as well as electric and manual hoists with lifting capacities of up to 160 tons.

EXCXT electric wire rope hoists represent the highest levels of safety and quality in the lifting equipment industry. An innovative mechanical configuration that prevents sparking, combined with state-of-the-art speed control and motor technology, makes the Konecranes EXCXT hoist an industry benchmark.

The Konecranes EXN electric chain hoist is a durable lifting solution that features superior performance

and the high level of safety and reliability vital in an explosive atmosphere. The EXN chain hoist has the configuration flexibility to suit a range of hazardous environments, providing a safe and ergo-

nomically daily work area for operators.

Konecranes manual hoists are an economical solution in hazardous environments where electricity is not available or practical. Manual hoists are

available for a wide range of load types and offer features to improve work efficiency.

Fast, precise and safe load handling is of utmost importance when working in a hazardous environment.

With its speed and flexibility, the Konecranes EXATB Air-Balancer is a great alternative to hoists. Its unique technology enables easy manual

Continued on P18



Konecranes EXCXT wire rope hoist cranes for hazardous environments.

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## Safety for hoists and cranes in explosive environments: Konecranes builds on vast experience

Continued from P17

manipulation of items, with air pressure as the power source. A wide variety of control systems and optional features provides precise handling and full control over the load.

### Safety is the highest priority

Konecranes provides specialised maintenance services and spare parts for all types and makes of industrial cranes, hoists and port equipment, from a single piece of machinery to complete maintenance- and

material-handling outsourcing services. The primary objective is to improve safety and productivity in the day-to-day operations of Konecranes customers.

Konecranes provides an extensive range of services to help improve safety, decrease the cost of downtime and increase the productivity of uptime. With a coordinated network of maintenance professionals around the world and here in Southern Africa, Konecranes can service any make of crane and hoist.

Konecranes services include inspections, repairs, maintenance, and modernizations of cranes and other lifting equipment worldwide.

Modernizations can provide a complete transformation of an existing crane as an alternative to replacing it. When modernizing lifting equipment for hazardous environments, hoists, trolleys, traveling machinery are usually replaced for increased capacity, speed, duty and load control. Upgrading to a higher EX classification is also common.

## SA's first prototype hydrogen fuel cell forklift unveiled

SCIENCE and Technology Minister Naledi Pandor unveiled South Africa's first prototype hydrogen fuel cell forklift and a refuelling station at Impala Refining Services in Springs, near Johannesburg. The development is set to boost South Africa's hydrogen fuel cell industry.

The prototype is a collaborative effort between the Department of Science and Technology through the HySA Systems Centre of Competence based at the University of the Western Cape and Impala Platinum

(Implats) through its Impala Refineries in Springs.

Over the past three years, Implats has provided HySA Systems with funds of R6m to enable the prototype development. Implats plans to use hydrogen fuel cell technology as its main source of energy for material handling and underground mining equipment.

Speaking at the event, Pandor said fuel cell technologies had the potential to provide access to affordable, safe, clean and reliable energy, which is necessary for

broad-based economic development and growth in the country.

"While the fuel cell market is still in its infancy in South Africa, recent developments indicate a growing appetite for the technology," Pandor said.

She said South Africa had started to make a number of bold moves that could see it leapfrog into being one of the leading countries in hydrogen fuel cell technology installations in the short- to medium-term.

"South African scientists are increasingly leaders in research into the developmental imperatives of our society - finding innovative solutions to rural development, tackling the problems of gender equity in the home and at work, and looking for new research opportunities to support sustainable growth.

"South Africa has an abundance of renewable energy potential. It has some of the best conditions for solar energy in the world, and sufficient wind-energy potential to provide us with our energy needs," says the Minister.

Developing a viable fuel cell industry in South Africa has several advantages for the country such as economic development, sustainable job creation and social good.

As the world's largest platinum-supplying region there is a guaranteed supply of the metal as well as the potential to increase in global platinum demand.

Implats Chief Executive Officer Terence Goodlace said the development and implementation of the technology provides an important opportunity for South Africa to play a role in reducing global greenhouse emissions - diminishing urban pollutants and contributing to reduced health care costs and an improved quality of life.

The benefits of the metal hydride technology include much longer operational times between refuelling, contributing to a significant increase in productivity.

In contrast, diesel and electric-powered forklifts are refuelled daily, affecting productivity negatively.

The onboard metal hydride storage also allows for the forklift to operate at a

low pressure (180 bar), which increases safety, as opposed to most fuel cell vehicles, which operate at 350 bar, requiring a high pressure hydrogen compressor.

Typically, these compressors have challenges with high service costs, safety and reliability.

### Nine-point plan

In his State of the Nation Address in February 2015, President Jacob Zuma announced the Nine-Point Plan to boost economic growth and create much-needed jobs.

The Nine-Point Plan serves as a response to the slow growth of the South African economy.

In that regard, Government and public agencies have invested over R1tn in infrastructure between 2009 and 2014.

The investments are in energy, road, rail, ports, public transport, bulk water and sanitation, hospitals, basic and higher education infrastructure, and innovative projects such as the Square Kilometre Array and MeerKat telescopes.

HySA Systems is one of three centres of competence established by the Department of Science and Technology under the Hydrogen and Fuel Cell Technologies Research, Development, and Innovation Strategy, the objective of which is to use local resources to develop high-value commercial activities in hydrogen fuel cell technologies.

The ultimate goal of the HySA Strategy is to enable South Africa to supply 25% of global platinum group metal-based catalyst demand by 2020.

"Fuel cell-powered forklifts are gaining significant traction worldwide, and are now entering mainstream commercialisation. However, the limited availability of refuelling infrastructure, coupled with the challenge of finding the most appropriate on-board hydrogen storage technology, remains a big challenge.

"Through this demonstration project, HySA Systems has addressed both challenges through the use of a novel metal hydride material for both hydrogen compression and storage," said Dr Cordellia Sita, Director of HySA Systems.



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# Frigo cuts cold storage power costs

SOUTH Africa's increasing electricity costs are forcing companies with cold storage facilities to re-examine the efficiency of their environmental control, and managers involved in maintaining the cold chain will increasingly have to seek the best possible sealing solutions for cold storage rooms.

One company well positioned to help customers meet their energy saving targets is DDL Equipment, whose Frigo rigid motorised traffic doors, manufactured by European company Nergeco, allow high traffic while delivering one of the most efficient insulation barriers available.

The commonly encountered flexible door curtain rolled up around a drum fitted above the lintel is not ideal because of the ice layer which seizes the door when hot air meets cold during door activation, preventing the curtain from unrolling smoothly upon closure.

Nergeco's alternative (and safe) solution to

this problem is to incorporate horizontal stiffening tubes into the flexible curtain of the Frigo door, to press the sides of the curtain firmly into vertical guides on both sides of the door frame. This results in an airtight curtain with an even resistance to air pressure, and no need for any heavy bottom beam for smooth closure. There is also no need for the potentially dangerous heavy steel bar often found attached to the bottom of roll-up door curtains, to overcome the friction of the ice layer.

Frigo doors are divided into three broad categories.

Frigo I is designed to separate two below-freezing cold storage areas with only a small temperature differential. The speed of operation of the roll-up curtain is 1,2m/s, allowing for short opening and closing times while the tight seal within the frame maintains the airtight barrier between the two areas without any danger to pedestrians. The design facilitates



Frigo III motorised cold storage traffic door.

high traffic while preventing air draughts and ice deposits, and the curtain's flexibility prevents product damage due to impact.

Frigo II separates a refrigerated (above freezing) storage area from a storage area at room temperature. Additional insulation is added by welding air cushions between the curtain's flexible fabric double skin. The curtain, airtight within its frame, folds up quickly to provide low heat and cold loss, preventing air

draughts and ice deposits while allowing high traffic. Activation is wear-free since the curtain is held deeply within the guides and friction is kept to lowest values.

Frigo III separates a below-freezing storage area from either a refrigerated storage area or a warm storage area. The Frigo III curtain has the highest level of insulation in the range, achieved by welding two air cushions between a folding, flexible triple-skin fabric curtain, which ensures a tight seal to all four sides

of the frame to establish an airtight barrier. It is further designed to prevent warm air from going over the curtain by means of a patented sealing system which prevents air draughts and ice deposits while facilitating high traffic. Curtain icing is kept under control through a combination of insulation properties, airtight design and above-freezing door frame temperature.

A spectacular example of the capabilities of the Nergeco product range can be found at

Montbartier in France, where the 90,000m<sup>2</sup> Grand Sud logistics platform processes 50 million fresh fruit, fresh vegetable and frozen packages each year, requiring intense logistical flows to be carried out between the external ambient temperature and two controlled temperatures of -25 and +7 °C.

Based on the design principle of the double wall, the freezer and chilled product areas are insulated from the external skin by air locks, gas loading areas and movement areas opening onto the packaging section.

When Montbartier was being planned, the insulation between these various units operating at separate temperatures and relative humidities was to have been handled by a combination of high-speed flexible doors with composite frames, air curtains and automatic isothermal sliding doors sourced from several different suppliers.

However, the com-

missioning company decided to seek out a single supplier of high-speed flexible doors offering a range able to cover the multiple configurations on the site, and Nergeco was chosen to supply all 27 doors at Montbartier.

Very large Star folding productivity doors protect the building from the outside, while corrosion resistant doors from the multi-composite framed Agro range are installed in the positive ambient fruit and vegetable areas. There are also two Enduro doors to divide the building between dry and fresh products.

At the heart of the cold chain are various models of Frigo doors fitted with flexible curtains and one, two or three walls depending on the refrigerated areas they need to separate.

The complete Frigo range is sold and supported in South Africa by DDL Equipment, alongside Agro, Star and Enduro doors.

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## Demand for Potain tower crane rental units increases

INCREASED demand for tower crane rental units is set to continue as contractors see this as a more cost effective option given the cost of construction equipment ownership which has been exacerbated by the declining rand/euro exchange rate.

Louw Smit, sales manager at SA French, a division of Torre Lifting Solutions, says that renting such a crucial materials handling tool on a full service package makes perfect sense, especially on short- to medium-term contracts.

"The cost of owning capital equipment is more expensive overall when compared to renting the same machine," he says. "And when it comes to a tower crane there are additional factors that come into play. Tower cranes are not always a case of one size fits all and the requirement on each contract will call for a specific

configuration that can cater for the lifting capacities at a specific radius. Contractors cannot always afford to maintain an extensive tower crane fleet and making do is not an appropriate option as this could jeopardise safety and cycle time during lifting operations on site."

Renting a tower crane also allows a contractor to lower the working capital costs on a project, and it gives ready access to machines that incorporate the latest technology.

SA French operates a large tower crane rental fleet which includes both tower cranes and hydraulic self-erecting cranes. The range covers from units with a 46m jib and three ton lifting capacity to tower cranes with a 70m jib and a maximum lift capacity of 16 tons. Smit says that the most recent

Continued on P21

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# Hot MHE products for cold storage giants

GOSCOR Lift Truck Company (GLTC) has supplied Imperial Cold Logistics (ICL) with a range of material handling equipment for its new, state of the art, revolutionary cold storage Distribution Centre (DC) in Linbro Park, North East of Johannesburg.

ICL DC Manager Brink Heinemann, says that the newly engineered and designed warehouse can do under one roof what others do under several.

"This facility represents a significant increase in efficiency and productivity and will help us give our customers an even better service," he says.

