

# CAPE Business News

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MAY 2016

## Cash flush PSG

After a fundraising exercise last year PSG has R2,9bn burning a hole in its corporate pocket.



## Experts oversee repairs to the castle

Repairs to the Castle of Good Hope are being overseen by specialists in building, construction, renovation and recycling.



## Equites delivers distribution growth

Specialist logistics property developer and landlord announce 18.3% increase in share price.



## Another Cape casino re-shuffle



**G**AMING sector giants Sun International and Tsogo Sun – along with local empowerment firm Grand Parade Investments (GPI) – are playing a new hand in a bid to ‘diplomatically’ share the spoils in the lucrative Cape Town casino sector. In short Sun and GPI will each sell a 10% stake in the GrandWest and Worcester casinos to Tsogo in a transaction worth R1,35bn.

The official reasons for the transaction seem fairly innocuous. Tsogo said the deal represented an attractive investment opportunity which secured an interest in quality casino assets in the Western Cape.

“The proposed transaction is consistent with Tsogo’s growth strategy of allocating capital to attractive opportunities in the hotel and gaming sector.”

Sun said the deal allowed it to realise a portion of its investment in Western Cape assets at market value without compromising its control or management of the assets. Sun added that the cash proceeds would be utilised to repay debt.

But there’s a lot more to this casino shuffle than meets the eye; last year Sun International, Tsogo and GPI abandoned a transaction that would have evened the odds on the Western Cape gaming table by proposing a radical ownership shift at the cash spinning GrandWest casino in Goodwood and the smaller Golden Valley casino in Worcester.

Effectively Sun International – the controlling shareholder in both casinos – and empowerment partner GPI would

sell off a portion and all of their respective shareholdings to give Tsogo an influential 40% stake in both properties.

The competition authorities, however, did not look favourably upon the proposed ‘carve-up.’ On paper, there was a concentration of ownership as Tsogo – which already owns the Caledon, Mykonos and Garden Route casinos – would effectively have influence over all five Western cape-based casinos. In fact, the proposed deal had less to do with building a monopoly and much more to do with corporate diplomacy.

The proposed deal was essentially an attempt to prevent hostilities breaking out if the Western Cape government ever followed through on rumoured plans to allow a second casino licence in Cape Town. Officially, GrandWest’s period of exclusivity ended in 2013 – although there has never been scope for a sixth casino licence in the province.

But the second Cape Town casino licence – purportedly – would entail transferring an existing Western Cape licence that currently operates outside the city to the Cape metropole.

In other words the Western Cape government would allow either the Mykonos, Caledon, Garden Route or Worcester casino licence to be transferred to Cape Town.

Naturally a bigger casino in a vibrant urban centre could mean bigger tax flows to provincial government coffers.

The quandary for Sun and Tsogo was that both companies could lose if a

second casino licence transfer was allowed. Sun would lose out on revenues at GrandWest when a rival casino started operating – remembering that Tsogo – which operates the Caledon, Mykonos and Garden Route casino – would be the odds on favourite to be awarded the second licence.

Tsogo, on the other hand, might not want to be burdened with the massive cost of developing a casino complex in Cape Town, and then also be faced with potential long and costly legal challenges from Sun around continued exclusivity for GrandWest.

What’s more the chances of Sun’s Worcester casino being awarded the second licence in Cape Town could never be entirely ruled out.

The hands that Sun and Tsogo subsequently laid out on the table in April is probably the best compromise that could have been reached in a high stakes game. Essentially the concerns of the competition authorities are circumvented by Tsogo only taking a 20% stake in the GrandWest and Worcester casinos.

This means Tsogo gets no representation on the boards of the casinos, nor will it have any management sway in the respective operations.

But what the re-shuffle of ownership does is give Tsogo enough skin in the game in Cape Town – remembering that GrandWest is the most profitable casino property in South Africa – to dampen any enthusiasm for a second casino in the city.

If a second casino licence does come to pass Tsogo can make doubly sure any development it undertakes does not impinge on GrandWest ... or even back a motivation to more the Worcester licence to Cape Town (which means less development cost will be incurred.)

Sun can now concentrate on eking out improved returns from GrandWest, and if continued exclusivity does come at a cost of new development then it has a deep pocketed equity partner in Tsogo.

GPI also gets a fair shake. The company – now in the throes of rolling out its Burger King fast food chain – gets a R675m cash injection (in monthly instalments of R37,5m over 18 months) but gets to keep a valuable 15% stake in GrandWest and Worcester.

The remaining ‘significant minority’ stakes in both casinos could become valuable bargaining chips for GPI as its push into the food sector broadens.

## Trematon: Earning from learning



**C**APE Town based Investment Company; Trematon Capital Investments appears to be gaining traction with its unexpected venture into the burgeoning private school market.

The company, which is best known as a property investment company with a key asset in Club Mykonos Langebaan, holds a 75% stake in Generation Education, a Montessori-based private education venture.

Trematon has already overseen the construction of Generation Education’s first school in Sunningdale on the West Coast for R18m. Trematon describes the school as a state-of-the-art school offering a high standard of education to children aged six months to 12 years.

Trematon CEO Arnold Shapiro reported that initial demand had exceeded expectations and that plans were under way to increase the capacity of the school. He added that initial indications were that the model employed by Generation Education is viable and Trematon was currently focusing on expanding its private school offering.

Trematon, which is fortunate to be able to call on significant real estate expertise, is in the process of looking at various school sites and projects to expand the Generation business. On paper, it seems possible to set-up generation schools on housing estates or in partnership with real estate developers which offers a great degree of developmental flexibility.

Durbanville-based private education specialist Curro Holdings has already confirmed the appetite for an

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**Business News**

# Victory at last: Viking vindicated over Lindsay sinking

**Francesca Fazey**

AFTER a legal battle spanning more than 10 years, trawling company Viking Fishing have won their appeal against Mutual and Federal (M&F) after the insurance giant tried to dismiss Viking's claim for the loss of the trawling vessel, the Lindsay, in 2005.

In a judgement handed down on 18 March 2016, the Supreme Court of Appeals ruled that M&F was indeed liable to pay the full insurance value of the lost vessel, with interest accumulated over the past 11 years and the full costs of the law suit. A director of the Viking Fishing Group, Tim Reddell, described the judgement as a "victory for the good guys."

The ruling has important implications for maritime industries in South Africa, as well as insurance providers, because it settles that a court must look to the actions of the owner of a vessel rather than the crew when considering

want of due diligence.

The Lindsay sank just after midnight on 8 May 2005 after colliding with the bulk carrier, the Ouro do Brasil off the coast of Cape St Francis. Of the 16 crew members aboard, 14 were drowned. At the time, the Lindsay was insured with M&F under a standard marine hull policy. However, when Viking claimed for the loss, Mutual and Federal dismissed the claim on the basis that allegations of negligence by the crew amounted to a "want of due diligence" by Viking's management.

Accidents due to negligence are normally covered in standard maritime insurance under a well-known set of clauses called the Inchmaree clauses. However, these clauses include the proviso that the "loss or damage has not resulted from want of due diligence by the owners or managers." In the case of the Lindsay, Mutual and Federal claimed that

it had.

They tried to argue that the first mate, a Mr Levendal, who was supposed to be on duty at the time of the collision, had not been present on the bridge, that the vessel had been on autopilot and that the only people on the bridge at the time were two crew members who were not properly certificated to form part of the navigational watch. M&F claimed that this put Viking in breach of the warranty of the insurance policy and that this constituted a want of due diligence.

When Viking first brought the case before the Western Cape High Court, the judge found in favour of M&F. However, upon appeal, the Supreme Court overturned this ruling and said that this approach took an unrealistically extreme view of what was expected of vessel owners.

"Mutual & Federal adopted the approach that at every moment of



every day during the period of cover Viking was obliged to comply with every regulation promulgated under the (Merchant Shipping Act) for the safety and seaworthiness of the vessel. It contended that any departure from this rigorous degree of compliance entitled it to avoid liability under the policy," said Supreme Court Judge M.J.D Wallis. However, account must be taken "of the ordinary eventualities that may accompany a sea voyage."

In his ruling, Judge Wallis said that due diligence is not dependent on the conduct of the crew, but on the conduct

of those responsible at a higher level of management in the company.

Reddell agrees, "Someone at the insurance company obviously thought they saw a loophole and thought they could take a chance, he told Cape Business News. "But we always knew that we were acting 100% within the terms of the policy. We're extremely relieved that the case is now over."

Viking Fishing is a South African fishing and seafood processing company with interests in the hake, pelagic, rock lobster and prawn fisheries around South Africa and Mozambique.

## Cape Town industrial property market continues its growth trend

ACCORDING to the latest report compiled by Baker Street Properties, the industrial property market in Cape Town is continuing on a positive growth trend based on its previous report from September 2015. The brokerage firm's Industrial Property Director Lloyd Nussey adds, "Despite a volatile market and economy, the local industrial property market has been gaining positive momentum, supported by the main indicators such as an increase in gross rental and a reduction in overall vacancy rates."

This growth trend can be perceived to be in line with other property market trends, such as the booming residential property market. Nussey continues, "It is apparent that there is an increase in companies wanting to establish their business and operations in the Western Cape for reasons such as good governance, infrastructure and local

council's support for new property developments."

The full report is available for download on The Baker Street Blog at [blog.baker-street.co.za](http://blog.baker-street.co.za)

Summary of key indicators:

- Average gross rental: increase to R46/m<sup>2</sup> (up from R44/m<sup>2</sup> in Sept 2015)
- Average gross rental for new developments: consistent at R64/m<sup>2</sup>
- Escalation rates: consistent at 8%
- Overall vacancy rate: reduction of 3,52%

### Notable recent market events

Although there has been little change in vacancy rates overall, a small reduction is reported and can be attributed to tenants taking up space in newly completed developments such as Mon-

tague Gardens, Epping, Brackenfell and Airport where areas of over 1,000/m<sup>2</sup> have increased significantly. Gross rentals have increased slightly, whilst new developments still demand a premium of R64/m<sup>2</sup> given new efficiencies and sustainable materials improving efficiency of operations. For example, new industrial nodes such as Rivergate and Brackengate are showing increased signs of activity.

### Logistics companies driving reconversions; demands for efficiency

"At Baker Street Properties, we represent the property needs and requirements of various logistical firms throughout South Africa. It has become apparent that a further decline in manufacturing is seeing old buildings being reconverted for logistics purposes, as these tenants continue to expand their property portfolio to

reflect the right balance between property and location," says Nussey.

Traffic and accessibility remain driving factors motivating relocation as traditional industrial nodes become increasingly more congested. This trend is supported by the significant investment into new industrial property developments along the N7 highway and Western Seaboard, as logistics operators and other industries seek property solutions that are outside of main congestion, but still within easy access to the main ports and arterial routes of Cape Town.

Nussey concludes, "We have invested into a separate web presence providing the market with a comprehensive view of all these new developments, and would encourage our readers to familiarise themselves with this high growth area of the market at [www.baker-streetN7developments.co.za](http://www.baker-streetN7developments.co.za)."



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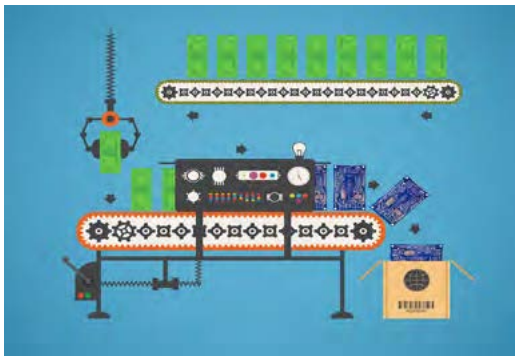


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## PIC to invest R70bn in SA's development



THE Public Investment Corporation (PIC) will put R70bn towards developmental investments in the next few years to drive economic growth and job creation.

Tabling the National Treasury Budget Vote on Wednesday, Finance Deputy Minister Mcebisi Jonas said the success of the PIC – a State-owned company that manages the money saved by the Government Employees Pension Fund (GEPF) – is critical to ensure that the GEPF will always be able to meet its obligations.

The PIC, wholly-owned by government, is a registered financial services provider, with the Minister of Finance as shareholder representative.

"The PIC will invest R70bn in developmental investments in the next three to five years to drive economic growth and job creation," said Deputy Minister Jonas in the National Assembly.

Agriculture and agro-processing, mining and beneficiation, manu-

facturing, infrastructure and real estate, social infrastructure and energy (renewable and conventional) will be the focus areas of the PIC investments.

The PIC will further allocate about R1bn towards investments in small and medium enterprises.

"These investments are expected to improve the risk profile of our client portfolios and deliver sustainable returns. The PIC has allocated a further R5bn towards job saving in vulnerable sectors such as mining, construction and manufacturing," said Jonas.

The Chief Executive Officers of the PIC and Standard Bank are co-chairs of a working group to drive key investment projects in targeted sectors. The group is an initiative between government and the private sector.

This working group is aimed at getting government, labour and the private sector to identify a core set of priority economic sectors and enterprises, said Jonas.

## Trematon: Earning from learning

Continued from P1

affordable private school offering. Curro has eight schools in operation in the Western Cape – mostly away from traditional school belts in areas like Brackenfell, Century City, Durbanville, Hermanus, Langebaan, Mossel Bay, Sitari and Pinehurst.

It's early days for Trematon's Generation, but there appears to be scope for the school offering to find enough under-served nodes to build a private

school offering with sufficient scale to generate sustainable profits.

In Trematon's financial results to end February, Generation had only been in operation for two months. But it had already chipped in R2, 3m in revenue – which, based on a back of cigarette box calculation, makes for a single school that is capable of generating more than R30m in annual revenues without incurring the costs associated of running a large school.

## Enel starts production at its largest SA solar power plant

ENEL – through its subsidiary Enel Green Power RSA ("EGP RSA") – has completed and connected to the grid the Paleisheuvel photovoltaic power plant, which is located in South Africa's Western Cape province and is Enel's largest power plant currently in operation in the country.

Paleisheuvel has an installed capacity

of 82.5MW and is able to generate more than 153GWh per year, equivalent to the annual energy consumption needs of around 48,000 South African households, thereby avoiding the emission of more than 140,000 tons of CO<sub>2</sub> into the atmosphere each year.

The PV power plant is supported by a 20-year

power supply agreement with the South African utility Eskom, as part of the Renewable Energy Independent Power Producer Procurement Programme (REIPPPP) tender promoted by the South African government following which the Enel Group was awarded the project.

In South Africa, Enel's South African

renewable subsidiary EGP RSA currently owns and operates the 10MW Upington photovoltaic power plant situated in the Northern Cape province, and has further 430MW of projects currently under construction, which are the Adams (82.5MW), Pulida (82.5MW) and Tom Burke (66MW) photovoltaic plants and

the Nojoli (88MW) and Gibson Bay (111MW) wind farms.

Moreover, in 2015 Enel was awarded a further five wind projects for a total capacity of 705MW following the fourth phase of REIPPPP tender. Once all these projects will be completed, Enel's total capacity in the country will be around 1.2GW.



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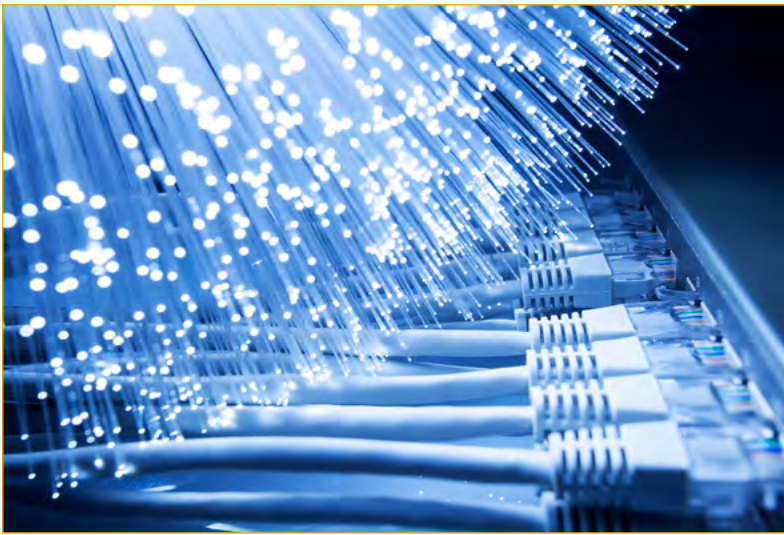
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# John Thompson

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WITH a history going back to the industrial revolution of 19th century England, the John Thompson name is synonymous with well-engineered boilers. The company says it is now South Africa's leading designer and manufacturer of industrial boilers. As well as related products incorporating heat transfer technology, they also design and supply new environmental equipment and provide maintenance services for Eskom's coal-fired power stations. Since establishing a factory in Bellville in 1954, the company has manufactured over 4,500 boilers and pressure vessels.

Their package fire-tube boiler designs, with steam outputs up to 40 t/h, include coal/biomass-fired boilers with chaingrate stokers, wood-fired boilers with fixed grates, oil/gas-fired boilers and custom designed waste-heat boilers.

Their industrial watertube boiler designs, which are suitable for

co-generation, with steam outputs up to 350 t/h, include coal-fired boilers with travelling grate and CAD spreader stokers and biomass-fired boilers with CAD spreader stokers for dual-fuel firing as well as pinhole and dump grates, industrial oil/gas-fired boilers and waste-heat boilers.

Its utility boilers business unit maintains and retrofits power generation equipment, including emission control plant, coal-milling plant and pulverized fuel systems.

Its energy management department specialises in the supply of heat energy in the form of process steam, the operation and maintenance of all boiler plant and the supply of fuel, water treatment and waste removal.

For industrial plant, such as mining and smelters, John Thompson's air pollution control business unit based in Cresta supplies equipment - from engineered systems to

unit dust collectors. Products include reverse pulse bag filters, reverse air baghouses, wet scrubbers and cyclones, shaker type and silo vent filters, pressurisation units and dust suppression systems.

As part of John Thompson's ongoing boiler development, and in response to the growing demand of a cleaner and more sustainable environment, the company conducts tests that entail firing a variety of biofuels. Tests on these are conducted on the boilers of clients who want to use biofuels as an alternative to coal, oil and gas, as well as on the Europac boiler installed at their boiler development and training centre in Bellville.

John Thompson is a division of ACTOM and has an international reputation with its exports to the African continent and its associated islands, Europe, USA, South America, the Middle East, Asia and Australia.

# SEACOM gathers momentum in the South African business market

PAN-AFRICAN telecoms enabler SEACOM has announced that it has grown its South African base of channel partners servicing the business market to more than 65 companies of all sizes, up from 20 in October last year. In addition, the telecom operator and its channel partners have been processing orders from business customers at a rate of around 60 per month since it formally launched its full set of business offerings to the market.

"Our growth rate is exceeding the aggressive targets we set

for ourselves when we soft-launched the SEACOM Business division in January 2015," says

Internet access at an affordable cost. Customers are looking for a killer experience at

ly pushing around 50% of its business through channel partners. The company plans to retain its focus on developing channel partners as it looks for more growth in South Africa and steps up its business strategy in other parts of the continent.

"We remain deeply committed to channel partners, because they extend the reach for our brand and services, while allowing us to remain lean and focused," says Parker. "Our current focus is on streamlining their

"We've found that there is a great deal of pent-up demand in the business market for high-speed fibre Internet access."

Grant Parker, head of SEACOM Business. "We've found that there is a great deal of pent-up demand in the business market for high-speed fibre

the end of the line – the right performance and reliability at the right price," says Kevin South, SEACOM Business channel manager. SEACOM is current-

Continued on P11

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# Correction

IN April 2016 edition of Cape Business News, we incorrectly captioned the photograph of Victor Bester, newly appointed General Manager of the Chevron Cape Town Refinery on our front page.

Our apologies to Victor and his team at Chevron.



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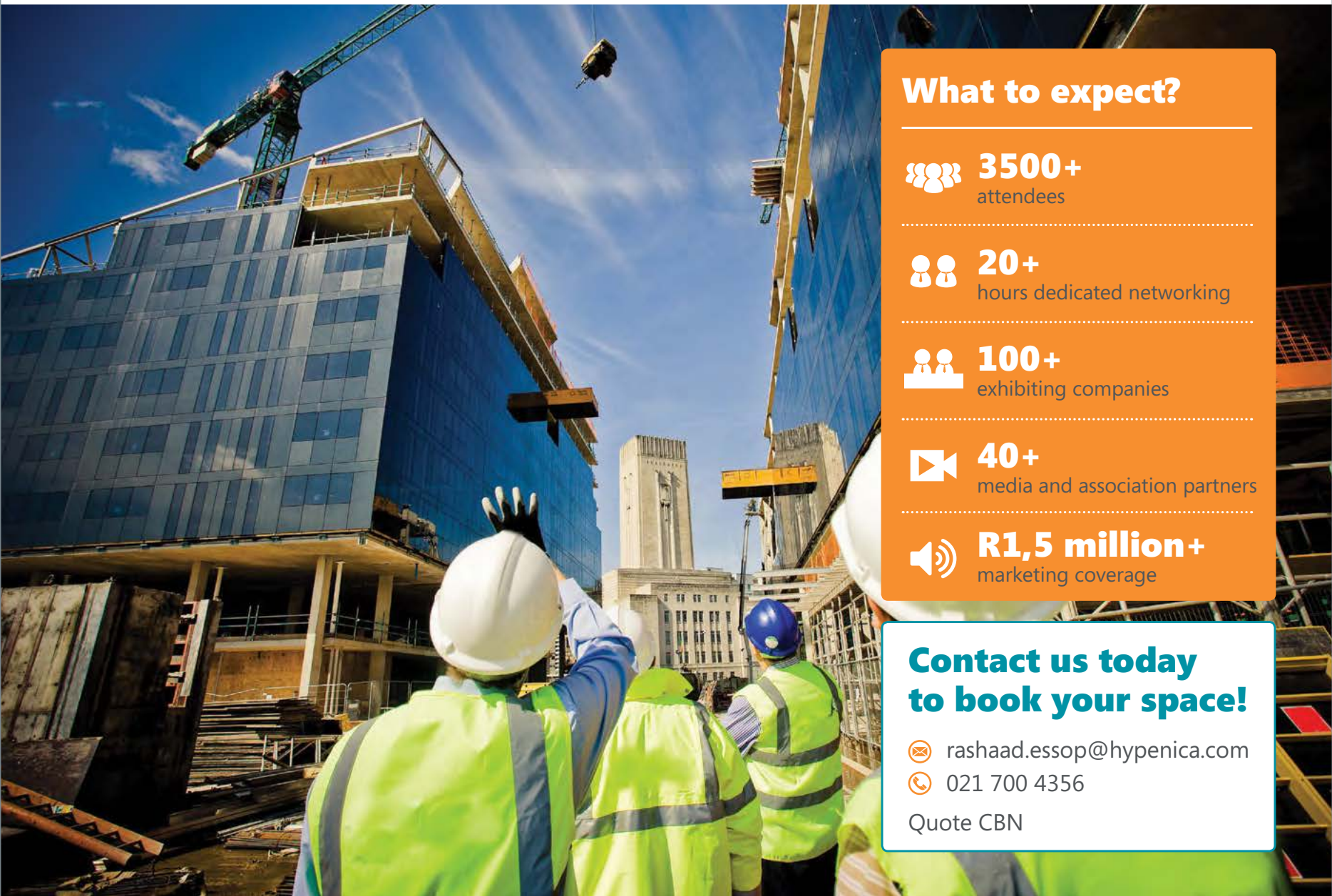


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# Cash flush PSG

STELLENBOSCH-based investment group PSG – headed by legendary businessman Jannie Mouton – is literally swimming in cash. After a fund raising exercise late last year the industrious PSG finds itself with R2,9bn burning a hole in the corporate pocket.

Ironically PSG – which has a market value of almost R50bn – is suitably cash flush when its larger neighbour Remgro – traditionally inclined to sit on a heap of cash – finds itself uncharacteristically geared after backing private hospitals group in an international foray.

Exactly where PSG will pitch its abundance of capital is anyone's guess – although some funds will be mobilised to participate (and underwrite for a fee) a R1,1bn rights offer by private school subsidiary Curro Holdings.

It's a nice headache for the PSG brains trust, but there appears to be some doubt that PSG will tilt at a new, big investment – and that the company will rather build on its current portfolio.

CEO Piet Mouton reminded at a recent investor presentation that PSG had been good with early stage investments and building businesses. Capitec Bank, PSG Konsult and even Curro were all started at grass-roots level. Mouton said it was likely that the company would use subsidiary PSG Private Equity to find new large investments.

Some of the promising investments in the private equity portfolio include distance learning initiative Impak, brands distribution business CA Sales, power management company Energy Partners as well as small JSE-listed entities like communications technology counter Alaris and specialised services group CSG Holdings.

While new investment endeavours are not yet that apparent at group level, there



is some comfort to be taken from news that fruit marketing giant – which is 100% owned by PSG's agribusiness associate Zeder – is investing aggressively.

PSG's investor presentation showed that Bellville-based Capespan has invested more than R800m over the past 24 months in acquisitions and expansion projects.

Acquisitions included R147m spent on

acquiring a 25% stake in Chinese fruit firm Golden Wing Mau, R28m on acquiring 25% of Goodview in Hong Kong, R120m to buy Nova Packhouse in South Africa, R120m to buy TWK Farms in South Africa, R53m to buy 25% of Van Wylick in Germany and R7m to buy 10% of GT-SA in Mozambique.

Infrastructure expansions over the last 24 months included

R326m spent on the FPT terminals in South Africa, R40m on GT-SA in Mozambique.

Mozambique, R61m on Northern Cape Farms and a hefty R91m on NGC Farms in Namibia.

Smaller investments included around R18m invested in Appletwaithe in South Africa, R7m on Nova South Africa and R69m spent on Capespan's farm infrastructure.

## Ease your vacuum generation with SMC

IN response to increasing demand for integrated vacuum generation systems, SMC has launched its new Series ZHP vacuum pad with ejector. An energy efficient single compact unit, the ZHP can be easily mounted in confined spaces due to its innovative design that removes the need for further components, making it simple to order and maintain.