The facility has a range of temperatures throughout its various chambers.

"Temperatures range from ambient outside to the despatch and receiving area which is 0°C - +5°C, onto the six central storage chambers which are at -25°C, a further chamber at -30°C and then



Left to right: Daniel van Rensburg – Goscor Area Manager, Battery Division; Brink Heinemann – ICL Depot Manager; Ronald Jones – ICL Maintenance Controller and Steven Kane – BHS Global Director.

a specially designed chilled area which is also 0°C- +5°C," says Heinemann.

He explains that the new structure required 371km of heated wire for under-floor heating which is virtually continuous throughout the building. "Firstly we had to fly the wire in from Europe, which was a challenge in itself, and then this and to be laid, covered by soil, polystyrene and

concrete, then a further ½- metre of special insulation and then more concrete. "Given that the warehouse is a gigantic 250m x 110m the magnitude of laying a floor to such exacting requirements cannot be over-played," he says.

In total GLTC supplied 48 vehicles to the new facility, which included 12 Crown ESR Heated cab Reach Trucks to work at temperatures

from 0°C- 30°C; eight Crown three-wheeled counter-balance lift trucks with a lift height of 4,825mm – used to offload trucks in the dispatch area; 8 x GPC 3040 low-level order pickers and 20 x WT3040 powered pallet trucks.

An important part of the deal included the supply of a fully equipped BHS Global (BHS) battery bay with over

140 batteries.

"BHS equipment is of the highest quality enabling us to provide our customers the best engineered solutions for battery management, which significantly improves productivity and profitability in the warehouse," says GLTC Sales Director, Patrick Barber. He adds that safety, efficiency, and space savings in the lift truck battery changing area is one of Imperial's highest priorities and Goscor was able to meet their demands in this regard."

The battery bay includes a triple-stack battery extractor and support equipment including electrical distribution systems, battery fleet management systems, battery room ventilation and a whole lot more.

Heinemann says that the decision to use Goscor was a result of various factors of which Total Cost of Ownership was the key consideration. Goscor's impeccable track record throughout the

Imperial Group confirmed that this objective was achievable.

"We know the excellent quality and reliability of GLTC's range of products. When you combine that with competitive pricing and the enthusiasm of an outstanding service organisation the purchase decision is made much easier. An on-site Goscor technician completes the total service offering and ensures that the total package is managed efficiently," says Heinemann.

He adds that in a DC, which operates between 30,000 and 52,000 pallet positions (depending on configuration,) efficiency is the key factor and the operation of and service on the material handling equipment is fundamental to this equation.

The operation of this DC comprises getting the goods in raw bulk from the primary producers to various manufacturers and then bringing back

the finished goods from them.

Thereafter 'primary' and 'secondary' distribution occurs. The former is the bulk distribution of finished goods to one distributor and then "secondary distribution," which is the distribution of "burst loads" – that is finished goods to a number of retailers.

Currently the primary distribution transport is outsourced within the group (insourced) while the secondary distribution is done with the DC's own fleet of about 80 – 100 vehicles of between four and 14 tons.

"This is a world-class facility and leads the way in this country in terms of the future of cold storage distribution. Goscor is extremely proud to have been chosen as the preferred supplier of the materials handling equipment to the DC and we look forward to a long and productive relationship with Imperial and its team," concludes Barber.

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Combustion Technology signs exclusive agreement

Continued from P13

all manufactured in Italy to the European EN12953 code," says Renele.

The BONO range has boilers with efficiencies up to 98%. This will be of major interest to clients operating gas boilers over 12 tons of steam per hour.

BONO selected Combustion Technology as its steam boiler partner in South Africa after carrying out extensive research into other SA Companies in the industrial boiler field.

Combustion Technology has a solid base throughout South Africa – built up over 30 years – and has proven its capability to deliver quality products and guarantees, according to Renele.

As an example, Renele states the company offers high end industrial burners with guaranteed emissions, or your money back.

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## Demand for Potain tower crane rental units increases

Continued from P19



*Renting a tower crane allows a contractor to lower the working capital costs on a project.*

In addition to the rental fleet has been four new generation Potain tower cranes. These machines, which were manufactured at Potain's facility in Asia, will be used on a construction project

in Fourways.

An important service that forms part of the total rental package is that SA French engineers will assess the project and site requirements prior to recommending a partic-

ular tower crane. In addition the company will assist with site layout to ensure that the best coverage and hook time is achieved to complete the project timeously.

"Generally speaking, tower cranes can be erected in three days and all our rental units are signed off by SA French's qualified Lifting Machine Inspectors," Smit explains. This gives the customer absolute assurance that all safety parameters have been met. Lifting Machine Inspectors are registered with the Engineering Council of South Africa (ECSA.)

Significantly, two of the SA French technicians recently qualified as Master Technicians in France, putting these individuals in an elite bracket of only 30 such technicians worldwide.

Another factor that makes rental more attractive to contractors is that maintaining equipment is not their primary business activity. Smit says that renting equipment allows a contractor

to supplement its fleet without incurring the expenses associated with preventive maintenance, servicing and storage, and yet still ensures access to state-of-the-art lifting equipment with all the advantages that brings to a project.

This belief is underscored by the fact the SA French rental fleet business attracts a large proportion of repeat customers. "The depth of the rental fleet we maintain allows us to service all customer needs and still provide the most appropriate tower crane for a given project," Smit says.

Preventative maintenance forms part of the rental package and tower cranes are serviced on site while operating on the project. The tower crane's condition is monitored and when returned at the project end the machine is assessed and repair work and where necessary full refurbishment is done by the company. This ensures that all tower cranes going out on a

rental basis will achieve the requisite high performance and reliability for which Potain machines are known.

Commenting on industry sectors where Potain tower cranes are operating on a rental basis, Smit says the spread is across most industries with units on construction sites

where hospitals, office developments, hotels and shopping malls are being built as well as on infrastructure projects, on mines and in petrochemical facilities.

"Renting a tower crane is not the only options, and we do concede that it is a situational decision determined on a case-by-case basis. We

are, however, well positioned to assist a contractor in determining what is best suited to an individual project site," says Smit.

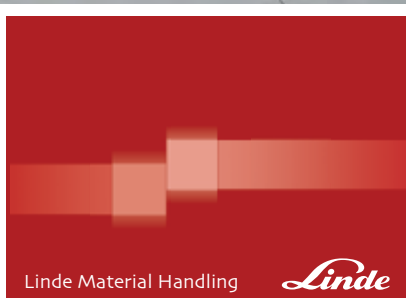
SA French also offers a range of material and man hoists for rental, and these are typically used by the same contractors that rent tower cranes.



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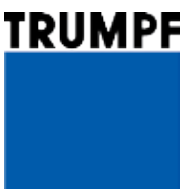
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Extensive rehabilitation of abandoned mill motor for New Zealand gold mine



Marthinusen & Coutts's test technician, Suresh Gunpat, with the 40 pole synchronous mill motor during the series of tests conducted on it on completion of the rehabilitation process.

MARTHINUSEN & Coutts recently performed an extensive rehabilitation of an old 2,985 kW salient pole synchronous mill motor that hadn't been in use for over 10 years. The project was commissioned by international mining company Newmont for the Waihi opencast gold mine in New Zealand. Marthinusen & Coutts took on the project after initially agreeing to retrieve the motor from where it had been left lying in the veld at the site of the old Crocodile River gold mine at Hartbeespoort Dam near

Skeerpoort, Gauteng. "We were first awarded a contract to assess the condition of the motor to estab-

"Apart from the fact that it had been left abandoned for so many years"

lish what sort of state it was in and to then quote for repairing it," says Craig Megannon, general manager at Marthinusen & Coutts. "Not surprisingly we

found it to be in a poor state. Apart from the fact that it had been left abandoned for so many years, it is a very old motor. It was manufactured in Japan in 1970 and had since been deployed at mining operations in Australia, Argentina and South Africa." "Repairing it has involved an extensive amount of work and included complete remanufacture of parts that we found to be beyond repair," says Megannon. The rehabilitation contract was awarded in October 2014 and was completed at the end of October 2015. The repairs that were done included rewinding of the rotor, replacement of the stator core with laminations manufactured by Electrical Machines' Laminations & Tooling business unit. Parts that were replaced with re-manufactured parts included the journals, slip-rings, brush gear and coupling. "We also modified the stator design to increase the stator copper thickness and reduce the overall temperature rise, which we found to be the main limiting factor in the stator in its original form. We did the design using advanced software we recently acquired for this type of specialised work," he explains. Machine Monitor, an Australia-based third party engineering company, observed and monitored the entire rehabilitation process and testing at Marthinusen & Coutts' Cleveland plant throughout the duration of the contract on Newmont's behalf.

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SKETCH 2014/0819



# The perils of every day work for many people and the solution we provide

In the working man's world often hidden from the 'main stream' in industries such as mining, agriculture, fishing, engineering and construction offer very specialized and often obscure industry specific vocations for many types of professional and non-professional people but in very dangerous environments.

I use the term workers loosely because these people are essentially the everyday working class heroes. Often exposed to potentially life threatening environments and work challenges that can fall within the categories of hazardous and dangerous. I will give you a loose example: I saw on the news this morning that in India, many of the workers that work in the sewers underneath the main cities can work themselves to death, literally. They are made to work in dark, narrow, inhospitable spaces and to their disadvantage they are made to do this work without any protective clothing. Common causes of death being drowning and contracting illnesses such

as dysentery. Not pleasant I am sure you agree. I hope you were not eating your lunch while reading this passage. Now some people may not consider this scenario, ever, but to many others all around the world this is their everyday reality in order to earn a living wage to enable them to feed their families.

In South Africa we have pleasingly advanced more quickly than other emerging third world countries such as India In terms of our occupational health and safety policies and the supply of personal protective equipment and protective clothing. However the incidents of work related injuries and diseases for our workers in our country is much higher than the 'man in the street' could ever imagine.

Shock and horror statistics released by the International Labor Organization on South Africa's rate of occupational injuries and diseases are alarming. While South Africa has the benefit of world class legislation in our Occupational Injuries



and Diseases Act, our downfall remains in our lack of implementation and compliance. Nothing new to digest for South Africans all round. The problem is that we are talking about people's lives and their well-being while at work.

One market in South Africa that has grown substantially is the availability of protective solutions i.e. supply of protective products for workers needed to help minimize risk exposure in the workplace. Whether it be fall arrest devices to assist in the safety of people working at height, or respiratory protection to help minimize the incidences of work related respiratory illnesses and diseases.