The vacuum unit features an innovative lock-plate structure that allows easy one-touch replacement of the pad. This means that pads can be easily attached and detached for disposal, minimising maintenance. The use of an enhanced two-stage ejector improves vacuum generation efficiency, delivering an increase in suction flow rate of 50% and a reduction of air consumption of 30%.

Brian Abbott, Product Manager at SMC Pneumatics South Africa elaborates, "The



**Brian Abbott – Product Manager SMC Pneumatics**

ZHP Series has been designed to make life as simple as possible for our customers. Thanks to its innovative design and ease of use, we have achieved that and more and initial feedback from our customers has been very positive."

According to Abbott, the ZHP offers a trio of vacuum port locations that provide a variety of connections for other equipment, like pressure sensors, and creates the opportunity for daisy-chain piping, allowing for multiple devices to be connected in sequence, reducing piping requirements.

The ZHP has further design qualities, including a through-hole silencer that significantly reduces noise levels and the risk of clogging. To improve its life span and reduce the risk of contamination, SMC has also included a strainer that prevents foreign matter from entering the pad suction port. The ZHP can be adapted for a range of applications, making it ideal for a variety of uses including robot handling in palletising, sheet metal working in the automotive industry or case packers.

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# SA manufacturing needs to empower small businesses

SMALL to medium and Micro Enterprises (SMMEs) are the engine of economic growth and are essential for competitive and efficient economic growth. Research has shown that SMMEs are critical for poverty reduction and can play a particularly important role in developing countries. SMMEs are the largest provider of employment in most countries (especially of new job creation) and are a major source of technological innovation and new products. However, the survival rate of SMMEs is rela-

tively low. Less than half of newly established businesses survive beyond five years. This is not only true for South Africa, but is also a common phenomenon in the rest of the world. South Africa's small businesses, especially those in strategic manufacturing industries, require support and government programmes which can help them to establish themselves.

South Africa's government has identified the manufacturing as a key growth sector that can assist in boosting job creation and boost

the economic growth rate. The Department of Trade and Industry's (dti) Industrial Policy Action Plan (IPAP) sets out the industrial policy objectives and plans for growth in South Africa's manufacturing industries.

The Manufacturing Indaba, in partnership with the Department of Trade and Industry (dti), has identified small business as a key focus area for the 2016 event due to the urgent need for re-industrialisation in South Africa. This third iteration of the national event, to be held on the 28th

and 29th June 2016 at Emperors Palace, Ekurhuleni will include the launch of the Small Business Indaba, which will take place on 27th June 2016. The one-day conference is specifically focused on the growth opportunities for entrepreneurs within manufacturing who run small business operations.

"We have recognised the need for entrepreneurs and small business owners to get support and help in the manufacturing sector," says Liz Hart, managing director of the Manufacturing Ind-

aba. "We also realise that great manufacturing firms often started out small, and if we can assist small manufacturing businesses in getting off the ground, this will potentially have a mushroom effect on the country's manufacturing sectors and industries.

The Small Business Indaba will provide small and medium manufacturing businesses with access to the big manufacturers, to government's manufacturing role players and to the latest trends and ideas that will support their manufac-

turing growth plans," says Hart.

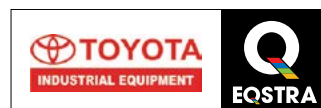
The theme of the 2016 Manufacturing Indaba is "Manufacturing the future," with the aim of showcasing and exploring the ideas and technologies that can make South Africa's manufacturing economies competitive in the global arena.

The third annual Manufacturing Indaba will bring together business owners, industry leaders, government officials, investors and professional experts to discuss challenges and to brainstorm solutions

with manufacturers.

The event boasts strategic partnerships with the Department of Trade and Industry (the dti), the Department of Science and Technology (DST), the host City of Ekurhuleni, the Department of Public Enterprises, the Manufacturing Circle and the NCPC-SA.

High-level speakers from both government and the private sector, including international manufacturing experts, will deliver key insights that will help South Africa's manufacturers with their turnaround strategies and goals.



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## Sun shines on Johnson renew



*Johnson Crane Hire deploys its Liebherr LTM 1750-9.1 (750 ton) all terrain crane for a wind farm lift.*

JOHNSON Crane Hire has added impetus to its growing presence in the South African wind farm market by establishing Johnson Renew. This new division houses all the experience garnered over the years undertaking heavy lifts in both the construction and maintenance of wind farms in the country.

The first related project took place in 2008 when Johnson Crane Hire lifted wind turbines for Darling wind farm in the Western Cape, South Africa. These were very humble beginnings for the country in terms of private wind farm projects, as well as Johnson Crane Hire's operations in the renewable energy sector.

Now, this leading crane hire operation is a prominent contractor in the South African government's very successful Renewable Energy Independent

Power Producer Procurement (REIPPP) programme where it is working alongside multi-national specialists in "green" energy projects.

Cornelis Grotius, general manager of Johnson Crane Hire's heavy lift division, says the establishment of Johnson Renew provides the group with the focus it needs to grow its presence in the wind energy market, as well as other key renewable energy projects.

This includes Concentrated Solar Power (CSP) projects, where the company's transport solution as part of its full turnkey capability is expected to add significant value.

Already, Johnson Crane Hire has undertaken lifts for Vestas and Siemens and, more recently, it mobilised its team to the Gibson Bay Wind

**Continued on P11**



# SA Five Engineering celebrates 25 years

CAPE Town-based SA Five Engineering (Pty) Ltd. has largely concentrated on the oil and gas industry since the late 1990s and has built its reputation as a major player in the Western Cape market. It was a key participant in the first FPSO (Floating Production Storage and Offloading) project ever undertaken in Africa, which was completed in early 2000. Having built a strong presence in this sector, it is now looking to its core process plant business for its growth prospects, actively tendering for projects across Sub-Saharan Africa.

Managing Director Billy O'Brien believes that SA Five Engineering's key strengths and the secret to its 25-year success lies in the expertise and hands-on, professional management team boasting a wealth of experience in conjunction with its highly qualified young engineers. The team shares a vision of a cost effective, *quality driven* organisation with a *zero tolerance policy* to safety issues.

Established in March 1991, the company has been built up over the last 25 years by a well-established, hands-on, professional team of directors, management and staff – many of whom have worked together as a mechanical engineering contracting team for over 40 years, which is undoubtedly key to the company's success.

"SA Five Engineering has developed into one of the most professional, reliable and efficient contractors in southern Africa. This position has been secured by adopting a policy based on uncompromising quality, tried and tested expertise and an excellent safety record, benefiting our clients, employees and shareholders," says O'Brien.

The company's head office and workshops are based in the Western Cape – giving the SA Five team the ability to transfer their knowledge, professionalism and efficiency across the southern continent. From this base, project teams have carried out major projects in Angola, Gauteng, Free State/KZN, Mossel Bay, the Northern Cape and Nelspruit.

"In Johannesburg we have completed major projects for WSP and Kelloggs, especially for Tongaat Hulett Starch where we were the main mechanical contractor on the Klipriver Greenfield's Project. We have also been involved in the upgrade on the Wet Mill and DE4 Projects in Germiston as from 1993. We are still a preferred contractor for all their work at Germiston, Klipriver and Meyerton," O'

Brien continues.

In the Western Cape, SA Five Engineering has filled major contract roles at key point installations, including the Koeberg Nuclear Power Station and Chevron Refinery. The company is continually involved in capital projects and maintenance for clients such as ArcelorMittal, De Beers Marine, Sie-

mens, Sandvik, Namakwa Sands, Veolia Water, Transnet, Proxa and many more – especially in the chemical and food industries.

SA Five Engineering has over 350 employees, all highly skilled in the piping, mechanical and structural engineering fields, with all welders coded to a minimum ASME IX qualification.

It is a point of pride that all company directors in executive roles and top management is available to clients at any hour, enabling the decision making process to proceed at pace.

"Our philosophy of managing projects with strong on-site teams operating as self-contained units headed by a resourceful project

manager, has been a great success across Africa."

SA Five Engineering is certified in accordance with the requirements of SABS ISO 9001:2008. This guarantees high quality of workmanship, plus recording and traceability to facilitate future modifications, expansions and replacements.

The company is one of the few mechanical engineering companies in the country with a BEE rating of 6 and a CIDB rating of 8ME.

Full time Safety and Personnel Managers safeguard the company's safety and welfare policies, ensuring that all the facilities (offices, workshops and contract sites) are fully compli-

ant with safety legislation. This strict policy applies to all staff across the board.

Its workshops are serviced by overhead craneage and enable SA Five Engineering to produce work at competitive prices, whilst maintaining a high degree of quality.

**Continued on P13**

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Since commencing operations in March 1991, 25 years ago, SA Five Engineering (Pty) Limited has established itself as one of the most professional reliable and efficient contractors in the country. Although our headquarters are in the Western Cape, we are not restricted to this region and have proven our ability to transfer knowledge, professionalism and efficiency across the southern continent.

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# Blind productivity costs

"RECENTLY I read an article referring to ELD systems (electronic logging device.) Although the writer took great care to straddle both opposing views it frankly just reminded me how much of a minefield leadership, management and indeed employment has become," says John Valentine, Director at Real Telematics.

Valentine believes that much of the current leadership, management and employee

struggles have been perpetuated by people who make a living selling those books and who make a living presenting at seminars of various types.

"With that said, I have read some fantastic leadership books and have attended seminars by awesome speakers. The point is that you as a leader, manager or employee have to navigate the murky waters of populist opinion yourself, and determine what

works best for you in a current situation. Balance is the key."

"Coming back to ELD's," continues Valentine, "Driver behaviour has never been easier to manage."

The advent of the various telematics tools in use today, whether they are cameras, incident logging or productivity measures, make it so simple. The trick of course is finding the middle ground so that managers are able to reward or

discipline, and where drivers feel that their efforts are being recognized and are cautious about behaviour which they know can be penalised.

"At Real Telematics we have really tried hard to create products that can be used by both parties. Hiring and firing staff is really expensive and time consuming for all involved. What we want to see is managers and drivers both embracing the benefits of using measurement tools that can improve their daily lives. Particularly with our product Real FMX (forklift system) we feel that we have successfully created the middle ground. Real FMX is not only used extensively to generate simplistic reports with meaningful

information to manage and reduce operational costs, but it is also extremely effective as a motivational and training tool," he states.

Real FMX allows you to select the features that you want to measure your drivers on, create a weighting for each feature, and apply evenly to all machines and all drivers.

"This then allows you to see which of your drivers need additional attention and which are superstars and need further recognition. Real FMX automatically selects 'Driver of the Month' from the list of qualifying individuals, taking away the perceptions of favouritism and opinion."

"There really is a fine line between pro-



ductivity and health and safety. In our experience, we often see that the drivers who are lauded for the best productivity are often those that also cause the most damage to their machines, product, racking etc., mostly because of the speed at which they operate,

which increases impact incidents and other operational costs. Such speeds are also often on instruction from management, who are measured on straight productivity rather than on the cost of productivity. Once again it is the happy medium we seek, good productivity at the lowest cost," comments Valentine.

"Driver behaviour measurements are powerful tools in the hands of committed managers and committed drivers. Do not waste money on tools you will not use fully. One of the complaints we often field is that 'your system does not work for us, we are different.' On investigation we find that the reports are unread, the system is never logged into and little or no effort has been made to engage staff pro-actively. Your managers also need to be managed."

"Consequently we find that Real FMX is making tremendous waves locally and internationally by those who really want to make a difference. Get Real information, with Real benefits, now, with Real FMX."

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## Controls in place to ensure Transnet deal



TRANSNET has implemented a series of governance, control and monitoring measures to ensure that Original Equipment Manufacturers (OEMs) meet the company's stringent localisation obligations and supplier development commitments.

Transnet has awarded CSR Zhuzhou Electric Locomotive and Bombardier Transportation South Africa contracts for the supply of 599 electric locomotives, while General Electric South Africa Technologies and CNR Rolling Stock South Africa (Pty) Ltd will build and supply 465 diesel locomotives.

CSR and General Electric will be manufacturing from Transnet Engineering's facilities in Pretoria, while CNR and Bombardier will use TE's facilities in the Durban.

"The company, which awarded what is now South Africa's single biggest infrastructure investment initiative by a corporate, is constantly monitoring progress by all the OEMs who were awarded the more than R50bn contract," Transnet said in a statement.

In addition, to the normal governance structures, Transnet has set up a special sub-committee of the Executive Committee chaired by the Group Chief Executive.

"At operational level, the company has developed various monitoring tools for the OEMs to provide regular updates on

their performance on localisation, including the development of a local content reporting template agreed with the OEMs to update on progress.

"To provide further assurance, Transnet also performs an internal validation process of each OEM's performance as part of contract management," Transnet said.

Group Chief Executive Siyabonga Gama has also appointed one of South Africa's big four auditing firms as governance and performance monitors on the entire project to ensure integrity of information and compliance with various aspects of the agreements.

Transnet has reiterated that the Department of Trade and Industry (Dti) is responsible for local content verification.

The department has appointed the South African Bureau of Standards as its official verification agency. Transnet is in constant engagement with SABS as agreed with the Dti.

In terms of its mandate, the SABS can only pronounce on whether local content has been achieved or not once it has completed the validation process and issued a report.

"All OEMs have staff working at Transnet's various manufacturing sites. The company is willing and able to facilitate access to information should the department or SABS face any challenges," Transnet said.

## SEACOM gathers momentum in the South African business market

Continued from P5

experience with us, for example, by introducing powerful self-service tools that empower them to serve their customers faster and better."

SEACOM's key offerings for the business segment include Fibre Internet Access (FIA) with options ranging from 25Mbps up to 1Gbps. The company is leveraging its abundant and scalable capacity on its undersea cable system and continent-wide IP-MPLS network as well as the capabilities of its Cloud services such as security, back-up, mail and archiving, CRM and virtual hosting to enable businesses in South Africa and East Africa to smoothly transition to the cloud.

Says Kevin South, "Our strategy of diversifying our business from bringing low-cost

data transmission infrastructure to other service providers in Africa towards offering a full portfolio of services to the business market is paying off. We're seeing great adoption of our fibre connectivity as well as of our private and outsourced network solutions."

To date, SEACOM has fibred up 35 nodes and is looking to work with its connectivity partners to reach more corners of the market. Cloud enablement forms an important part of SEACOM's business strategy, with the company's network interconnecting directly to various cloud CDN providers and OTT players. Connectivity is no longer the inhibitor to cloud, adds South.

"We are actively building the New Age Telco of tomorrow,

with emphasis around automation of systems and process, SDN (Software Defined Network) and NFV (Network Function Virtualization). These are our building blocks for streamlined acquisition of Internet based products and services for business customers, channel partners and ultimately consumers alike."

The next step for SEACOM will be to ramp up the roll out of SEACOM Business solutions in Kenya, and to start looking at growth opportunities in Uganda, Mozambique, and Tanzania. "These markets are ready for the sort of disruption we can bring," says Parker. "We're excited about the opportunity to bring focused, affordable services to companies on Africa's east coast."

## Sun shines on Johnson renew

Continued from P8

Farm construction site. Here, it is also supplying support cranes for the loading and offloading of various components making up the wind generators, complementing its main crane lifting solutions on site.

He says Johnson Renew has access to the largest Liebherr crane fleet in southern Africa through Johnson Crane Hire, ranging from eight ton units all the way through to the 750t LR 1750 crawler crane. Strategically, Johnson Crane Hire also owns one of two LG 1750 lattice boom truck mount cranes in the country, procured specifically to work on wind projects.

The group's long standing business relationship with Liebherr includes technical support and operator training from the leading German original equipment manufacturer. This is complemented by the group's own in-house technical maintenance capabilities that keep these

cranes in top condition.

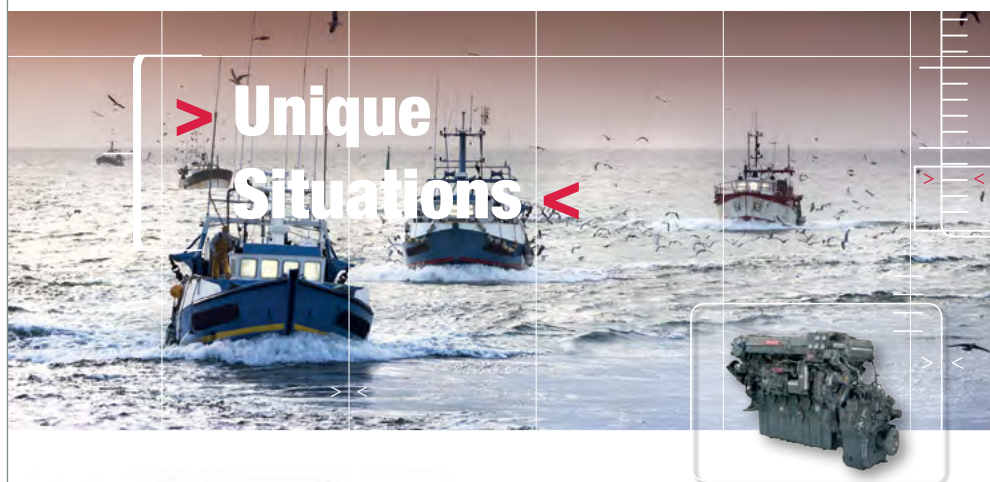
Another major differentiator is the group's strong safety and quality track record in the arduous petrochemical, mining, heavy industry and construction sectors where it has undertaken many heavy lifts.

The group's focus on safety and quality are enshrined in its ISO 9001 certified policies, and these are already deployed by its engineering department in the extensive preparation for lifts, before any of its cranes are mobilised from its yards to site.

Grotius is pleased by the progress made by South Africa to diversify its energy mix to include cleaner alternatives, and believes that the REIPPP programme will continue to create immense opportunities for local companies, such as Johnson Renew, who have the necessary capabilities to meet very demanding project requirements.



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# Taking a shine to Trans Hex

PAROW headquartered diamond mining group Trans Hex has seen a significant change in shareholding – a development that hopefully points to brighter prospects in the competitive gem game for the years ahead.

Last month M Cubed Holdings – an investment entity controlled by Quinton George – surprisingly snatched a 26,18% stake in Trans Hex after institutional shareholder Kagiso Asset Management bailed out.

George, an asset manager with a penchant for resource stocks, and former Springbok rugby player Marco Wentzel have now been appointed as non-executive directors of Trans Hex. George already serves as chairman of JSE-listed Mine Restoration Investments Limited and was previously CEO of Cape Town-based Trinit

ity Asset Management.

Trans Hex has endured a tough time in recent years as it battled to eke profitable returns from its old Orange River concessions. The company is hoping to change its fortunes with the recent acquisition of Namqua-land Mines (now re-named West Coast Mining) from diamond giant De Beers.

M Cubed's emergence as a major shareholder does intimate confidence in the company's ability to generate decent returns from the former De Beers operations. But M Cubed's presence may also signal that corporate action is being contemplated for Trans Hex.

M Cubed now ranks as the biggest shareholder in Trans Hex. But Cape Town-based private equity player RECM and Calibre and platinum miner Northam Platinum – with stakes of 25, 12% and 20, 3% - are also meaningful stakeholders. RECM and Calibre also holds a significant direct interest in West Coast Mining.

Whether there are further re-shufflings of shareholding remains to be seen. Presumably the stake held by Northam won't be considered core to the platinum miner's operational profile.

While it's probably too early to assess the possible impact of the recently acquired West Coast Mining operations, Trans Hex has wasted no time restructuring its lower Orange River operations.

These operations – comprising the enduring Baken and Bloeddrif mines – recently saw a change to its shift arrangements to optimise mining and treatment volumes in the twilight years of these operations.

Trans Hex CEO Llewellyn Delpoit said the aim was to extend the viable life-of-mine of each operation for as long as possible, while constantly managing the risks inherent to mature alluvial mines.

Essentially the lower orange River operations will change from a four-shift system that ran seven days a week to a three-shift system spread over a five and a half day week.

Delpoit said overburden stripping rates and the volumes of gravel mined and treated would be adjusted to ensure the most sustainable model for each mine.

A total of 125 employees (around 22% of the workforce) accepted voluntary retrenchment packages. Delpoit disclosed the total cost of the restructuring programme would be in the order of R47m.

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*The Traffic CM High Speed Door at Nampak Bevcan was supplied complete with a sequential safety barrier.*

HIGH speed roll up and fold up doors facilitate ease of materials handling in and out of large manufacturing operations as well as movement between various sections within

a plant. The Traffic CM High Speed Door is considered a sturdy and dependable solution for any medium to large entrance or doorway, and one of the most recent instal-

# Traffic high speed door does the trick at Nampak Bevcan Springs

lations of this robust high speed door is at Nampak Bevcan's Springs plant.

Produced by Apex Strip Curtains and Doors, the 8,192m wide by 5,621m Traffic CM High Speed Door was supplied complete with a sequential safety barrier. Wim Dessing, managing director of Apex Strip Curtains and Doors, says that in this particular application it was decided to equip the door with a sequential safety barrier which functions as a proximity warning device ensuring optimum safety at all times without contact having been initiated.

The sequential barrier monitors the motion of the curtain itself and will detect even the smallest obstacle

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## SA Five Engineering celebrates 25 years

Continued from P9

SA Five Engineering can assist anyone who wants an innovative and dedicated contractor on their premises. Its services include proposals and budgeting, project/contract management, procurement, fabrication, installation as well as maintenance and conceptual design.

### SA Five Engineering works on:

- Hydro / nuclear power plants
- Offshore projects
- Piping
- Process plants
- Rig and ship maintenance and conversion
- Shutdown and plant maintenance
- Structural steel work
- Tanks
- Workshop prefabrication

### Some contracts in the last few years include:

- ArcelorMittal - ASU Heater
- Chevron Refinery - Flare Structures and Flare Mechanical Platform
- De Beers Marine - Mafuta Structures and Piping
- Eskom - Ingula Pumped Storage Scheme

Today, SA Five Engineering is one of five companies within the SA Five Group, backed by international shareholder Ashley Industries of Aberdeen, a multi-disciplined company focussing on the oil and gas industry.

Other companies in the group are: Air Options, RH Mechanicals

and RNB Engineering. Cape Town-based Air Options (Pty) Ltd., develops and manufactures a range of quality air conditioning equipment including:

- DX and chilled water air handling units
- DX split air-conditioning systems, air and water-cooled packaged air-conditioning units and air-cooled water chillers.

- These systems service mainly the light industrial and commercial air conditioning industry and are designed for air conditioning systems that use both chilled water and direct expansion refrigeration as the cooling medium and can be customised to a client's needs.

RH Mechanicals (Pty) Ltd. has been

part of the SA Five Group since 1995 and specialises in the welding of exotic metals for nuclear energy plants. It is based at Koeberg Nuclear Power Station.

RNB Engineering (Pty) Ltd. is a mechanical engineering contracting company that specialises in high and low pressure piping for the petro-chemical, food, textile and medical industries and water treatment systems.

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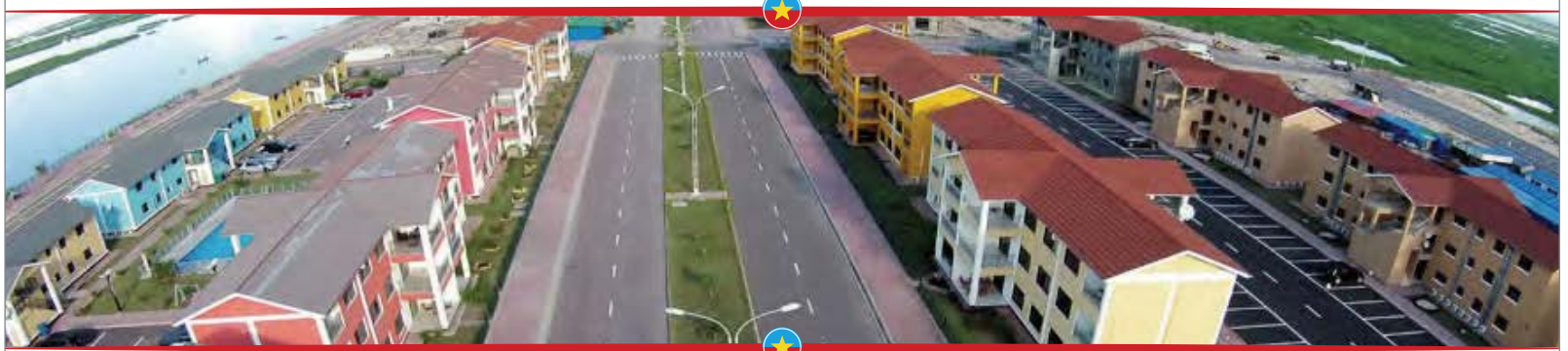
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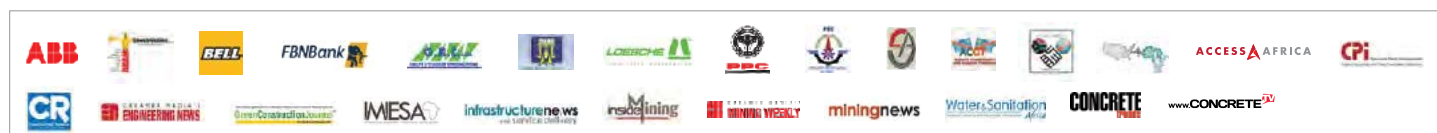
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# Experts oversee repairs on the Cape’s oldest building

REPAIRS and maintenance to the Castle of Good Hope are being carried out by specialists in the construction, renovation and recycling of buildings, GVK-Siya Zama. These are being done under the expert eye of award-winning architect Dr Gabriel Fagan and his wife Dr Gwen

Fagan and with the help of Martine Robinson, a long-standing staff member. The couple has been involved with the restoration of the Castle and subsequent repair projects since 1968 – making overseeing the preservation of South Africa’s oldest building their lives’ work.

GVK-Siya Zama Project Manager Rupert Rademan says, “The way the team from Gabriel Fagan Architects have communicated the repair and maintenance scope of work to us has been amazing. They share their knowledge and years of research, taking the time to ex-

plain the history behind each room we renovate. The Fagans have challenged us to work with materials and methodologies not commonly used in the last 100 years and are well equipped to answer any questions raised by our construction team. Their expertise has enabled us to ensure that all that the history is perfectly captured throughout the building.”