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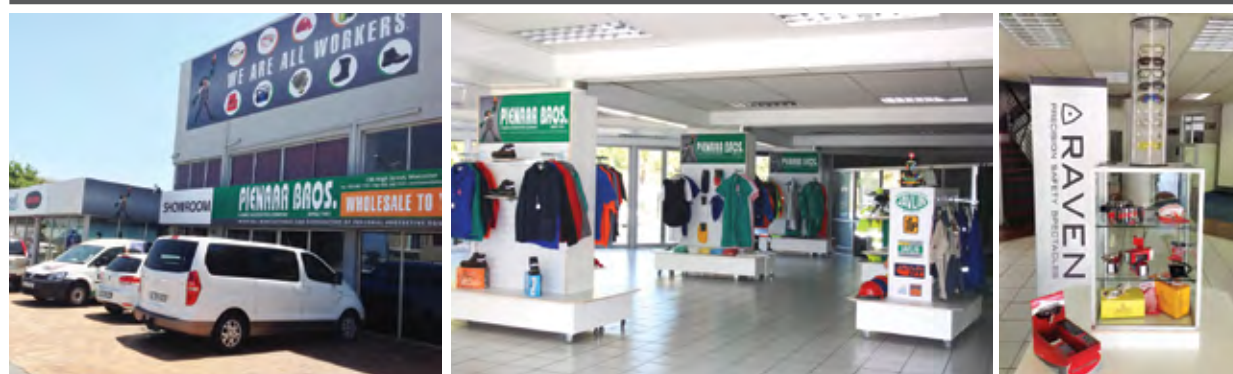
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# Wiese's sunny disposition



RETAIL tycoon Christo Wiese is an adventurous investor with wide ranging investment interests. But his latest tilt at alternative energy is most surprising – particularly since this unexpected deal was facilitated through a company better known for its acumen in specialised financial services.

Last month Mettle Solar, part of retailer Christo Wiese's Tradehold property group, acquired a 50% stake in Sustainable Power Solutions (SPS), an engineering and construction firm that specialises in the design, installation and operation of solar photovoltaic (PV) roof and ground-mounted systems.

The price paid by Mettle – which has carved a niche for itself in specialised fi-

nancial services over the past 20 years – was not disclosed.

A press statement from Tradehold, however, noted that SPS was currently involved in the installation of more than 4,000 roof-mounted solar panels (1,2MWp) in the V&A Waterfront in Cape Town. This is one of the largest solar projects in the country.

The company also recently successfully installed and commissioned a 500kWp ground-mounted solar system on the island of St Helena, which is reducing the island's dependence on diesel fuel.

Mettle Solar MD François van Themaat said the transaction was the outcome of a close working relationship with SPS, which has undertaken

the design and installation of a number of Mettle Solar's major grid-connected PV contracts.

"We are very pleased to have acquired a stake in one of South Africa's leading rooftop solar companies. This closer relationship with SPS will allow Mettle to roll out rooftop solar projects more efficiently and at very competitive prices."

SPS CEO Axel Scholle, who has overseen the construction of over 7MWp of roof- and ground-mounted projects to date, has welcomed the partnership with Mettle Solar.

"Having a company such as Mettle Solar on board will strengthen our ability to harness the many opportunities in the area of solar power generation at a time when conven-

tional generation is becoming increasingly more costly."

Scholle expects that solar – coupled with storage – will alter the electricity generating and distribution industry across the continent in the next decade.

Cape Town-based Mettle Solar was only established in 2014 to take advantage of the burgeoning demand for alternative energy sources ... and then solar energy in the commercial environment.

While the company designs, installs and maintains the solar PV systems (which range in size from 100kWp to 3MWp,) there is still a financial connection with Mettle offering clients financing options to fund installations.

Van Themaat said Mettle Solar currently operated in South Africa and Namibia, but was pursuing opportunities across Southern Africa.

He said Mettle Solar was engaged in five new projects – three in South Africa and two in Namibia. Most of these projects involve shopping centres – which is intriguing considering Wiese's sprawling retail empire and Tradehold's plans to develop shopping centres in Africa.

Both properties in Namibia form part of the Tradehold portfolio.

# Reliable, maintenance-free cable reeling solutions from Powermite

POWERMITE, a division of Hudaco (Pty) Ltd., is a mechanical and electrical engineering specialist that supplies the southern African market with what it calls superior, reliable and economical cable reeling systems to meet both customer and application requirements.

Cable reeling systems are responsible for the laying down and retrieval of cable in applications where a predetermined length of travel and a fixed amount of cable is connected to a fixed point while a moving point travels over a fixed line, rail, ground or height at a set speed. These reeling systems carry a variety of cabling (medium voltage, low voltage and milli power, control, fibre optic/data and composite cables for data and video supply) as well as water, air and hydraulic hoses. The system must keep the correct tension at all times to prevent damage during operation and to keep the cable out of harm's way.

The cable reeling systems, supplied through Powermite's materials handling division, are extremely versatile according to the company.

"Our cable reeling equipment is manufactured in a variety of materials including, painted steel, stainless steel, and hot dip galvanized surfaces, to suit a wide range of applications such as indoor, outdoor, dusty, corrosive or specific en-

vironmental conditions," states Donovan Marks, Marketing and Sales Director. "The length of the systems can be increased or decreased as requirements deem fit and they can be applied to low speeds (5m/min) or high speeds (120m/min) over distances ranging from 1m to over a 1,000m."

Over the past five years, Powermite has supplemented its renowned spring driven, torque motor and permanent magnet clutch drives with Variable Speed Drive (VSD) technology that enables all the drives to provide a constant torque to ensure the cable is protected and kept out of harm's way during winding and un-winding functions.

By utilising the anti-runback bearing/braking resistive-based drive systems, Powermite achieves tremendous success with system reliability.

"Our systems continue to run regularly over several years in extremely robust environments," affirms Marks.

The main gearbox unit located inside the motorised reeling drum carries the slip ring assembly, the spool and the drive units. Due to its supporting function, the specification of the main gearbox unit is directly related to the size and type of reel. The spring units are provided with a flange for mounting onto struc-

tures, frames or walls. Encased in a steel housing with safety anchors, each spring has an operational duty cycle of 80,000 operations. Slip rings are mounted onto the shaft supported by greased-for-life bearings, ensuring a maintenance free cable reeling solution.

Powermite supplies cable reel solutions to a wide range of industries including mining, plant, factory, warehousing, waterworks and stockyards. The company's customer base includes bulk mining OEM companies, crane manufacturers, system installers, machine builders, automation manufacturers, industry and wholesalers/retailers. "Our bulk materials handling equipment operates on stackers and reclaimers, spreaders, shiploaders and other port handling applications for coal, iron ore, magnesium, ash, etc. and supply power to long travel cranes, portal cranes, hoists, magnets, transfer cars, etc."

In tough economic climates, refurbishment is a cost-effective alternative compared to new equipment purchase. "Powermite has the necessary capabilities and expertise to refurbish cable reeling systems to OEM standards," says Marks.

A range of cable reeling system accessories including one-way or two-way guiding devices with optional slack cable, over tension and position detection systems, anchoring drums with or without connection boxes, connection boxes for LT/MV power, control and fibre optics cable and slicing kits, end limit switches for end of travel and drum full safety, cable sleeves and shock absorber springs, etc. are also available from Powermite.

"With over 40 years' experience across numerous fields of industry, we understand that quality is of paramount importance to our customers as it has a direct link to reliability and productivity," states Marks. Our local manufacture is in accordance to the local industry norms with SANS 9001, 14001 and 18001 alongside our overseas principles Conductix and European EU and IEC standards."

As a leading supplier, manufacturer and importer under one roof, Powermite augments its cable reeling equipment with a comprehensive range of world-class quality cables, plugs and sockets, festoon systems, drag chain controllers, container load sensing systems, downshop lead systems, etc., all conveniently available from a single source.

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## Lesedi Nuclear Services signs agency agreement with US Lightning Eliminators

LESEDI Nuclear Services Pty (Ltd) are pleased to announce having successfully concluded an agency agreement with Lightning Eliminators & Consultants, Inc. (LEC) for the integrated lightning protection and lightning prevention products, comprehensive solutions and services to be rolled out in South Africa as a primary concern, with the rest of the African continent also being considered in the foreseeable future.

Lesedi, an Engineering Procurement and Construction (EPC) organization in the South African power sector sees the collaboration with LEC as complementary to its value proposition of offering local engineering and integration expertise with proven high end quality products that would add substantial value to customers.

In association with earthing systems and surge protection solutions LEC utilizes innovative patented charge transfer technology, in concert with comprehensive and integral consulting, assessment and design. All work-product is based on state of the art engineering principles and physics, which has enabled LEC to successfully install and maintain lightning protection systems (LPS) and solutions that divert direct lightning strikes and protect against lightning's secondary effects in over 90 countries, and throughout the United States for over 45 years.

Lightning Protection systems are engineered to prevent lightning from striking within a designated area of protection. LEC's "No-Strike" warranty ensures complete protection on all LEC su-



pervised installations and annually maintained DAS - Dissipation Array Systems.

Lightning and other transients can easily damage or destroy sensitive electronics, causing expensive downtime and repairs. Good Earthing is critical to

personnel safety and uninterrupted operations, and serves as the foundation for any complete LPS. For almost half a century LEC has helped companies around the world to increase their safety, bottom line and reliability using a combination of advanced

testing services coupled with superior grounding / earthing products in concert with a full line of surge protection devices. LEC and LESEDI's unique expertise will provide your facilities' and critical applications, expert consulting and support designed

with lightning in mind.

"With LEC's unique combination of experienced consultants, engineers and integrated services, coupled with Lesedi's highly skilled local engineering expertise in South Africa you can rely on expert advice backed by over 100 years of combined experience," says Mr. Lionel Trocadero (Engineering Director: Lesedi Nuclear Services.)

LEC Lightning Protection Services have provided lightning, grounding / earthing, and surge protection solutions throughout multiple industries which have produced greater safety, savings and efficiency using LEC's proprietary approach to risk reduction. The necessary services are dependent on your company's requirements. It can be as simple as a technical review or as extensive as a site survey.

## High performance polyurethane seals for wind turbines



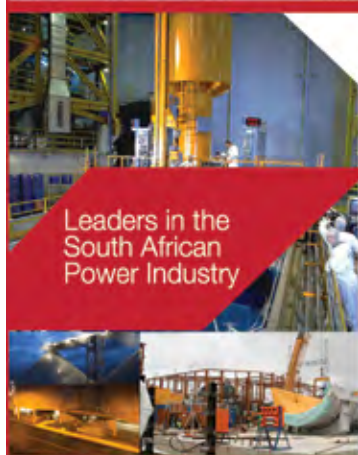
High performance polyurethane HRS seals from SKF for wind turbines.

SKF has developed a new generation of highly effective and easily maintained shaft seals for wind turbines that can prolong service life.

Wind power has entered the mainstream. By the end of 2014 global wind generation capacity had reached 369,6 GW according to Global Wind Energy Council. The share of wind energy in electricity production is expected to increase the coming years as wind has become increasingly competi-

tive. Demand for wind will also shift to developing countries where there is an increasing demand in electricity. To keep delivering on its potential, however, the global wind energy industry must maintain high levels of reliability and availability. As the number of turbines in use worldwide increases, operation and maintenance is becoming an ever more significant business. It is a challenge that is

Continued on P27



Lesedi Nuclear Services is a leading EPC (Engineering, Procurement and Construction) company with extensive experience in the execution of turnkey engineering projects. Lesedi has completed numerous projects in the nuclear, conventional, and, more recently, renewable sector environments.