Of working with GVK-Siya Zama, Gwen states, “The members of the team are doing fantastic work. They are handling the intricate repairs as well as the preservation of historical elements very well.” She hopes that the Castle will be maintained for future generations to enjoy.

Gabriel’s career spans more than six decades. Gwen, who was originally a medical doctor, changed professions and joined her husband’s architectural firm in 1969 as a historical researcher and landscape planner. In 1995, she received her PhD in landscape architecture. Between the two of them, the nomenagarians have three honorary doctorates.

According to Gabriel, “The conservation of a citadel like the Castle is a creative process involving the overwhelming responsibility of intervening in a prime historical artefact.”

Regarding the restoration procedures that have taken place over the years, he explains that it was essential for the building to first be assessed for its cultural, architectural and social value. Its rarity value also had to be judged by comparing it with similar buildings both nationally and internationally. This saw the Fagans visiting Mauritius, the Seychelles and Sri Lanka where the history of the fortifications matched that at the Cape.

The building was then examined for further clues to its history. This included an examination of the walls, roofs and ceiling to assess the safety and value of existing structures. The doors, windows and 87 different fireplaces were also measured and recorded to produce accurate plans and schedules.

With numerous additions having been made to the building over the past three centuries, the Fagans were challenged with the decision of what to remove and what to retain. Items that were demolished included a toilet block in the inner courtyard

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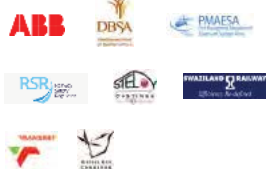
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Continued on P17



# Distell gives its board a vigorous shake up



THERE was quite a stir in the local liquor sector last month when Stellenbosch-based Distell gave its board of directors a vigorous shaking.

Last month Distell announced that executive directors Pieter Carolin, Carina Gous, Caroline Snyman, Johan Venter and Debra Ullrich had resigned from the board of Distell Limited with effect from April 15.

They were replaced by Distell's marketing executive Dave Caruthers, international director Steve Nathan, Kate Rycroft and JP van der Walt.

There was initial disbelief that a handful of highly regarded liquor industry executives would resign 'en masse' – not to mention mischievous speculation that the five had been head-hunted by another liquor group. But Distell was quick to point out that the five executives were not leaving Distell or relinquishing their respective managerial responsibilities.

Distell CEO Richard Rushton said the changes were driven mainly by a change in the company's organisation-design following the revision of its corporate strategy. He stressed the changes were implemented gradually and had not disrupted business continuity.

Rushton added that the board changes were also driven by earlier changes to the board – most notably the retirement in June 2013 of Malcolm Searle, the former global marketing director, and the retirement of Stoffel Cronjé, Distell's former company secretary, in April 2014.

Cronjé also held a few portfolios – including head of human resources and overall head of strategy. JP van der Walt was subsequently appointed human resources director and Lizelle Malan company secretary.

Strategy was incorporated into a new division called corporate development, and Kate Rycroft was appointed director of the new division.

Don Gallow, former international director,

retired in December 2015, and was succeeded by Steven Nathan.

Rushton explained that the change in Distell's organisation-design followed a revision of its corporate strategy. He pointed out that in early 2014 Distell significantly revised its corporate strategy.

"Although this was an evolutionary rather than a revolutionary change, it did require an organisational re-

sign," says Rushton.

Rushton noted that the old 'segment' (wines, spirits and Ready-to-Drinks) approach was discontinued.

He said an end-to-end supply chain was established and both the primary production and the secondary production divisions were incorporated into the new supply chain division.

The Africa business region was established

as an independent region (previously it was incorporated in the international division.) Rushton reiterated that all the executives who resigned as executive directors were still in Distell's employ – albeit re-assigned into other roles after consultation with them.

Gous, formerly business director of Wines, becomes luxury brands director, and Ullrich, formerly acting director of global marketing, becomes director of accessible power brands.

Snyman, formerly business director of the spirits segment, is now marketing director for southern Africa. Carolin continues in his role as director of distribution for southern Africa, while Venter recently moved into a new role as the head of the centre of excellence in the supply chain leadership team.

## KVW for sale?

AT the time of going to press, reports had surfaced that Paarl-based liquor group KVW Holdings was up for sale.

Reports in Business Day suggest former food sector magnate Vivian Imerman has expressed an interest in KVW, which is currently controlled by Cape-based empowerment giant Hosken Consolidated Investments (HCI).

Imerman has experience in the liquor industry, and had successfully turned around and then sold at a profit the well-known scotch-maker Whyte and MacKay.

HCI has battled to produce sustainable profits at KVW since taking effective control of the business in 2001. Many liquor industry pundits believed HCI would bulk up KVW's core

wine and brandy offering with acquisitions or partnerships.

In fact, HCI has not initiated any corporate action – save for increasing its stake in KVW to over 50%. Much of the operational focus has been on building up the core brandy and wine brands – although there was an unconvincing attempt to build a niche in the Ready-to-Drink (RTD) segment.



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## Maersk Group introduces new maternity benefits in southern Africa

WOMEN leaving the workforce after maternity leave is a growing concern globally, with research conducted by KPMG revealing that it costs global businesses US\$47bn every year to recruit and train new employees to replace women who do not remain in the workforce after maternity leave. To improve the conditions for women on and returning from maternity leave and to increase the retention rates of female employees, Maersk Group has introduced a new maternity policy.

The new policy, launched in South Africa as well as the rest of Maersk's global operations, includes a programme allowing a phased reintegration to work for all on-shore employees and a global guaranteed minimum of 18 weeks maternity leave on full pay for all employees. The Return-To-Work programme enables a smoother transition

back to work, the opportunity to work 20% less hours at full contractual pay, as well as one week of paternity leave for male staff.

A study of women's retention after childbirth in 76 countries across the Maersk Group shows that between 2012 and 2014 the average maternity retention rate was less than 70%. Of the women that left after maternity leave, approximately 80% of these women left within the first 12 months of their return from maternity leave. According to Fakhrie Hisham, Human Resources Business Partner at Maersk Line, the phased return will enable women to have a smoother transition back to work and contribute to increased retention.

"Additional research conducted by KPMG for Maersk suggests that favourable maternity leave policies have a positive impact on the labour market partici-

pation and contributes to higher employment rates of women. This new policy supports our aim to retain the talented women working in the Group and attract even more to gain access to future and wider talent pools. The new policy aims to increase the global best practice maternity retention rate to 90% over time."

Hisham says that the new policy will improve terms for women working for Maersk in at least 51 countries out of the 130 in which the Group operates compared to the statutory minimum. In the US, more than 1,200 women employed will be eligible for 18 weeks of paid leave compared to their current paid leave which is typically six weeks.

He says that over the past few years, clear diversity targets around hiring females have become part of attainable business goals in South Africa. "Creating poli-

cies that benefit women looking to start families will allow businesses to access a wider pool of female talent. In our experience, female candidates have enquired about the extent of the maternity packages before accepting a position, which shows that it is in fact a major deciding factor to many employees."

Hisham believes that the implementation of maternity policies like this will result in additional benefits to local businesses, for example, reduced hiring costs and increased productivity levels.

Over the next few years, the Group is hoping to see an increased retention rate for women returning from maternity leave. "We feel that the new policy will provide employees with the means to be hands-on parents and allow them to maintain successful careers, especially for those women in senior or leadership roles."

## Experts oversee repairs on the Cape's oldest building

Continued from P14

dating back to the Second World War, derelict saw-tooth buildings used for storage and parking together with a fig tree that almost obscured the famous Castle bell tower and was swallowing historic sentry boxes and blocking the sewers in the front courtyard.

Some elements had to be recreated. For instance, the piers on the gateway leading to the Castle entrance were crowned by lions, with an arched lamp support between them. However, a collapsing flagpole brought the whole lot down, with the lions shattering into small fragments. The remains were boxed to avoid further damage and shipped, along with the pier capitals, to a special workshop where efforts were made to determine the origin of the clay. Specialist restorer, Jan Corewijn, reassembled the lions, made models and recast them. Today they rest safely in the Castle's museum whilst replicas recline on the piers at the entrance.

Additionally, the gable on the inner side of the entrance, built by Governor Simon van der Stel in 1684, was struck and severely cracked by a lightning bolt. Gawie visited the Earl of Balcarras in Scotland to inspect the notebooks of former Castle resident, Lady Anne Barnard. A

panorama done by her in the late 18<sup>th</sup> century clearly showed the figures of the gods Neptune and Mercury upon the gable. These were reconstructed and the surfaces painted as Lady Anne had depicted them. A similar procedure was undertaken to restore the weather vane above the bell tower, which today, with its gold leaf paint, glints now and again in the sun.

During the course of the repair work, a number of hidden historical and architectural treasures were uncovered. Amongst these were a kitchen in the curtain wall between the Leerdam and Buuren bastions, paintings on interior walls, the Dolphin Pool with its fountain and surrounding balustrade and pillars.

Most of the work on the Castle has consisted of the stabilisation of the original structure, which had deteriorated as a result of years of neglect.

One of the most challenging aspects of the repair process has been the refurbishment of the moat which had been filled and turned into a garden early in the 20<sup>th</sup> century. "Having seen the beautiful moat around the Dutch fort at Jaffna in Sri Lanka, we persuaded the Department of Public Works to restore the Castle moat," says Gabriel. Archaeologists were called

in to identify the original stone walls. Mountain water, which originally filled the moat, but was then flowing into the sea, was diverted from the Capel Sloop (a narrow water channel constructed for irrigation) under Darling Street and is now used to irrigate the plants on the banks. In addition, specific vegetation was planted to keep the water clean and, with advice from the Department of Fisheries, fish were added. "This worked so well that the moat has become an asset to Cape Town," shares Gabriel.

Another difficulty encountered was the installation of modern requirements, such as the establishment of access points for wheelchair-bound visitors, without impacting on the sensitive environment.

"There are many reasons why we refurbish, recycle or restore old buildings, ranging from economics to simple nostalgia or in the case of the Castle, severe structural deterioration. However, in the long run, the greatest value of old buildings for all of us is that we can identify ourselves through the continuous thread of our communal culture with previous generations and so by better understanding them, reaffirm our own values," concludes Gabriel.

## Supply chain failures can be prevented



SUPPLY chain failures result in empty store shelves, infrastructure in various states of breakdown, basic services and resources that are just not available when and where they're needed, and even increased pollution levels. All these problems are preventable if the relevant supply chains are managed by skilled professionals.

Supply chain management is commonly misunderstood as public procurement, or as logistics in isolation. It is however the integrated combination of activities that balance the supply of goods and services with the demand of customers.

"Every part of every product we buy needs to

come from somewhere. This usually starts with raw material that need to be sourced, bought and processed by a supplier, stored somewhere, distributed to even more suppliers, and finally to end-customers. And that's describing a very short and simple supply chain," says Jenny Froome, General Manager of SAPICS - a professional knowledge-based association that enables individuals and organisations to improve business performance. "Most supply chains are incredibly complex, with multiple layers needing to be coordinated at the same time."

Any part of this chain of events that is not optimised for efficiency,

causes a ripple effect of inefficiencies throughout the entire supply chain, that could result in inventory losses, wasted warehousing space, extended lead times, half-empty trucks serving delivery routes and so on. All of these inefficiencies cause a business to either lose money, spend more money that it should, having unhappy customers, or a combination of these.

"There is at least one supply chain in every single industry, and in most, there are several supply chains that feed into one another," says Froome. "Aerospace, automotive manufacturing, banking services relating to cash transit, retail, pharmaceuticals, food and beverage processing, even the fashion industry all have supply chains that could benefit immensely from supply chain management by Certified Supply Chain Professionals."

Some of the issues that supply chain professionals need to take into account when planning and executing profitable supply chains include energy shortages, technological developments, labour and skills demands, and environmental concerns.

The areas of expertise required to plan and maintain the balance between supply and demand is highly complex, and will be addressed during the 38th Annual SAPICS Conference for Supply Chain Management Professionals. Scheduled for 12-14 June 2016 in South Africa, the conference will explore topics that will help delegates to overcome challenges facing senior to executive level business professionals charged with reducing costs, increasing revenue, and keeping customers happy.

Sponsors of the conference include SYSPRO, Barloworld Logistics, BidVest Panalpina, Chep, Imperial Logistics and UTi. The conference will also host in excess of 50 exhibitors relevant to the supply chain management industry.

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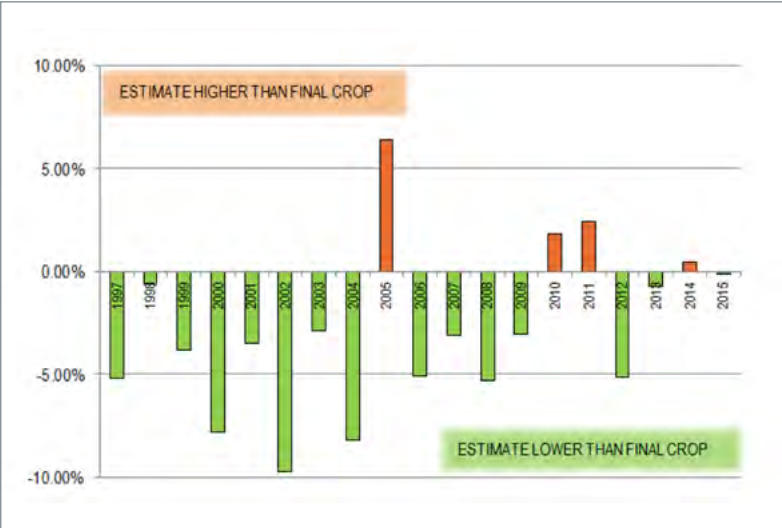
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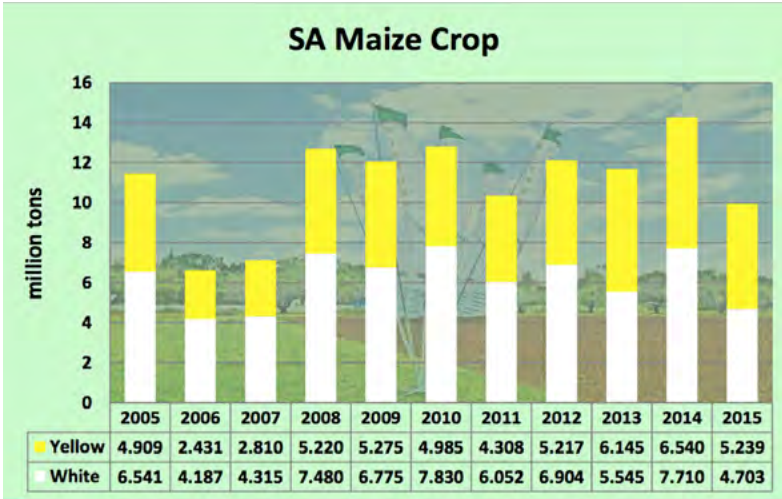
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Graph 1



Graph 2

# Remote sensing helps farmers and policy makers

REMOTE sensing has helped the national crop estimates committee (CEC) achieve a 0.13% error margin in 2015 from 9.77% in 2002 and will allow policy makers to assess drought impact down to municipal level in the Western Cape. When the agricultural control boards such as the Maize Board and Wheat Board were abolished in 1997 there was a need to have an independent body to provide crop estimates to guide farmers, processors, futures dealers and policy makers. This led to the establishment of the Crop Estimates Committee (CEC) within the Department of Agriculture. To prevent conflict of interest no member of the CEC could trade in the commodities being forecast. The initial crop estimates were collected by means of a tel-

ephonic survey of industry participants, be they farmers, processors or agricultural co-operatives. As Graph 1 shows, there was an inherent bias to underestimate the national maize crop in part because low supply would push up prices. To help reduce the bias, the producer independent crop estimate system (PICES) was developed, which uses remote sensing using satellite images and aerial surveys using low-flying aircraft and helicopters to estimate acreage planted

to the various crops. The remote sensing is so sophisticated that it can distinguish between the various plant types and assess how well they are growing. This helps with the yield estimates, which are also compiled by on-site surveys conducted by the state-run Agricultural Research Centres (ARC) Grain Crops Institute. From 2009 to 2015, the CEC had three underestimates and four overestimates for the size of the crop so there was no prevalent bias. In addition, the er-

ror margin has moved from 9.77% in 2002 to only 0.13% in 2015, a feat better than most national crop estimates conducted in the world, where the error margin is "satisfactory" if it is less than 5%. In particular, the CEC was justifiably proud of its record in the last three years when despite wide fluctuation in the maize crop from 11.69 million tons in 2013 to 14.25 million tons in 2014 to 9.94 million in 2015, the error margins were

Continued on P20

# WEG transformers Africa growth continues



An important value-added service offering from WTA is its suite of structured transformer maintenance programmes that allow customers to protect these assets from degradation.

WEG Transformers Africa, a division of Zest WEG Manufacturing, is determined to continue growing its share in both the South African and African transformer markets. Louis Meiring, chief executive officer at Zest WEG Group Africa, says the acquisition last year of Heidelberg-based TSS Transformers facilitated immediate access to additional facilities as well as best-in-class technical skills. "Upskilling ourselves in this critical market sector and increasing our local manufacturing base was a strategic move that will see greater involvement from Zest WEG in this industry," Meiring says. Zest WEG Group is owned by Brazil-based WEG and this significant investment in local manufacturing highlights WEG's financial commitment to its local operations. Meiring says the acquisition was in line with the international player's intention to expand its global network of businesses and manufacturing plants. The WEG Group aims to increase its sales year-on-year by a minimum of 17% until it reaches an annual

turnover of US\$10bn in 2020. WEG Transformer Africa (WTA) operates two major facilities and is poised to reinforce its position as a leading African manufacturer of electrical equipment. The last two years has seen the recapitalisation of the WTA Wadeville operation. Andre Mans, COO of WTA, says that this extensive investment programme has seen the facility undergo a complete makeover with the upgrading of equipment and streamlining of processes. "Today, WTA Wadeville is a modern operation that boasts best-in-class production and manufacturing capabilities," he says. WTA Wadeville produces standard distribution, power and special application transformers ranging from 50kVA to 10MVA in voltages up to 66 kV with off-load tap switch or on-load tap-changers. Known for its responsiveness to customer specific needs, the facility also has the engineering expertise and capability to manufacture special transformers for mining, industrial, rectifier/traction, and

converter and thyristor drive applications. WTA also manufactures a range of mini substations. Mans says that, where applicable, the transformers carry SABS certification. The Heidelberg facility, which was previously TSS Transformers, was acquired in the third quarter of 2015 and boasts an impressive 45,000 m<sup>2</sup> footprint. The modern facility is capable of locally manufacturing power transformers up to 40MVA in voltages up to 132kV as well as mini substations and moulded circuit breakers. This modern facility houses what is considered to be the best privately operated oil sampling laboratory in South Africa. Mans says this is a crucial differentiator in the market as it gives customers access to skilled technicians who analyse samples on state-of-the-art equipment to world class standards. An important value-added service offering from WTA is its suite of structured transformer maintenance programmes that allow customers to protect these assets from degradation.

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THE agricultural industry is one of the key focus markets for Busch Vacuum South Africa. The company says it has witnessed consistent growth in this sector in recent years. Key agricultural sectors include dairy, wine, aquaculture and meat processing markets. Busch Vacuum Pumps and Systems offers solutions for all stages of the production process. Fur-

thermore, chemical and mechanical specialists are always available to offer assistance locally whenever required.

One recent success in the wine industry involved Busch converting two 20-ton wine presses to operate using Mink claw pumps with over pressure of 2 bar in place of a central overpressure system at a renowned vineyard in the Western

Cape district. The resulting advantages were energy savings, reduced maintenance costs and use of a complete stand-alone overpressure system that is perfectly suited to the application. These were major factors underlying the decision to change from a central overpressure system to the Mink claw vacuum pumps.

Historically, Busch

South Africa has a strong presence in the dairy industry in cheese processing and packaging applications. With a large global base of vacuum pumps and blowers installed for milking, Busch has used its expertise from Europe to diversify into the local market and has now successfully installed and tested complete Tyr vacuum lobe blower units. Busch Vacuum South Africa is now geared with the products and knowledge to accelerate in this market.

Further areas in which Busch Vacuum South Africa can provide efficient and cost-effective vacuum and overpressure solutions are bottling, the aeration of tanks, pneumatic conveying of grains in silos, water-pump priming, drying, food processing and food packaging.

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## BMG at Nampo 2016

BMG – Bearing Man Group – will again be exhibiting its extensive range of agricultural components at Nampo (SANLAM Hall 15 and 16) and will also be focusing on its “Feed a Farmer / Voer ‘n Boer” initiative.

“This drought relief assistance programme, which was launched recently in conjunction with Agri-SA, is helping to sustain farmers, farm workers and their families, who are severely affected by the crippling drought,” says Carlo Beukes, agricultural manager, BMG.

“BMG agricultural branches throughout the country are collection points for non-perishable food items, which are then distributed to farming communities in dire need. This interminable drought - the worst in more than a decade - is having a devastating effect on producers. We know that each food donation is greatly appreciated by those in need.”

“BMG’s ‘Smart Farming’ concept, which was introduced three years ago, will also be a highlight at this year’s Nampo show. This project, not only ensures the right product, for the required application, at the right time, but also constructively interacts with the entire farming process. By working closely with farmers, BMG’s agricultural



*BMG’s tie rod agricultural cylinders.*

experts fully understand changing requirements in the local farming sector.

“This event will not only highlight our extensive product portfolio, but there will be a focus on practical working demonstrations of how components operate together to form an efficient system that enhances productivity and energy efficiency.”

BMG’s experienced technical resources team applies design and re-engineering capabilities to assist farmers in improving operational efficiencies. With strategically positioned outlets throughout Africa, our team of agricultural experts offers farming sustainability solutions that focus on effective food production, the use of correct equipment and the application of technology to maximise scarce resources of water, electricity and labour.

The company’s extensive range of quality branded engineering components is carefully selected

to cope efficiently in harsh farming conditions. All components are compatible with original equipment to ensure optimum performance, extended service life and cost efficiency.

BMG’s existing agricultural portfolio encompasses a wide variety of wear parts, including bearings, seals, adhesives and gaskets, harvester and planter chains, as well as agricultural gearboxes, electric motors and inverters. The range also encompasses tie rod cylinders, drive belts, pulleys and couplings, as well as fasteners and tools.

Recently launched products include a new design BTC disc harrow flange bearings, BTC fertilizer and seed discs, diesel filtration units, as well as Motoline variable speed drives (VSDs.) The flange bearings are now available in both four and five hole configurations, making them suitable for

**Continued on P25**

### A FAMILY AFFAIR

IN April the offices of Busch Africa Cape Town and Johannesburg were honoured to be visited by the two founding members of the Busch Group, Ayhan Busch and Dr.-Ing Karl Busch.

The Busch group is a family-owned com-

pany, and is managed by members of the Busch family.

Founded in 1963 and consisting of 60 subsidiary sales companies, and production plants in Germany, Switzerland, Great Britain, the Czech Republic, Korea and the USA,

the company offers one of the most diverse ranges of vacuum pumps, compressors and blowers on the market.

The visit emphasized the commitment and focus of the Busch family to grow the Busch company’s presence on

the African continent and provided an opportunity to evaluate the strong growth already achieved. Key meetings were held with companies in the pharmaceutical, plastics and food industries in order to explore further growth in these markets.

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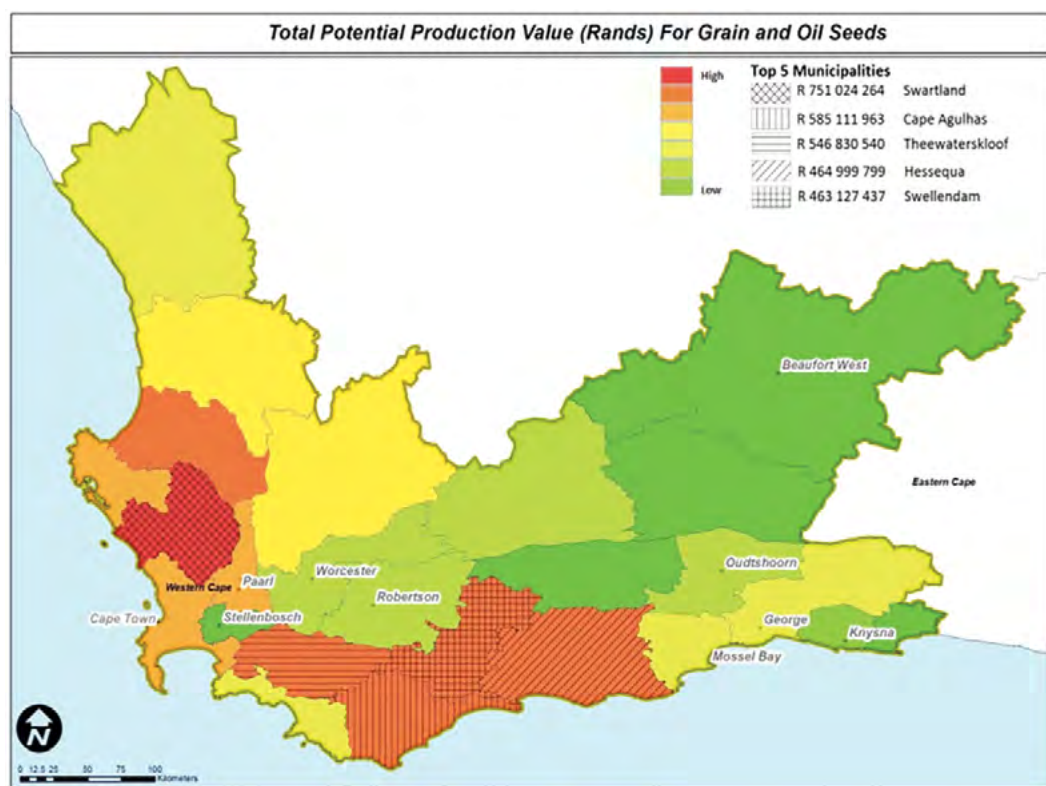
*Rotary Lobe Unit in Silencing Cabinet.*





## Remote sensing helps farmers and policy makers

Continued from P18



respectively -13%, +0,4% and -0,75%. "The fact that we had less than 1% error in the past three seasons shows how robust the system is as during that time the maize crop slipped by 3,6% in 2013 from 2012, then expanded by 21,9% to the largest crop since 1981 before plunging by 30,2% as the drought cut yields," said Eugene du Preez, director of privately-held SiQ, which provides the committee with satellite and aerial data, which helps it determine the size of the area planted.