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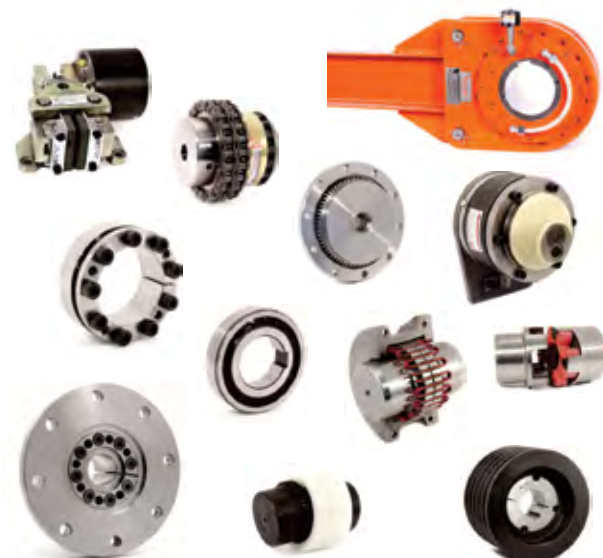
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# Water makers: a simple guide

**Andy Pay,  
Parker Racor  
Village Marine Tec.**

WATER makers are often seen as a technical item for only the largest yachts and shipping, but with new systems on the market today such as the Parker Racor Stowaway or simple Little Wonder models alongside many others this myth of difficult operation and lots of expensive maintenance is unsubstantiated.

Most manufactures recommend that routine inspection as in any other system on board the watermaker system should be inspected. You should visually check the mounting hardware,

belts, hoses, connections, pressure gauges and flow meters.

Due to the fact that the system is subject to vibrations transferred from the vessel and the equipment all mounting points should be inspected for tightness. Inspect all screws, brackets, nuts bolts, fittings and hoses. Give extra attention to the high-pressure pump and motor since this will be subject to the most vibration.

Regularly clean any salt water or residue found on or near the equipment with a rag wetted with fresh water. (Finding salt residue could indicate a leak.) Check for fluid leaks of oil or water from in the



system. Cleaning is often understated and can really help reduce the running costs by ensuring problems are spotted and fixed early.

As with your engine regularly check the oil level in the high-pressure pump crankcase when the pump is horizontal, the minimum oil level

should be at the centre of the sight glass with the maximum level at the top. The high-pressure pump oil should usually be changed after the first 50 hours of system operation, and then after every 500 hours of use. Be sure to use the correct recommended oil for your system. Check around the high-pressure pump for leaks. If leaks are found, you might have to replace the high pressure pump seals and/or valves. It is recommended to ensure you follow the system manufactures pump service guide for service.

Check the low-pressure pump to ensure that the pump turns freely, that the pump is properly fastened down and that there are no signs of leaks from the housings or shaft seal.

Quality watermaker systems will often use flat face o ring seal connectors as found on many modern hydraulic systems and twin ferrule fitting more commonly found in the oil and gas market to ensure leak free vibration resistance to ensure safe joining of high pressure lines. Others don't! You should check them for signs of leaks often salt crystals around joints and tighten as needed.

The plastic fitting can often be over tightened, which can result in cracking the fitting. Be careful when tightening. Check all tubing and high-pressure hoses for wear and friction potentially causing chaffing against other surfaces. Replace if necessary.

Test the seacock on the intake through-hull for proper operation. Be sure that it opens and closes correctly. If the seacock is "frozen" applying any force can break it. Before the system is run make sure that the seacock is in the open position. And that any over board valves or product water valves are open as well. Check the water maker intake through hull to make sure there are no restrictions or obstructions. Clean any debris or marine growth from the sea strainer, just as you would

any other sea strainer. While checking the sea strainer confirm that the sea strainer gasket is not brittle. If so replace it.

Make sure all feed water and brine discharge hoses are free of leaks and that all hose clamps are secure. If clamps show signs of corrosion replace them. It is good practice with most intake and discharge system thru hulls to use double clamps.

Replace the pre filters on the water maker when the inlet pressure drops to one psi or less. Changing the filter when needed will insure the optimum performance of your watermaker. The frequency at which you will change your filter will depend on the conditions you are in. We recommend the use of the Racor pleated polypropylene filters over the cheaper string bound ones. They will last longer and give a far more cost effective life with lower pressure drop meaning higher flows for longer filter life. This really does work out cheaper in the long run. Make sure the seals on the pre filter housings are in good condition. It is also recommended that when changing the filter elements that the bottom of the housings be cleaned to prevent any debris from entering the high-pressure pump or membranes.

Replace the fresh water flush carbon filter element to ensure no chlorinated water enters the system causing damage to the membranes. This should be done every six months at a minimum.

You should test the fresh water flush line to make sure that the water from the fresh water tank reaches the water maker during the fresh water flush cycle. This assures that there were no valves that were inadvertently shut or that the line is free from obstructions.

Occasionally check the salinity probe, which is the sensor reading the quality of water you are producing. Removal and inspection is necessary to be sure there is no growth or degradation of the probe. It is worth having an independent mini salinity meter on board to check water quality and recalibrate electronics if needed.

Now test the operation of the water maker. It is best to test the water maker in open ocean conditions where the seawater is exposed to good tidal exchange.

If the system uses a needle valve pressure regulator back it off all the way. Never start it in the high pressure position as this has the potential to damage the system. Start the low-


pressure pump on the system and let seawater circulate through the system for about 5 to 10 minutes. Systems such as the Parker Racor units use a constant pressure regulator meaning you only have to turn the 90° ball valve to the cleaning position. The system can be turned on in RO mode without damage, due to the design of the regulator meaning it can be truly remote controlled.

Now start the high pressure pump. This is a great time to visually inspect all components and hoses to make sure that there are no leaks or other abnormalities. Confirm the feed water inlet pressure is positive. Turn the needle valve clockwise to gradually increase the system pressure until the system is making its rated product water output or your reach 800 PSI whichever comes first. With the Racor system you only need to turn the ball valve to the "RO Mode." Confirm the system operating pressure, feed water TDS, and system output. If the system comfortably makes its rated product water output, there is no further testing to perform. If the system is unable to make its rated output, then the user should call a service technician to conduct further testing.


Once the system operation is complete and you're ready to shut down the system, turn the regulator valve counter-clockwise to the completely open position and turn the high pressure pump off followed by the low pressure pump. Then run a fresh water flush. This is like taking a shower to clean of the salt after a leisurely swim. It cleans out the system to give the best possible life. Once the fresh water flush is complete, the water maker is ready to use for the season.

If you plan to leave the system for a period of time you should then run a preservative solution in the system. Preserving the unit provide protection against biological growth when not in use. Closing the seacocks for added security is a good idea also, just like any other system not in use.


If you're planning some long-haul cruising some important spare parts to carry on board include; Pre and post filters, cleaning kits, high-pressure pump oil, salinity probe, high and low pressure switches, rebuild kit for pumps and calibration solution for your salinity monitor or hand held meter.




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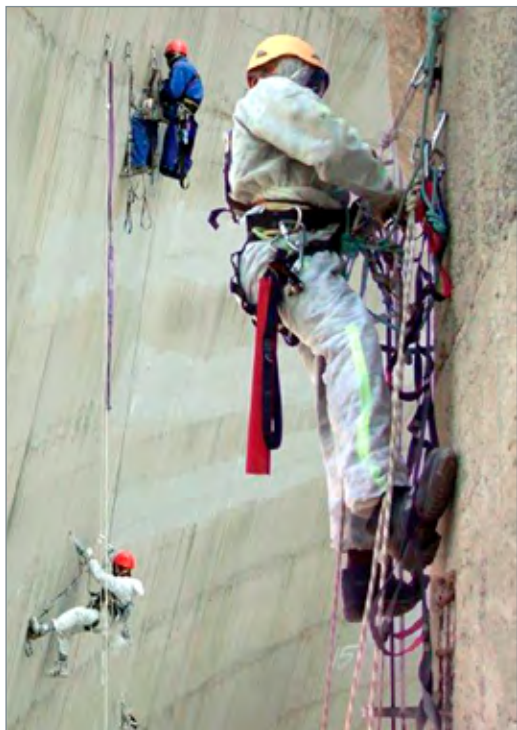


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# Hydro scheme cleared for danger



The inspection of the whole shaft and its entire depth was done using rope access gear.

IN order to eliminate the chances of freak accidents, complying with operational compliance procedures is a prerequisite for a hydro scheme. Skyriders recently assisted engineers with two shaft inspections at a hydro scheme in South Africa.

The hydro project was established to deliver energy to the national grid at peak demand times using hydroelectric power. It consists of an upper and a lower dam, each capable of holding about 22 million cubic metres of water. During peak times, the water is released from the top dam, passing through the shafts into the bottom dam. In times of low demand, the shafts are used to pump the water back again.

A three-man team from Skyriders assisted with inspections

entire depth was done using rope access gear such as rope, headlamps and battery-operated spotlights for clear visibility. "The shafts were well over 700m long, 6 m in diameter and with 25° slopes. Although it was not easy getting inside the shafts, the project was finished on time," adds Zinn.

Skyriders boasts extensive experience in all rope access applications. Its technicians are trained in various fields of rope access expertise. Zinn highlights that two senior technicians with Level 3 IWH certification, which is the highest level of rope access training, and one Level 2 technician, were sent out for the project.

"One senior technician went down into the shaft with the engineer while the other two technicians were on standby rescue outside."

Skyriders also provides structure inspections and installations, high-pressure cleaning, waterproofing, bolting / steel erection, welding, concrete inspection and repairs, and non-destructive testing. Due to its cost-effectiveness, flexibility and speedy expertise, Skyriders has become the preferred supplier of innovative height-related solutions.

of the shafts in December 2015. Skyriders marketing manager Mike Zinn indicates that since all construction on the project has been completed, the next step was to hand over to an engineer for inspections.

"We assisted with getting the engineer into each shaft safely, the final visual inspection of the shaft concerned and removing possible hazards such as debris and sand bags, which could cause damage."

The inspection of the whole shaft and its

## High performance polyurethane seals for wind turbines

Continued from P25

compounded by the fact that turbines are often installed in remote places, from mountaintops to offshore locations. In modern wind turbines, the main shaft seals provide the first line of defence between the external environment and the critical main bearings and gearbox components. These seals play a dual role: protecting turbine components from contamination and stopping lubricants escaping into the environment. Now engineers at SKF have developed a new generation of seals – the HRS range – specifically to meet the challenges of the wind energy industry.

### Light, compact and versatile

The machined polyurethane HRS seals weigh less and take up less space than labyrinth seal designs – a characteristic appreciated by equipment manufacturers looking to maximise space utilisation and minimise the weight of turbine nacelles.

They are available in three different designs to suit different applications. The HRS1 seal is designed to keep lubricant inside the turbine's bearing and gearbox, while coping with the large misalignments experienced in this kind of equipment. Depend-

ing on the size of the shaft, HRS seals can accommodate coaxial misalignment of up to 3mm. For applications where protection from external contamination by dust or moisture is also a priority, customers can add the HRE excluder seal to the HRS1, providing an additional external lip. Alternatively, they can use the HRS2 version of the seal, which incorporates an auxiliary lip into its design. The HRS seals are manufactured from G-ECOPUR polyurethane, which is an ozone, UV and water-resistant material that offers excellent wear resistance compared with the rubber materials commonly used elsewhere. In tests, the G-ECOPUR has proved to be five times more abrasion resistant than the next best performing elastomer material, a characteristic that translates into longer service life and less chance of premature failure. G-ECOPUR also allows the HRS seals to be machined with an exceptionally smooth surface. This means that the seals have less of a tendency to make grooves in the surface of the shaft, helping to maintain system performance over the life of the turbine. The seals' smooth outer surface, mean-

while, also prevents the leakage of lubricant between the seal and housing, a condition that commonly affects rougher phenol-impregnated fabric seals. "In wind turbine design, seals haven't the highest priority," says María Concepción Martín Product Manager, Wind Energy at SKF.