The expertise and equipment built up to service the CEC has allowed SiQ to expand its services so that it can help individual farmers and provincial departments of agriculture. Recently they have conducted surveys to see how much arable land in the former homelands of Ciskei and Transkei could be used for maize, while also conducting census for other provincial departments.

One such census was recently completed in the Western Cape and that showed that there 97 crop types cultivated

and that there was a massive 12,000 facilities in terms of agricultural infrastructure such as abattoirs. The remote sensing could answer questions such as how many pear orchards are there and what is the amount of hectares devoted to pears. What is the value of crops per municipality and how does this fluctuate in good and poor weather conditions? How many farms are there devoted to game and how much to sheep or cattle? What agri-tourism facilities are there and what do they offer?

This kind of detail means that SiQ can say that the top five districts in terms of grain production potential in the Western Cape are the Swartland at R757m, Cape Agulhas at R585m, Theewaterskloof at R547m, Hessequa at R465m and Swellendam at R463m. This will help policy makers with assessing how much revenue is likely to decrease due to drought given that Western Cape dams are at critical levels with Voelvlei dam for instance at only 19% of capacity.

## Atlas Copco Compressor Technique VSD technology

ATLAS Copco Compressor Technique's VSD technology substantially improves the energy efficiency of a compressed air system resulting in significant savings and sustainable productivity.

Compressed air is one of the most important utilities in industry, but it is also one of the largest consumers of energy. According to Charl Ackerman, Atlas Copco Compressor Technique's Industrial Air Business Line Manager, energy consumption typically represents over 70% of a compressor's life cycle cost. "In addition to South Africa's protracted energy crisis which is debilitating mining and industry through interrupted production, escalating energy costs is inevitable. Alternative energy sources like solar and wind power are very expensive and not always practical."

Forward-thinking industries that are already now committed to finding effective and sustainable ways to conserve energy will reap cost saving benefits over the short and medium terms which will increase exponentially over the long term. Ackerman notes that compressed air installations present massive energy saving opportunities for end-users. "Through analysing,

optimising and monitoring a compressed air network, we are able to minimise losses and maximise operational efficiency for the end-user."

Ackerman says that while there are a number of areas in a compressed air installation where wastage can occur, optimum air flow is one area in particular that can deliver significant energy savings. "This is where our VSD technology comes into its own. With energy savings of up to 35%, a GA VSD compressor is an investment in sustainable plant operation."

Pioneered by Atlas Copco in 1994, the VSD compressor perfectly matches air supply to air demand in processes where air demand profiles fluctuate.

By varying the speed drive of the drive motor, the compressor follows fluctuation in production demand; as air demand declines or is reduced, the GA VSD lowers the delivered flow and consequently the power consumption. Motor speed regulation is the most efficient compressor control method where air demand varies because the inefficient transition period between full and no load is eliminated which avoids excessive off-load power consumption. Maintaining the

net pressure band within 0.10 bar (15 psi), greatly reduces the overall average working pressure and energy costs. In addition to end-user benefits, VSD technology also conserves natural resources. The extensive Atlas Copco's oil-injected rotary screw GA VSD compressor range available from 5.5 kW up to 160 kW, ensures there is a unit perfectly suited to meet any compressed air requirement.

Other elements fundamental to maximising a compressor network's efficiency such as eliminating leakages in the air delivery system and optimising oil injection, temperature and air quality, highlight the importance of regular expert service and maintenance. Atlas Copco Compressor Technique's service division is dedicated to the delivery of total customer care at all levels of service interaction, from remote monitoring and optimisation to standardised genuine OE parts and tailor-made service plans. "As a performance partner with a customer-centric approach, we establish long-term relationships and deliver complete air technology solutions that deliver the benefits of lowest total equipment and operational costs to our customers," concludes Ackerman.

### ZERO-COMPROMISE OIL-FREE AIR SOLUTION

The Atlas Copco LZ is one of the most advanced, energy efficient and robust oil-free piston compressors. Features include: 100% clean air (TÜV-certified), first class reliability (20 000 hours operational lifetime), silent performance (67 dB(A)) and advanced electronic control and monitoring.

[www.atlascopco.co.za](http://www.atlascopco.co.za)

*Sustainable Productivity*

**Atlas Copco**

## Oil-free compressors in the petrochemical and chemical sector

THE petrochemical and chemical industry in South Africa is of substantial economic significance to the country, and therefore it is important that petrochemical companies ensure proactive maintenance and the use of good quality equipment for sustainability and productivity. One of the keys to a successful refinery operation lies in the outsourcing of equipment from a company that has a thorough understanding of the distinct needs of the petrochemical and refinery industries.

"Appointing an esteemed company with a good reputation to supply rental equipment on petrochemical sites is strongly recommended," explains Kim Coetzee, Sales Manager at

Rand-Air, a leader in compressor and generator hire in Southern Africa. "Outsourcing rental equipment enables the petrochemical site to focus on their core business."

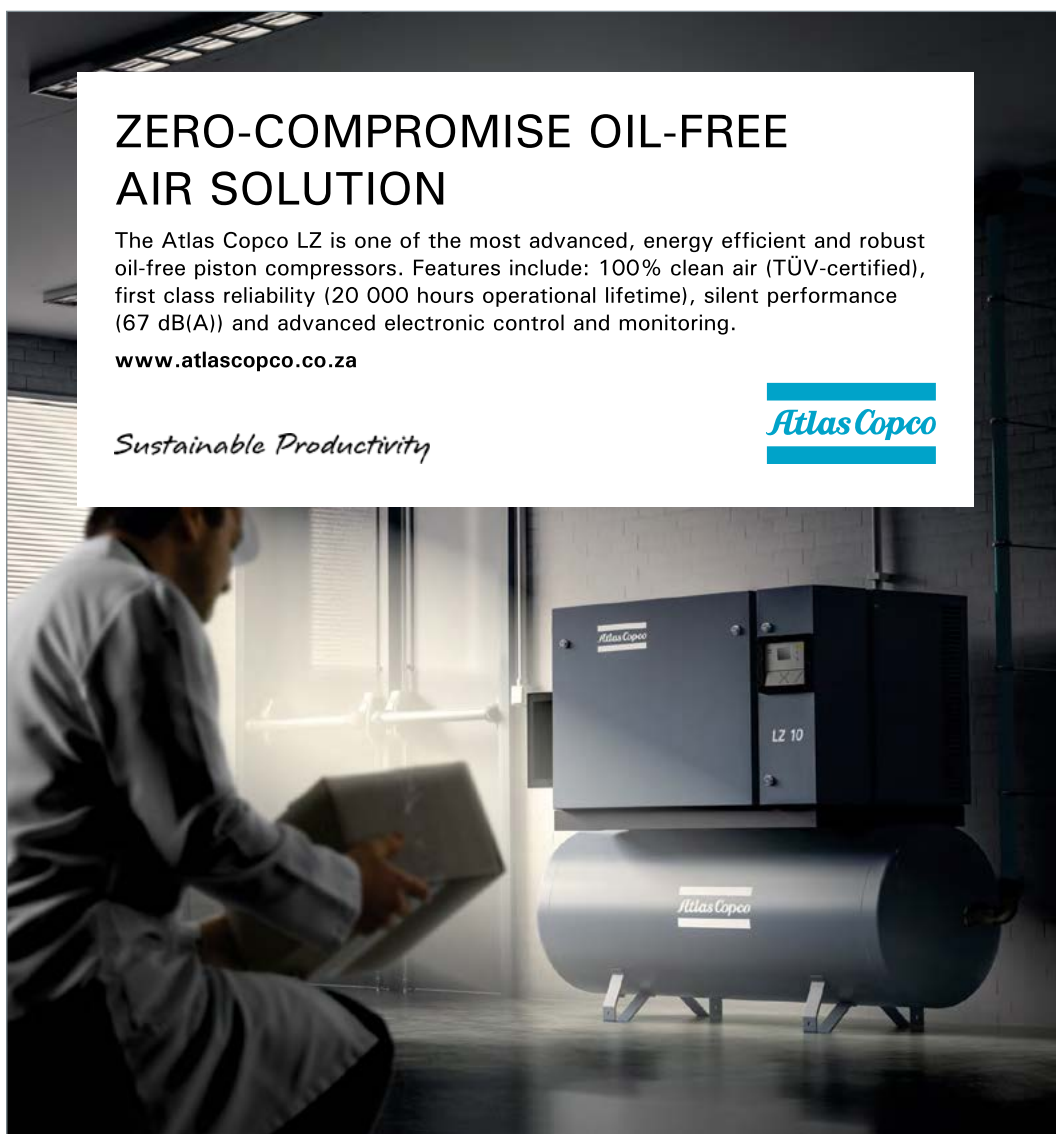
In the petrochemical and refinery industry where compressed air is critical, hiring an oil-free compressor ensures clean, reliable and cost effective air supply at all times. Rand-Air was involved in some major petrochemical refinery shutdowns last year.

"Formulating effective solutions determines the success of a project and therefore it is important to create innovative solutions. Petrochemical industries depend on the expert advice offered to them by their

service provider which is why it is essential to choose a company that has highly qualified and trained professionals."

Minimising downtime and maximising production is crucial in the refinery industry. Using an oil-free compressor assists with this by ensuring that there is no risk of contamination, less pressure drops due to build-up and guaranteed air supply.

"Using an oil-free compressor offers far more advantages in comparison to oil-injected compressors. The use of oil-injected compressors is risky in this industry and refineries should not be losing out on production time due to poor quality performance from their equipment," concludes Coetzee.





# What is Halaal?

ISLAM is a comprehensive religion guiding Muslims through sets of rules governing every facet of life. Since food is an important part of daily life, food laws carry a special significance. Islamic philosophy propounds that the food which man consumes affects not only his physical constitution but also his moral character and spiritual upliftment.

Halaal is an Arabic word which means lawful or permissible. In the specific context of consumables it refers to food that is lawful for consumption. The antonym of Halaal (lawful) is Haram (unlawful) which refers to unlawful items. Muslims are permitted to eat the flesh of certain animals, which are required to be slaughtered according to the specified ritual procedures. Pork is totally not permitted. Similarly, any animal not ritually slaughtered will also be categorised as Haram (unlawful.) Halaal also encompasses all aspects of food hygiene and quality.

Although non-meat items are neutral in terms of Islamic Law, the processing procedures, food additives, preparation areas, etc. also must be free from non-Halaal contaminants.

With specific reference to the flavour industry, it is imperative that no animal and/or insect derivatives/extracts be used, since the sourcing and monitoring of Halaal animal derivatives from the source ie. the abattoir right through the process is complicated and difficult. Animal derivatives and extracts would include animal fats, animal enzymes, gelatine, blood plasma, tallow-based glycerine, L-Cysteine from human hair, animal stock, animal stearates, cochineal colour etc.

Furthermore, wines, liquors and fermented alcohols of the like are also Haram (unlawful) in terms of Islamic Law.

Seafood and derivatives thereof are acceptable in terms of Halaal dietary regulation.

Once the Halaal Authority inspects, evaluates and approves all the relevant areas of the ingredients/raw materials and the manufacturing process, Halaal approval is granted.

As a summary, the following must be kept in mind when processing Halaal flavours:

## Contamination

It is vital that at no stage must non-Halaal products come into contact with Halaal products.

## Processing, storage and transportation

Halaal designated should also fulfil the following conditions:

(i) Shall not consist of or contain anything which is considered to be unlawful according to the Shara'ah (Islamic Law.)

(ii) Shall not be prepared and processed using any appliance or facility that was not free from anything unlawful as per the Islamic law.

(iii) Shall not in the course of preparation and processing be in contact with any food that fails to satisfy (i) and (ii) above.

Notwithstanding the above, Halaal can be prepared and processed using facilities that have previously been used for non-Halaal food provided that proper cleaning, wash-down and sterilizing procedures, according to Sharaa (Islamic Law) requirements, have been observed.

[Guidelines from the South African National Halaal Authority (SANHA) ]

## R1bn Halaal agri-processing park for the Western Cape

THE Western Cape could become a key supplier of Halaal foods to North Africa and Middle Eastern countries after plans of a R1bn Halaal agri-processing food park takes action. If this plan is given the go ahead, it will be launched within the next 24 months.

At the moment the Halaal market's value is US\$2.3tn.

"The proposed Halaal park will allow the province to double its share of the market and studies suggest it could generate up

to R5bn for the local economy each year," says the Western Cape provincial government.