### A breeze to fit

The whole HRS range is available in solid or split designs. Solid seals are designed for installation during manufacture where operators can access the end of the shaft. Split seals are ideal for in-service replacement, or manufacturing applications where there is no access to the end of the shaft.

The smooth outer diameter of the HRS seals also makes them easier to install than fabric reinforced seals, saving time and cost in manufacture or replacement. Carefully optimised seal geometry means the sealing lip cannot contact the seal carrier, so minimising the risk of inverting the seal or losing the stainless steel garter spring during assembly. Meanwhile, the design of the seals themselves, with stiffer materials further simplifies installation, saving up to four working hours per seal compared to alternative fabric designs. For maintenance and repair applications, the split HRS seals are provided in special transport packaging that contains all the materials necessary to complete the job, a boon for service teams working in cramped and remote conditions.

The smooth outer diameter of the HRS seals also makes them easier to install than fabric reinforced seals.

"But they have a high impact on system performance, which is why they have been an important area of focus for SKF. The new HRS machined polyurethane seals have been developed to deliver exactly what the wind energy industry needs: greater turbine reliability with reduced maintenance requirements in a cost effective package. And when seal replacement is eventually needed, these seals offer a quick, easy and safe solution."

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EFFICIENCY and reliability of power supply in the rapidly expanding data centre business is crucial to feed the ever-hungry global information economy. As a leading technology innovator, ABB says it has considered the needs of data centres and continually enhanced products to meet ever-expanding needs.

"MNS-Up is the result of on-going custom-

er-centric product development. Data centres are continually growing and two key aspects, space requirements and scalability have needed to be addressed" says Ronald van Leeuwen, Business Unit Manager for Electrification Solutions in South Africa. "MNS-Up addresses these two areas very efficiently by combining the switchgear and un-

interrupted power supply (UPS) technologies into a single unit. No other provider of power distribution and uninterrupted power supplies is able to offer this level of technology in the market currently," notes van Leeuwen.

In traditional power distribution environments three discrete areas are required. The first area is dedicated to housing the input switchgear which is fed by the

main transformer. The second area, in-turn provides power to the modular UPS through either cable or external bus duct systems. The third area houses the UPS output switchgear, feeding power to the points of consumption. As the assemblies are physically separated, a specific level of safety is assumed and this

**Continued on P30**

## ARB Electrical Wholesalers entice customers with convenience and comfort

ARB Electrical Wholesalers, one of southern Africa's largest Electrical Wholesalers, says it is doing everything possible to make its customer's purchasing experience a quick, easy and comfortable one.

The company recently opened three new stores, making it easier to visit one of its 20 locations country-wide. The new branches – already open and trading – are located in Silver Lakes (Pretoria,) Meadowdale (Edenvale) and most recently Diep River in Cape Town.

This brings the total of ARB Electrical Wholesalers branches to 20, expanding on the company's presence in all nine provinces, by adding at least one additional branch in each major centre: Durban, Johannesburg, Pretoria and Cape Town. But bringing the product to its customers isn't just about opening

new branches; the company is also working to make its stores more user-friendly for contractors. The introduction of its "Quick Pull" system makes the most commonly requested products easier and quicker to find and purchase, via a dedicated cashier to avoid long lines. If a contractor purchases their daily materials in the morning, then returns to buy that one item they didn't think they would need, they can do so quickly and get back to their sites without wasting valuable time waiting in a queue.

At any one time the company has thousands of electrical products in stock, however these are stored in warehouses, not necessarily visible to customers. The "Quick Pull" system allows customers to browse and directly select what they need, rather than placing an order at the counter

and waiting for it to be pulled. Commonly requested items such as PVC and galvanised accessories, switches and sockets, cables and wire, hand and power tools, light fittings and lamps and other day to day products will be quickly and easily accessible in this area. "Quick Pull" also caters for those looking for a good deal, as items on promotion will also be added to the area to make it easy for customers to take advantage of these specials.

Another big step the company is making to enhance the customer's experience in-store. In something of an industry first, it has created purpose-built "chill-out" areas that allows customers to relax in comfort while they wait for their order to be pulled. Customers can now make themselves a cup of coffee and take advantage of free Wi-Fi to catch up on emails or quotes, or just sit down and watch some live sport action while they wait. The company has also taken a green approach in the construction of these new stores – all wood materials used to build the "chill-out" and "Quick Pull" areas have been recycled from used cable drums. This – says the company – is in line with the spirit of sustainability within the ARB Group.

The new stores will also have a variety of lamps and light fittings displayed in the lighting showrooms, which allows customers to see for themselves what is available before making a purchasing decision. These conveniently located stores also allow for contractors to refer clients to view and choose the lighting that best suit their homes or offices, while being helped by a sales person who can assist should the requested products not be

**Continued on P34**

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# Hulamin Containers Cape



HULAMIN Containers established a regional office in Cape Town in 1986. Starting off with only two employees in the Cape office, one of whom being Theresa Rinquest who is still with the company as Sales Manager today, the business has grown surely and steadily to a current staff complement of five. The office has moved premises a number of times from its original space at Hulett Glass and Aluminium in Epping, to its recently renovated 500m<sup>2</sup> warehouse, showroom and sales office at 5 Kiara Square, Esso Road, Montague Gardens.

With the belief in the virtue of unique partnerships and in order to support customers in the best way, for both standard and tailor-made packaging solutions, there are three sales representatives calling daily on customers from food manufacturers, to retail stores and, specialised food packaging distributors.

With the new office and show room Hulamin Containers is able to offer the additional benefit for customers to explore the whole range of products, from the wide range of aluminium foil containers and various lidding or sealing options. All the products are on permanent display in the showroom with customers encouraged to enjoy a cup of freshly brewed coffee or tea, interact with the sales team and be informed about the latest developments and opportunities that Hulamin Containers has on offer from their comprehensive range of products.

Continually striving to improve service levels in all spheres of the business, in addition to daily deliveries and collections, the Cape

office holds stock on behalf of customers in the adjoining warehouse. Sales representatives call on customers throughout the Western Cape region including Cape Town, Bellville, Stellenbosch, Wellington, Paarl and Atlantis; to both direct as well as indirect customers and end users, promoting products through distributors and training sales teams on products and their applications. Beyond the Western Cape, sales representatives also meet with customers extending to East London in the east, Upington in the north and to neighbouring countries Namibia and Angola.

Following on the international trend and the growing demand for smoothwall heat sealable aluminium food packaging, Hulamin Containers has invested in the latest technology presses and dies in order to supply the local market with these products. Currently six different sizes are being produced locally. Hulamin Containers has commissioned the manufacture of additional dies for smoothwall containers to be available for production by the end of the year.

In working with Hulamin Containers, customers gain access to decades of knowledge of the South African food industry. Most major retail groups, including Pick n Pay, Shoprite Checkers, Spar and Woolworths, have their head offices or regional offices in Cape Town. The Hulamin Containers sales team work closely with each of their Packaging Specifiers and Food Product Developers to ensure food packaging decisions are made on solid ground with the right selection of packaging for each application.



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# German scarfing systems for the tube and pipe industry



Mike Cronin, Managing Director of Elquip Solutions.

SOURCING from Elquip Solutions consumables to meet some of the leading provides both capital equipment and a broad range of industry requirements.

Specialising in the steel, coil processing and fabrication industries, the company prides itself on extensive knowledge of the South African tube and pipe industry; and has amassed a wide range of products and solutions for this niche market.

According to the company, customers in the tube and pipe industry need look no further than Elquip for quality solutions to their processes, according to Mike Cronin, Managing Director of Elquip Solutions. An example of Elquip's comprehensive customer offering is its range of specialised precision scarfing tools and consumables, manufactured by German carbide tool fabricator Saar-Hartmetall.

"Nearly every welded tube mill requires scarfing tools to re-

move the weld beads created during the welding process," explains Cronin. "In order to achieve a perfectly smooth surface in tube production, scarfing needs to be done with precision, as mission-critical processes must make use of the right equipment. Furthermore, mistakes in the engineering and manufacturing sector are extremely costly from a lost production perspective. It is therefore critical to use a tool designed to get the job done right the first time. Saar-Hartmetall are the acknowledged leaders in scarfing technology, and offer a product that is both highly efficient and user-friendly."

Saar-Hartmetall produce an internal and external scarfing system, as well as the carbide inserts as consumables. The tools

are also available in mechanical and hydraulic versions, for tubing from 14mm to 100mm, and 32mm to 184mm, respectively.

"As a company that is highly innovative, Saar-Hartmetall has refined its technology over the years. They have continued to lead the way with state-of-the-art component solutions which are also simple and cost-effective," says Cronin.

Far from simply delivering equipment to its destination, Elquip Solutions works closely with its customers to identify the most efficient and effective implementation for the technologies they require. Therefore, the company provides both installation and on-site training for its customers of Saar-Hartmetall scarfing systems.

"Although the technology has been designed to be as user-friendly as possible, scarfing is also a highly specialised process, and Elquip is equipped with the necessary know-how to provide our customers with expert advice and back-up support," says Cronin.

Large stock-holding of both tools and carbide consumables by Elquip means that the Saar-Hartmetall range is readily available to South African customers.

"When it comes to scarfing, Saar-Hartmetall is an international precision scarfing and deburring industry leader; and as providers of comprehensive industrial solutions, we are proud to bring this high quality system to the South African tube and pipe industry," concludes Cronin.



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## Power distribution and UPS in a single-system solution

Continued from P28

architecture is well-proven and has established itself as the norm. However it does have significant drawbacks. This topology relies on providing separate incoming and outgoing switchgear assemblies, with the associated power cabling or bus duct, resulting in a large footprint and great expense to interconnect the three assemblies.

ABB's MNS-Up eliminates the need for the three separate areas, allowing for a single assembly housing the power input, uninterrupted power supply modules and the power output (distribution.) Footprint savings of 20% are typical for a 500kW system, rising to a significant 30% for 2MW systems upwards.

Today's information economy requires of data centres to provide cost effective solutions that can grow alongside information consump-

tion. Avi Ramdhin, Sales Manager for Electrification Solutions, points out that, "With modules of 100kW capacity that can be added to accommodate power requirements MNS-Up can quickly react to market driven power demands, increasing the data centre's ability to service clients."

UPS modules are expandable in 100kW blocks. Each frame can support a total of five 100kW UPS modules, this can be further expanded with a duplication of the frames. Up to six frames can be joined together providing 3MW of power. It need not end there; further systems may be added in parallel.

This flexibility is also demonstrated in the ability of the system to be assembled to meet the space layout available; straight line, back-to-back, L and U-shape, without employing exter-

nal bus ducts or cables.

The modular approach followed in the design of the system allows for faster installation, upgrading and commissioning, resulting in a reduced time-to-switch on. With the ability to swap-out both switchgear and UPS modules online, the dual benefit of lowered maintenance costs and increased uptime is realised.

ABB's MNS switchgear incorporating innovative power management technology, including the Emax 2 air circuit-breaker alongside contactors and motor starting technologies that are class-leaders in the process control environment. Safety lies at the heart of the design. Complete compliance with the International Electrotechnical Commission (IEC) 61439-2 and TR 61641 form the base on which MNS switchboards are designed. The broad scope

of ABB switchgear extends beyond its proven track record in power distribution, a core area of ABB's expertise. The MNS technology boasts an installed base of 1.5 million systems worldwide. For MNS-Up ABB has selected the Conceptpower DPA 500 uninterrupted power supply, which sports a transformerless, double-conversion architecture. This solution is the choice of mission-critical users including major international stock exchanges.

The design of the system is such that a decentralised parallel architecture is used, each module has its own input switch, bypass, UPS and output switch and the hardware and software combination operates self-sufficiently. This allows for module isolation; as a result failure elsewhere in the system does not impact the entire operation.



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## SA Aluminium industry braces for tough decade ahead as it looks to double demand

DELEGATES at the International Aluminium Conference held in Cape Town heard that demand for aluminium in South Africa could feasibly double in the next few years, despite pressure from an international economic slowdown and rising power prices.

Presented by the Aluminium Federation of South Africa (AFSA,) the three-day conference focused on the issues impacting the development of the local aluminium industry, including new insights for successfully navigating concerns which are causing heightened uncertainty and volatility in the sector.

Mark Krieg, Executive Director of AFSA, says that the local aluminium industry employs just over 15,000 people and makes a net contribution to balance of payments in the region of R4.3bn, according to AFSA's research. "South Africa is fortunate to have the complete aluminium value chain in the country. We have a low per capita consumption and there is upside potential given that we have a sophisticated, modern and well established manufacturing sector," he says.

The vision and policy environment within which the SA aluminium industry operates was outlined, followed by international perspectives from US, UK, China and Canada. Parallel sessions focused on aluminium in the automotive, foundry, fabrication, construction/building and recycling sectors.

Noel Pillay, Vice President of Operations at South32, said that the company's liquid aluminium producing facility is the largest smelter in the southern hemisphere. Pillay said that while South32 was committed to playing a more active role in South Africa, reliable energy supply was critical.

"We are optimistic that we can find proactive solutions. Just a few years ago, it was illegal to move liquid metal yet now we transport the annual equivalent of 100,000 ton on our roads," he said.

The Department of Trade and Industry (dti) remains fully committed to deploying all industrial policies and tools available to support the objective of doubling aluminium production, according to Thandi Phele, Chief Director: Metal, Fabrication, Capital and Rail Transport Equipment.

Richard Jacob, CEO of Hulamin Limited, outlined specific opportunities around electricity reticulation, packaging, infrastructure projects and the growing use of aluminium in the automotive sector. He warned that

success would require collaboration between government and the private sector, regulatory competitiveness and stable financial markets to enable the capital raising necessary for growth.

Henk Langenhoven, Chief Economist at the Steel and Engineering Industries Federation of SA, cautioned that policy uncertainty is detrimental to the industry,

particularly against the backdrop of unstable international aluminium prices and the fact that primary aluminium producers are not protected against instability of electricity supply. "Secondary producers are concerned about cost increases and import competition, which are crucial inputs to other sectors of the economy," he said.

Providing an overview

of the global aluminium industry, Eoin Dinsmore outlined aluminium supply and demand dynamics in his capacity as principal consultant at CRU Analysis. "Global aluminium demand growth is slowing on weaker Chinese growth. Smelter closures are expected in China, USA and Europe. Premiums are under pressure from forward spreads but the deficit outside China

is rising. Prices will remain under pressure from lower Chinese growth and high inventories," he said.

An automotive session included an outline from Mercedes-Benz SA on the rising use of aluminium in its vehicles. Other discussions focused on recycling, creating a circular economy and the South African scrap market over the past decade as well as latest R&D

developments.

Gerd Gotz, Director General of European Aluminium, said that while Europe was ranked highest in terms of aluminium recycling, there is an ongoing need for education. "Not everything called waste is really waste and aluminium is infinitely recyclable," he said.

Krieg says that the conference met its objective of providing a great-

er understanding of the vision of the future of the aluminium industry and the challenges it faces in South Africa. "We believe that there is much potential despite rising imports at low prices with higher electricity costs. What we have learned from our international counterparts is the importance of long-term strategic planning and collaboration," he says.

### New elumatec profile machining centre revolutionises production at CT Aluminium Pty (Ltd)

**Being only the second SBZ 628 profile machining centre sold worldwide, and the first in the southern hemisphere, this versatile device has all but revolutionised production for its new owners, CT Aluminium.**

Elumatec local MD Rudi Nel explained that CT Aluminium CEO, Richter van Renen and production manager Gareth Gilks witnessed the SBZ 628 in operation at the Tech Days Show in Germany in September last year and immediately realised the potential for their business of aluminium window and door manufacture for the residential and commercial building markets.

"To say that we were blown away by the versatility and performance of the SBZ 628, is an understatement, and after a short discussion and some quick calculations, we signed there and then on the dotted line" says an enthusiastic Gareth Gilks.

Rudi Nel explained that despite some delays caused by bad weather which affected the shipping schedule, the four containers comprising the machining centre were delivered during February 2016 where upon a specialist team of technicians assembled the components at CT Aluminium's Brackenfell premises.

Installation of the machine necessitated a complete re-arrangement of the production shop floor and due to the 628's accuracy, quality and consistency, production capacity has

increased by between 50 and 75% says Gareth.

"Once programmed the 628 requires one man operation whereas we had several engaged in cutting, marking out and drilling before. We initially thought that the 628 would lead to us making some redundancies, but quite the opposite has happened, those staff engaged on the previous cutting and drilling operations have now been retrained for more rewarding and fulfilling assembly tasks. Such is the production capacity of the 628, that it has led us to making some fundamental changes in the way we manufacture our windows and doors. Overall, this has led to greater productivity and has focussed us on addressing more efficient planning methods" he explained. "Wastage caused by human error has largely been eliminated too and the whole production process is more streamlined. We are now one step ahead of customer demands which will improve our quality and delivery times" he enthused.

#### Description

The SBZ 628 offers excellent cost efficiency as it is possible in a single pass to employ up to eight different tools thanks to a rotation module, as well as to accomplish length cutting both simply and quickly. With its pivoting grippers, the router spindle can be rotated by 360° and the infinitely variable saw blade means that the SBZ 628 can process profiles in diverse clamping situations – always at a constant, high level of precision throughout the entire work cycle.



The combination clamping system secures the exact position of the profiles and ensures fast processing. Quick-change systems of the guide rollers and tools shorten machine set-up times and in spite of its space-saving layout, it still has a large loading magazine as well as an unloading magazine to ensure an interruption-free production flow. The generously dimensioned noise abatement enclosure and the easy-access controls and maintenance elements simplify operation. The system is controlled using the intuitive eluCad software from elusoft and software upgrades and technical queries are handled seamlessly on-line.

#### Technical specifications

- Loading magazine for five or ten profiles (depending on the profile cross-section)
- 4-axis machining module with four router spindles
- Router spindles, 6.0 kW S1 with HSK-C 40 tool holder
- X-axis for profiles up to 7,500 mm
- 4-axis saw portal, 5.5 kW
- Saw pivoting range, 0 – 360°
- Saw blade, 550 mm
- Saw feed, axis controlled
- Profile pullout with external gripper

#### Machining module traverse paths

- X-axis: 400 mm
- Y-axis: 500 mm
- Z-axis: 500 mm
- Rotational axis A: 360°

#### Saw traverse paths

- X-axis: 400 mm
- Y-axis: 1,050 mm
- Z-axis: 750 mm
- Pivoting axis C: 360°

A number of options are available:

- Two or four additional router

#### spindles

- Saw blade, 650 mm
- Additional support swing arms
- Replacement roller set
- Residual piece processing as of 1,500 mm
- Label printer
- Cycling mode for machining and cutting short parts; which further increases the versatility of the machine.

"The industry response to the 628 has caught us all by surprise" said Rudi. "Our colleagues in Germany estimated an annual production of about 5 - 8 machines but since its launch last September we have secured 40 orders from all around the world! They are battling to keep up and CT Aluminium were lucky they made the purchasing decision when they did otherwise they would have to wait some time before we could complete their order. The first machine went to the USA and the second to CT Aluminium here in Cape Town".

Concluded Gareth; "The Elumatec 628 has revolutionised our business. It 'taught' us that there are more efficient and cost effective ways of manufacturing our products. Since CT Aluminium opened its doors some 16 years ago, we have always had a no compromise attitude towards quality and customer service which will be further enhanced now we have the 628. We are keen to show our customers our new 'baby' which we are sure will consolidate our reputation as reliable suppliers of quality windows and doors".

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# Upsurge in demand from local boatbuilders augers well for Seascope Marine

'It's an ill wind that blows nobody any good,' and that certainly seems to be the case with the local boatbuilding industry that has seen an increase in orders from overseas customers. While many bemoan the declining fortunes of the Rand, those in specialised fields of building boats for export, are buoyant with many breathing a sigh

of relief after months of declining business.

This upsurge has knock on effects for suppliers of critical equipment to the boatbuilding industry, which confirms the current sales successes of marine engine supplier Seascope Marine.

Started in 1949, as Industrial Machinery Supplies, Seascope Marine has more than six decades of marine en-

gine experience and is able to offer marine engine repairs, spare parts and servicing to a wide spectrum of makes and variations, from engines of less than 9hp (6kW) to those exceeding 5,000hp (3,700kW) for light to heavy duty applications.

"We have built up a reputation for excellence in reliability and servicing where we can at virtually a mo-

ment's notice despatch a qualified technician to any part of the world to attend to an engine breakdown with back up support being provided by the team at our fully equipped service centre in Cape Town," says James de Jong, Seascope's sales manager.

## Concentration on agency products

"However, evolving markets and changes in local and international demands from the maritime industry have led us to become more specialised in our outlook with a concentration of our activities in support of the product lines for which we hold exclusive agencies, that being Yanmar for Southern Africa since the early 1980's for its range of:

- Commercial high speed propulsion and auxiliary engines - 12 - 1,400hp (9 - 1,000kW)
- Medium speed commercial propulsion and auxiliary engines (450 - 4,500hp)
- Leisure rated marine inboard engines, gear boxes and out-drive units - 9 - 900hp (6 - 660kW)
- Agricultural manual and hydraulic compact tractors

"We also hold agencies for Hamilton Jet since 2006 offering a complete waterjet solutions range with power inputs from 100 to 5,000kW, Kohler



The 8EY being dropped into the Mariam Makeba.

Marine - enclosed generators for on board power from 6 - 180kW (50 and 60Hz,) and Humphree - Trim and Stabilization systems."

## Yanmar

Worthy of special mention, says de Jong, was a recently completed sale and installation of a Yanmar medium speed 8EY26, 2 201kW @ 750r/min engine to Sea Harvest for the re-power of their trawler vessel M/V Mariam Makeba.

Deciding factors for this choice were Yanmar's reputation for reliability; size; economy; ease of maintenance and the heavy load conditions to which this main engine would be exposed.

Amongst other commercial sales another Seascope Marine re-power project recently completed was for its first commercial high speed engine (YANMAR 6AYM-

WET- 613kW) for a local fishing trawler operating out of Hout Bay. The 6AYM-WET engines reliability, serviceability, economical fuel consumption, spare parts availability and Seascope Marine's strong after sales support were all contributing factors in the owner's purchasing decision.

"We will also be offering two new products shortly," says de Jong.

The Yanmar Neander "D - Torque 111" is a 50Hp 4 stroke turbo diesel outboard producing 111Nm of torque. The D - Torque 111 is strong and reliable making them ideal propulsion for small workboat applications carrying out long range trips where low operating costs are required.

These outboards incorporate advanced electronic, common rail fuel injection technology for the latest EU and near future emission regulations. With its unique dual counter rotating crankshaft design these outboards also produce low vibration and noise. Available in early 2017.

"The Torquedo is a German electric outboard and inboard range aimed at the leisure, tourism and commercial markets where silent running is an important consideration. These engines will be available in a range from 1hp (0.74kW) to 80hp (60kW) and are expected to be popular in environmentally friendly and low noise and emission applications," says de Jong.

## HamiltonJet

With over 40,000 waterjet units installed around the world, HamiltonJet represents the latest in water jet propulsion technology and provide efficient propulsion for a wide range of high-speed patrol and military boats; passenger fer-

ries; crew boats; rescue vessels; tourist excursion craft; fishing vessels and recreational pleasure cruisers.

The current HamiltonJet waterjet range includes models for power inputs from 100 to 5,000kW for vessels typically up to 60m in length.

Seascope Marine has access to HamiltonJet's extensive database of case studies and practical information relating to the application of waterjets in modern hull forms. Liaison with designers, builders and operators from the conceptual design stages through to commissioning ensures a Hamilton Waterjet is correctly matched to the hull for every project. From a few known inputs, an in-house computer program can provide an estimate of speed and other operational parameters for planning monohulls.

## Kohler Marine Generators

Since its appointment of the Kohler Marine Generator agency, Seascope Marine can offer sales, genuine spare parts and technical after sales support.

Kohler is one of the most recognized names in marine generator power and has built a 90-year reputation of quality, reliability and innovative technology in the generator business, providing on board power from 6 -180kW in both 50Hz and 60Hz applications.

The new J-series offers leisure and commercial marine generators with generator controller integrated synchronization and load sharing functions, enable parallel operation with the advantage of less space required in the engine room as well as considerable cost reductions. These features make Kohler

Continued on P34

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# Konecranes' star performer

COMPACT and strong, the intelligent Konecranes CXT hoist concept combines space efficiency with high reliability and promises a long service life, according to the company. It goes on to say that the CXT crane features an especially compact and robust design — equipped with extremely low headroom and small-end approaches — that is suitable for almost every application and Africa's often challenging environments.

Furthermore, thanks to its advanced technology and innovative features, the CXT crane can be tailored to suit the different needs of customers.

Standard CXT cranes can be implemented with single-girder or double-girder construction, a fixed single-girder system (monorail,) or with under-running construction. CXT trolley models are available for single girder cranes with low headroom (up to 12.5 tons) or normal headroom (up to 40 tons,) as well as for double girder trolleys (up to 80 tons.)

With different trolley configurations, the most common one is with two or even three trolleys on the same crane, CXT wire rope hoist cranes maximize the lifting height and easily fit into different building types. Konecranes CXT cranes are indispensable in an assembly workshop or industrial plant. With the latest technology for improved load accuracy, versatility, and ease of use, the CXT crane is the industry leader in medium-heavy indoor cranes.

Production facilities have many critical operations that need to be under constant control

to be successful: materials coming in, parts being moved around, and finished products going out. One of those operations is, for example, material handling with cranes. Cranes and employees make up a combination that must operate as smoothly, as safely, and as fast as possible.

Based on extensive experience, and backed by a thorough understanding of a customer's processes, Konecranes developed Smart Features: software-based intelligence that saves time and increases the productivity and safety of the crane in the specified application.

Depending on the customer needs, CXT cranes can be equipped with standard features and with Smart Features. With the Smart Features developed by Konecranes, the work cycle is substantially shorter. An experienced operator can operate any crane fast, and almost anybody can operate an intelligent crane fast and precisely. The intelligent assisting features help to make almost anyone a good crane operator. It speeds up load handling and offers unprecedented safety characteristics. The advanced functionalities, like sway control, positioning, and protected area functions, enable fast and safe load transfer, even when the operator is not a seasoned professional.

A wide range of smart features are available:

- Sway control
  - Positioning
  - Protected areas
  - Shock load prevention
  - Inching
  - Microspeed
  - Working limits
  - Synchro, etc.
- Additional innovative

features developed by Konecranes are the frequency converters ASR (Adaptive Speed Range/ Adaptive hoisting speed) and ESR (Extended Speed Range/Extended hoisting speed); the hoisting speed is adjusted automatically according to the current load of the wire rope hoist — the hoisting speed is faster with lighter loads than with heavier loads. In practice, this means faster operation with light loads and safe and gentle operation with heavy loads. Since lighter industrial cranes still mostly use conventional control, with only two-speed hoisting in the ratio of 4:1 or 6:1, the engineers at Konecranes have gone a step further

when developing these frequency converters. The convenient ASR technology provides stepless control of the hoisting speed in the ratio of 10:1. Whereas, the ESR technology offers extremely fast hoisting speeds using more powerful engines and providing an extended speed range of up to 37:1. ASR and ESR allow the hoist to run at a higher than nominal rated hoisting speed with light loads. This significantly reduces load cycle and waiting times.

After several studies, and backed by a thorough understanding of the specific customer needs, Konecranes developed a new remote control for the CXT



cranes, which is more ergonomic and offers one-hand usability. The main requirement was the ergonomics: creating a radio transmitter that is usable with one hand led to the use of a joystick element, which controls the crane's travelling movements. The new MiniJoystick for CXT

cranes offers ergonomic benefits. It is also intuitive to operate, allowing users to control the load with just a single grip, to safely move and precisely place heavy loads.

CXT crane features at a glance:

- Five frame sizes up to 80t
- Low headroom trol-

leys up to 12,5t

- Normal headroom trolleys up to 40t
- Fixed hoists up to 80t
- Double-girder trolleys up to 80t
- Standardized span solutions up to 30m. Main girders with a profile- or box-beam structure.

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## Upsurge in demand from local boatbuilders augers well for Seascap Marine

Continued from P32

Marine Generators smaller, quieter and with less vibration than ever before.

### Humphree

Humphree is a Swedish based company dedicated to providing "speed at sea" through innovative technology solutions for high performance vessels.

Founded by a team of hydrodynamicists and marine engineers, active in the field of marine high-speed propulsion and ship hydrodynamics since the early 1990's, the company was formed in 2001 to provide cutting-edge products and services tailored to unlock the true potential of all types of fast vessels – new or existing.

An increasing number of products in Humphree's exclusive portfolio involve innovative

use of interceptors; systems for optimising vessels' running trim, reducing pitch and roll motion, and steering alternatives to waterjet bucket deflection.

Other products arise from the company's capability to simulate the flow around high-speed hulls with appendages and to optimise shapes for minimum resistance, directional stability, and suppression of cavitation or provide for favourable cavity forms.

Products of this category currently include custom designed sub-cavitating stabilising fins, base-ventilated stabilising fins, and non-cavitating sea chest inlets.

Full product availability, customer support and spare parts availability are available from Seascap Marine's headquarters in Cape Town's Paarden Eiland.

## Leakfind partners with Rand-Air for their compressed air needs

LEAKFIND, specialists in leak detection, pipe location, general plumbing and Nuflow Pipe Relining recently hired two Rand-Air long-term IPR machines on a three-year contract for use on various sites. The company, which has been operating in the plumbing and leak detection industry for the past ten years, demands reliable and durable equipment that provides compressed air to service their core area of business.

"The decision to commission Rand-Air as our preferred partner was an easy one that was reinforced by their reputation for being market leaders in the rental of compres-



sors and generators. Rehabilitating the inner structure of deteriorated or failing water piping systems requires uncompromising levels of compressed air to line the pipes internally. With an extensive fleet of air compressors,

Rand-Air was able to service our needs with the right equipment," says Pieter Van Rheede Van Oudtshoorn, Co-Owner at Leakfind.

Leakfind's vision to obtain a loyal customer base through excellence in service is well posi-

tioned and aligned with Rand-Air's core values and motto for exceeding customer satisfaction and expectation. "As we are equally invested in providing our customers with service that goes above and beyond the normal call of duty, we appreciated that Rand-Air shared the same principles," Van Rheede Van Oudtshoorn adds.

"Our Industrial Plant Rental model enables Leakfind to outsource the responsibility associated with the supply of air. We are highly committed to enabling productivity and enhanced cash flow which is something that we achieve by taking over the responsibility of their

compressed air needs," says Brenda Couch, Business Development Manager – Cape region.

Rand-Air's pre-specified packages include the cost of machinery, delivery, installation, standby service 24/7, scheduled inspections, substitute equipment where necessary, parts, labour and travelling costs with a guarantee that they deliver on their promise.

"By outsourcing Rand-Air, we have peace of mind that the depreciation on equipment, maintenance, cost of technicians, insurance and fluctuating interest rates are taken care of," concludes Van Rheede Van Oudtshoorn.

## ARB Electrical Wholesalers entice customers with convenience and comfort

Continued from P28

on display.

"We want our customers to make their visit to an ARB store as quick and pleasurable one, and our new stores are expressly designed to make it

more convenient to get what they want at the right price as quickly as they need it. If they do have to wait due to the nature of their order, or if they need an area to

catch up on business administration, then we will make sure they have a comfortable environment to do so. We want you to really look forward to your next visit to an ARB

Electrical Wholesalers store," says Blayne Burke, CEO.


**When convenience is just a click away – ARB Electrical Wholesalers goes online**

there is also an express overnight shipping option if you need your products in a hurry. The website provides a wide range of products and is constantly being improved to feature a larger number of electrical products to suit any need.

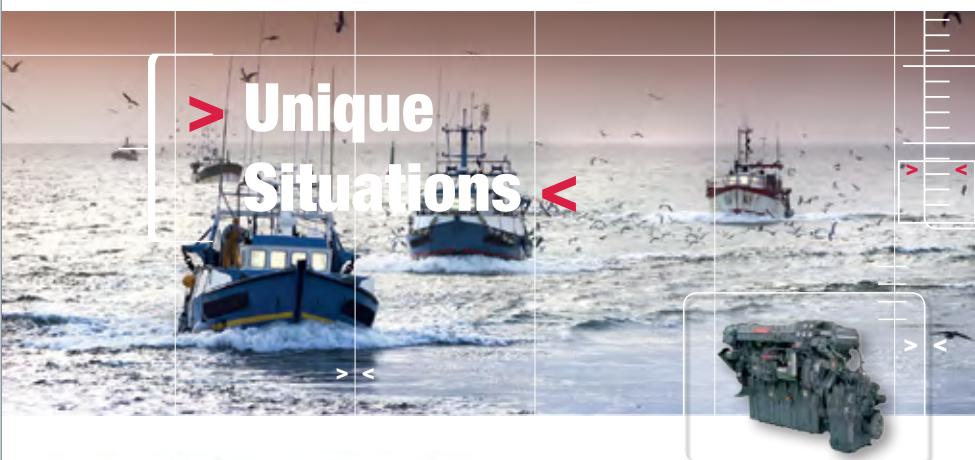
While you're on the website, you can download the ARB app as well. This features a number of handy tools for all electrical engineers, electricians and technicians, including conversion tools, cable sizing guides and more.

"Given that we have thousands of items in our warehouses, we felt it makes perfect sense to have an online catalogue to make it easier to see what is on offer and purchase those products at our customers' convenience."

"We also have customers in remote areas who can now take advantage of our extensive product selection whilst enjoying free shipping to add to the convenience of this shopping method," says Burke.



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# OPINION

## Standby to hear some fracking myths - again

Continued from back page

years ago it studied the Marcellus Shale, found fracking there safe as well. Cue green lobby. "They would, wouldn't they?"

But the US National Academy of Sciences found that water contamination when it did occur in a few cases, was due to well leaks, not hydraulic fracturing. Bear in mind that fracking is done thousands of metres below the water table – and way below aquifers as well.

Bear in mind also that wells have steel jackets and cement insulation. Cue again green lobbyists, "But they could leak one day".

Mmm ... bear in mind again that there are more than 20,000

fracked wells in the US. You can be sure that if any of them run by Shell, Exxon or any major oil company had such a well failure, the wailing would have made headlines across every media outlet in the US. So far, none.

When the Wall Street Journal calls fracking the best anti-poverty programme, it is surely worth considering whether it would have the same effect in South Africa where, heaven knows, our poverty problem dwarfs anything the US experiences.

Anti-fracking rhetoric – 0: Rationality – 2 seems to be the score.

Sensible regulation of fracking is of course

necessary, as it is for all industrial activities. Despite the hysteria played out in the me-

Fracking is done thousands of metres below the water table.

dia, the evidence in the US is that the rules have been very effective for years and years. Fracking is not some new-fangled method of reaching oil and gas

deposits. It is at least 60 years old.

If we find that there are trillions of cubic metres of petroleum gas and oil below our soil (and it is still a big if) we will have to exploit it. South Africa is not some overcrowded developed country. It is a developing economy that is only being held back by political uncertainty and over regulation.

We have a large and growing number of unemployed young people who have to be educated, employed and given hope. Fracking could provide the boost to private investor confidence that will get us going again.

Anti-business feel-

ings, fueled by antique economic thinking and emotional environmentalism are a major impediment to economic growth. It is a toxic mix, perfect for scaring off foreign investment.

Investors are scared enough already. Middle class- raving against fracking is not going to make them confident about investing. Quite the opposite.

As for the Karoo, it is indeed a wonderful place particularly to those passing through and those living in private conservancies. It is less wonderful to those living in appalling poverty within it on farms or in RDP townships on the edge of the quaint Karoo dorps.

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- Cutting / welding / soldering/ brazing and bonding
- Filtration
- Freight forwarding: road / rail / air / sea logistics and distribution
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Rudi Leitner  
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### CEO:

Devi Paulsen-Abbott  
[devi.paulsen@hypenica.com](mailto:devi.paulsen@hypenica.com)

### Publisher:

Errol Bryce  
[publisher@cbn.co.za](mailto:publisher@cbn.co.za)

### Editor:

Jenni McCann  
[editor@cbn.co.za](mailto:editor@cbn.co.za)

### Production Manager:

Elise Jacobs  
[elise.jacobs@cbn.co.za](mailto:elise.jacobs@cbn.co.za)

### Journalist:

Jadine Gracie  
[jadine.gracie@cbn.co.za](mailto:jadine.gracie@cbn.co.za)

### Sales Team:

Heather Ferreira  
[heather.ferreira@cbn.co.za](mailto:heather.ferreira@cbn.co.za)  
Claudia Moulton  
[claudia.moulton@cbn.co.za](mailto:claudia.moulton@cbn.co.za)  
Robin Dunbar  
[robin.dunbar@cbn.co.za](mailto:robin.dunbar@cbn.co.za)  
Andre Evans  
[andre.evans@hypenica.com](mailto:andre.evans@hypenica.com)

### Subscriptions:

Yvonne van der Westhuizen  
[subs@cbn.co.za](mailto:subs@cbn.co.za)

### Publisher:

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# Like a good democrat

The inside of the local Pub and Grill was unusually quiet on this grey autumn day, even though the esteemed company of local gentlemen were all present and seemingly in good health, if not in good form.

"Yup," said Luke the Dude.

"Ja nee," responded Big Ben bilingually.

"Useless!" declared Jon the Joker. "You're both suffering from verbal diarrhoea!"

"For a Frenchman," pondered Jean-J, "this is funny. Englishmen, I know, are never funny, not after cricket world championships and so, but this is morose, you know? That one."

"Well," ventured Dave the Dancer, "maybe we have good reason." He is called that because of his pathological dislike of dancing, particularly line dancing. In this town that is not a clever move and he has made dangerous enemies, some of them regularly lurking with intent. But we here at the local Pub and Grill are broad-minded enough to tolerate him. And my dog. Anyway, if we want him to leave, someone merely has to whistle Achy Breaky Heart.

It doesn't work for the dog, who reliably interprets every kind of whistle as a call signal. So the whistling is usually left to me, following prompts of raised eyebrows, eyes rolled in the direction of Dave the Dancer or a stern stare at the nearest wall.

"And what, pray tell, might the good reason be," enquired Prof Too.

"Well," assisted Dave the Dancer while suspiciously eyeing those of our company who have positioned themselves near the wall, "we might be subjected to the seriousness of the times; our country is in deep crisis, as Trevor Manuel and other leaders rightly say, and then, our dear president may still be forced out of office."

"On the contrary," corrected The Prof, "we are in a mutual state of deep depression at the realisation that Mr Zuma has every intention of holding on to the presidency and all its riches for as long as he is alive and scheming. Much as is his old comrade Robert Mugabe and equally to the detriment of the country he is pledged to serve."

That put an end to the silence all right. Now everybody was talking at once, contributing various descriptions of our comrade president, the nicest of which was "comedian."

"Our dear president indeed. Ha! You are putting words in my mouth," strenuously objected David the Twist-and-Shouter. "Lies, misrepresentation and scandalous slander!"

"Well, what do you expect from a serious journalist," I enquired. "You should see what they get up to at the ANC's captured media. Think 'Rogue Squad' with no rogues. Think 'Zille's Spy' with no spy anywhere near Zille." That shut him up. He took his slander like a man.

Big Ben, of course, did not agree with our well-considered consensus. He insisted the president was still the president, after all, and was doing the right thing.

Raising my voice above the sniggers, I asked the big man how the gears in his oversized cranium had clattered to this conclusion. He told me I was being very rude.

So I asked him nicely. "Thank you," he accepted

gracefully, "I support my party. My party is governing South Africa very well. Look how nice it is, we are all sitting here minding our own business and enjoying the beer..."

"That is hardly the point," interrupted Luke the Dude.

"You are being very rude," said Big Ben vulnerably, "the thing is, my president never intended to do anything wrong. It was just bad legal advice and a different approach. And he said all the time, since that Jeremy Gauntlett was brought in to give him good legal advice, that he would pay back the money. The court said pay back the money, my president says he will pay back the money. What's the problem?"

"He is slipping!" triumphed Jon the Joker. "Colin the Golfer is slipping! We are discussing your future, man! You can't be slipping here! Look, he is still slipping!"

"I am certainly not slipping, Boy," yawned Colin the Golfer while pulling himself upright in his chair. "If you must know, Big Ben's speech put me to sleep and it was quite pleasant thank you, until you so rudely awakened me. Lots of rudeness here today. I was sleeping."

"Sleeping?" wondered Jon the Joker insightfully. "So that was what the big kerfuffle in Parliament was all about. The Minister was sleeping! Useless!"

"That was before the ANC MPs voted in contempt of this country's Constitution and in favour of Comrade Big Chief Zuma, Central Distributor of Largesse and Purveyor of Deals to Comrades and Cadres. Then the remaining MPs marched out, in an amazing display of unity, all of them."

"See? So the country is in crisis," Dave the Dancer tried again, at the risk of invoking a whistle.

"Indeed so," professed The Prof. "South Africa is in an existential crisis. But it is in reality a very simple crisis boiling down to just this: We have a president who is not fit to lead this country. At the same time we have a president who dares not risk letting the powers of the presidency slip from his hands."

"If he is no longer Number One, he may be Accused Number One. So he heeds the lessons learned from that old mass murderer Robert Mugabe. Think about it. What would you do?"

"It fits," said Stevie the Poet, who had sauntered in unseen and now declaimed enigmatically; "Consider the words of Gwede Mantashe, secretary-general of the ANC. In the game of political power, he plays in the same league as Zuma. Judges, he says, are not elected; they are appointed. Selected by politicians and appointed by the president."

"Judges, in the deep conviction of Mantashe, are just another arm of Government. From the Chief justice

down. Judges, decrees Mantashe, don't necessarily 'understand how democracy works'. And there you have it!"

"Indeed," agreed Prof Too. "Gwede Mantashe was once chairman of the SA Communist Party. I know we are all still laughing at the Nats with their communist under every bed, but there is no denying the deeply Stalinist mindset of the ANC leadership. As John Kane-Berman of the SA Institute of Race Relations notes, the revolutionary agenda of what they call the National Democratic Revolution was first adopted by the Communist Party in 1962 and then by the ANC in 1969. Other plans and programmes came and went, but the National Democratic Revolution endures. Ignore it at your peril."

"What it means in plain English," added Dave the Dancer in a show of rare good sense, "is that the ANC believes in its genes that it must have total control of everything in South Africa. The SABC, the SAA, the universities, you name it – the economy. No surprises; they decide. So they must control the police, the prosecutors and, of course, the courts. There is no longer any doubt about the Hawks and the Prosecution Authority but, as we have seen, they have not succeeded in capturing the courts yet."

"Don't think they will stop trying,"

## OPINION

### ON THE CONTRARY



Pieter Schoombee

concluded The Prof gravely. "The Constitutional Court decision is not the end of the saga. The ANC will scheme against South Africa with renewed vigour. And Jacob Zuma will be there leading it."

"Twenty years after independence in Zimbabwe, Robert Mugabe lost a referendum. He graciously accepted the outcome like a good democrat. Then he started stealing elections with voter fraud and intimidation – and destroying his country for the sake of his own survival."

"Twenty-two years after independence in South Africa, Jacob Zuma lost a Constitutional Court case. He graciously accepted the outcome like a good democrat..."

E-mail: noag@maxitec.co.za

## Standby to hear some fracking myths—again

Now that it seems that permission for exploration to measure the potential for fracking for oil and gas in the Karoo has been given, as night-follows-day the usual howls of protest will be heard.

Fracking will contaminate water supplies, it will ruin the Karoo, it will make the wrong people rich, cause earthquakes, spill methane and carbon dioxide into the air, and it will be too, too awful if commercial quantities of gas and oil are found.

Even worse, fracking will hasten our collective fall into damnation as we persist in trying to grow a modern economy that will employ our people, pay for educating them, feeding them, clothing them and healing them when ill.

So we already know what headlines to expect.

However, no less an institution than the otherwise impeccably "green" US Environmental Protection Agency (EPA) which is no friend of fossil fuels, has found that most objections to fracking in all its forms are based on inflating small-scale pollution in a

### THE OTHER SIDE OF THE COIN



Keith Bryers

fraction of the wells sunk and then applying them to the many thousands of wells where nothing untoward occurs.

Some politicians and environmental activists call for a total ban on hydraulic fracturing, concentrating on the scary claim that it poisons drinking water, even though successive studies have found that to be untrue. It does happen. Yes, accidents do, but it by no means common.

Last year, the largest study of all came to the wary conclusion (perhaps fearing an onslaught by green extremists) that there was no evidence of "widespread, systemic impacts on drinking water resources in the United States."

The EPA's analysis is not the first to find that fracking does not threaten drinking water. The US Department of Energy's study declared it "safe and effective." Two

Continued on P35

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