According to Alan Winde there are two sites that are being considered for the Halaal park; this is the Cape Town International Airport and a site in the Cape Winelands. He said that the park will be a fully Halaal zone, as well as a collection of manufacturing and service firms in this industry.

"It will present significant opportunities for private sector invest-

ment. We also hope to encourage the establishment of a single, globally recognised Halaal certifying body to be based at the park," says Winde.

Winde says that the park is a part of project Khulisa which has identified the agri processing as a major key growth sector and the potential to generate up to 100,000 jobs as well as R26bn for the economy.

Western Cape Fine Food Initiative CEO Nazeem Sterras stated that a prefeasibility study had been

completed and looked at the products that the Western Cape could provide, compared with what products were required worldwide, but especially in the Middle East, North Africa and sub-Saharan Africa.

"We've focused particularly on these regions because of their close proximity and the recent trade agreements signed with Africa," Sterras says.

Winde added the 20% of the world's Muslim population live in the Middle East and North Africa.

Sterras also says that internationally there was a major focus on the Halaal industry and that Halaal industrial parks were a key catalyst for economic growth and access to markets.

He mentioned that it is not just because of the religious reasons, but because people are starting to realise that Halaal-certified products already provide all the set standards that every human being needs to consider when they consume or use products.

## Halaal certification bodies

HALAAL certification was introduced in the 1960s, under the supervision of the Ulama (religious leader of the Muslim community,) but was limited to meat slaughterhouses and abattoirs.

The Muslim Judicial Council (MJC), established in Cape Town in 1945, was the first halaal authority in the continent of Africa, and has been certifying Halaal products for more than 50 years.

In the 1970s, oversight was extended to poultry, and in the 1980s to other consumables. In 1996, the South African National Halaal Authority (SANHA) established itself as another pre-eminent Halaal certification body.

The SA Halaal certification business is believed to be estimated at as much as R1bn.

Muslim consumers identify Halaal products by looking for the logo from one of the four certifying establishments, before making their purchase:

### South African National Halaal Authority (SANHA)

The South African National Halaal Authority (SANHA) is an international, non-profit organisation, representing the Muslim Ummah on all matters pertaining to the general application of the term Halaal with specific reference to Islamic dietary laws. SANHA's membership comprises of leading Theological Bodies and leading Professional Organisations of global repute. SANHA has been established as a representative authority, which promotes professionalism and excellence in the certification of Halaal food and other related products.

### National Independent Halaal Trust (NIHT)

The National Independent Halaal Trust (NIHT) was formed and constituted in 1992. NIHT aspires to the

highest Halaal standards as prescribed by the Syariah. These standard have been set up by Muf-ti's and various Ulama from across the Islamic ideological spectrum. Currently, NIHT has offices in Johannesburg, Laudium (Pretoria,) Durban and has logistical basis in the Eastern Cape, Western Cape and Northern Cape.

### Muslim Judicial Council (MJC)

The Muslim Judicial Council (MJC) is a Muslim Judiciary whose main functions relate to religious guidance, spiritual and moral rejuvenation, education, fatwa, dakwah, Halaal dietary provisions and certifier, marriage counselling services, socio-economic development and social cohesion. It is a Muslim Non-Governmental Organization (NGO) and a Faith-Based Organization (FBO,) but essentially a Non-Profit Organization (NPO) in a country where Muslims are a minority group.

The organisation adheres to the code of belief of the Ahli Sunnah Wal Jama'ah. It is the most representative and influential Muslim religious organization in the Western Cape, recognised locally, nationally and internationally for its religious, economic, socio-cultural, political, organizational and moral regeneration roles it plays in the Republic of South Africa and abroad.

### Islamic Council of South Africa (ICSA)

ICSA was originally formed as an umbrella body of Muslim organisations in South Africa. Prior to its establishment in 1975 the affairs of the Muslim community were expressed in local and regional bodies and institutions, but the need for a central organ for the better ordering of its life, had been long felt. During 1975, Dr. Inamullah Khan visited South Africa as representative of the Rabitil Alam.Al Islamic, Makkah. Dr.

Inamullah felt that the Muslims of South Africa urgently needed a common platform and a single voice to enable the community to become a living and prosperous part of that great body, the World Muslim Community.

His urgent pleas created the impetus that soon after led to the establishment of the Islamic Council of South Africa (ICSA) on 29 November 1975. Representatives from 109 organisations, covering nearly all major institutions of the country, assembled in Durban and unanimously approved a provisional Constitution and elected the first interim Board of Directors.

Although the awareness on need of Halaal had increase tremendously, these four organizations are not unified and operate independently, each with their own Halaal certification guidelines.

*Taken from a report by MATRADE Johannesburg.*

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# Africa’s Big Seven boosts Halaal opportunities across Africa

AS the annual global demand for Halaal food soars beyond US\$1tn, more and more manufacturers, suppliers and service providers are taking advantage of the massive business opportunities supplying Halaal products to Africa’s burgeoning Muslim population. The continent’s biggest food and beverage expo, Africa’s Big Seven (AB7), is playing an ever-greater role in showcasing the vast variety of Halaal products available from around the world at its renowned Halaal Pavilion. AB7 takes place from 19 to 21 June 2016 at Gallagher Convention

Centre, Midrand. “The steadily-rising demand for Halaal products reflects the strong growth of the global Muslim population – about 1,6 billion people in 2010, which will grow to 2,2 billion by 2030,” says AB7 show organiser John Thomson of Exhibition Management Services. “There are 75

countries in the world with Muslim populations of over one million people.” The size of the world Halaal market was estimated at US\$1,1tn in 2012, and is forecast to reach US\$1,6tn by 2018, according to a report commissioned by the Dubai Chamber of Commerce.

As a collective category, Halaal is the third largest after China and India.

**Growing demand, more producers**

Despite a relatively small Muslim population, South Africa has become a leading producer of Halaal products worldwide. It has

a comprehensive Halaal certification programme and about half of all retail food and beverage products are Halaal certified. South Africa is also a key gateway supplier to African Halaal markets.

There are a number of big projects underway, which will further boost the

Halaal industry. The Western Cape Provincial Government plans to establish a R1bn Halaal agro-processing food park in the province, which will consist of food and beverage manufacturing and service provider companies in the Halaal industry. The Halaal Park is expected to create 5,000 jobs and generate R5bn for the economy over the next five years. KwaZulu-Natal is also considering establishing a similar park.

**AB7 – Ideal Halaal business platform**

“AB7 will provide initiatives such as these a unique platform to access markets in Africa and the rest of the world”, says Thomson. “It is the ideal business networking and product showcase event for Halaal manufacturers, suppliers and service providers from Africa and around the world to explore the many opportunities in Africa’s Halaal markets.”

AB7 2015 attracted over 260 exhibitors and over 13,500 visitors from 72 countries. 27 of these countries were African – including Benin, Ethiopia, Gabon, Mozambique, Nigeria, Tanzania and Tunisia. More than 20% of visitors were at the show to procure Halaal products.

A recent study by the Dubai Chamber of Commerce and Industry revealed extensive investment opportunities in south and east African markets, particularly for Halaal food products. “Demand for Halaal-certified foods has expanded beyond basic meat and meat products to include Halaal franchises, prepared meals, as well as canned, frozen and instant foods,” adds Thomson.

The South African National Halaal Authority, (SANHA) has been supporting Africa’s Big Seven for over a decade. “AB7 offers participants what no other expo, show or event can: an inter-Africa, intra-Africa platform for all companies in the food supply chain,” says SANHA Public Relations Officer Ebi Lockhat. “Each year, AB7 has a huge influx of international buyers and offers an unparalleled opportunity to access the burgeoning Halaal market in Africa, and beyond.”

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## Grinding Power celebrates 25 years as Chicago Pneumatic distributor

GRINDING Power, based in Jet Park, Gauteng, is one of the longest standing Chicago Pneumatic distributors in South Africa, and management attributes this success to the affordable quality and reliability of this globally renowned brand.

Recognising the potential for a service orientated company that would close the gap between the manufacturer and the end user, Managing Director, Andrew Fogarty, established Grinding Power in 1991.

Setting the foundation for the sales, service and repair of pneumatic tools, the company evolved into delivering sales in industrial tools and compressors for the construction industry. With more than 25 years' experience in the pneumatic tool industry, Fogarty together with his team has taken the company to the next level. In 2014, Black female-owned consortium Losika.

Investments purchased 30% shares in the company and on 1 March 2016 KANG Ubunye Investments bought 21%, earning Grinding Power level 2 BEE status under the latest BBBEE codes.

According to Grinding Power shareholder and Sales Manager, Gavin O'Neill, when it comes to affordable quality and reliability, the Chicago Pneumatic range speaks for itself.

"With an impressive manufacturing history that dates back over 100 years, Chicago Pneumatic skillfully keeps all that make the products great whilst remaining on the forefront of state-of-the-art technology. What makes the Chicago Pneumatic offering particularly appealing to customers is durability; their 'built-to-last' reputation gives end-users peace of mind with the knowledge that a 10 year old tool will continue to operate and spares are available. Chicago Pneumatic does not expect customers to pay more for quality and performance so putting myself into the customer's shoes, this is the kind of support that I would look for when buying a tool."

As a distributor and repair centre for Chicago Pneumatic industrial and construction tools for over 25 years, Grinding Power's extensive product range in the hand-held pneumatic tools and equip-

ment for the construction sector includes: Breakers, chipping hammers, rock drills, clay picks, rivet busters, submersible and sludge pumps, cut-off saws, scrabblers, portable diesel compressors (130 – 400 CFM) and generators.

Grinding Power's main focus with the Chicago Pneumatic range includes small, medium and large construction companies, large corporates and government infrastructure projects.

"The versatility of the tools is such that it is equally suited to the single business owner who is looking for quality products at highly competitive rates, supported by excellent and personalised service," adds O'Neill.

"The Chicago Pneumatic products find their way to the surface mining industry through our resellers who are based in areas such as Lephalale, Carletonville and Klerksdorp," explain Fogarty and O'Neill. "Chicago Pneumatics' excellent product support is a true value add, especially in the mining industry which is renowned for its strict SHEQ policies. All products have to be registered and are expected to pass safety compliances before being allowed on site. All product information on SHEQ compliances such as noise and vibration levels is at the customer's fingertips and can be easily and conveniently downloaded from the Chicago Pneumatic website."

Grinding Power's countrywide footprint covers Gauteng, Mpumalanga, Kwa-Zulu Natal, the Free State and the Eastern and Western Cape. The company's Port Elizabeth branch supports and services the construction industry in the Eastern Cape region with a small stock holding of mainly breakers, compressors and parts.

Grinding Power's customer base also extends to countries outside South Africa's borders to Malawi, Mozambique, Tanzania, Zambia and Zimbabwe. Fogarty says that here too they are seeing a growing demand for Chicago Pneumatic tools.

Grinding Power has the capabilities and capacities to independently support both the brand and the

products across the African continent.

"We are self-sufficient and have the necessary expertise to offer turnkey service packages from onsite assistance to service exchange or back-up units in the event of emergencies," states Fogarty.

"We also rebuild Chicago Pneumatic units and collect and deliver free of charge. We believe our true value add as a customer-oriented distributor is that we go the extra mile for our customers."

Grinding Power organises demo days on customer request to afford customers and their end-users the opportunity to test the equipment under full power on various materials.

### Grinding Power CP distributor

Grinding Power is one of the largest stock holders of Chicago Pneumatic tools and consumables.

"We believe that good stock holding and an efficient repair facility are fundamental practices to solid product support. To this end, our stock holding policy ensures that common units, spares and accessories are readily available and we have a quick turnaround on repairs to ensure minimum downtime for the customer."

Fogarty and O'Neill affirm that there are plans to extend their support program to the rest of the range, especially the hand held pneumatic concrete and compaction equipment. "If a tool stops, production stops so it is imperative that, in the event of a breakdown, we are there for our customer with expert, fast support to keep downtime to the absolute minimum."

Product knowledge is essential for Fogarty and O'Neill who point out the importance of offering advice on the right tool for the right application.

"Training thus plays a fundamental role in our company's success. We attend different forms of product training on the brand, technical and application. Training programs that offer personnel the opportunity to put theory into practice by using the products and addressing the range in real applications after attending theory are extremely beneficial."

## Reach for the stars

MORE than 2,200 pneumatic actuators and drives, valves, sensors and accessories for factory and process automation from Festo are the real stars in pneumatics: immediately available worldwide, attractively priced and with optimised functionality so they can fulfil 80% of all automation technology tasks. This now makes it much easier for all users anywhere in the world to reach for the stars, according to the company.

The stars in pneumatics from Festo are always in stock at the company's 13 service centres around the world. Order a product from Festo's online shop with just a few clicks and 24 hours later it will be ready for dispatch. Users will have no trouble finding the stars in pneumatics in the catalogue or in the online shop; they are marked with a blue star and form the core product range from the lead-



ing manufacturer of pneumatic and electric automation technology.

### Wide world of pneumatics

There are over 2,200 stars in pneumatics, and they include mini slides, cylinders with piston rods, compact cylinders, guided drives, standard, short stroke and round cylinders, as well as compact semi-rotary drives that require little installation space

and have adjustable swivel angles. Many of the cylinders come with the self-adjusting pneumatic end-position cushioning PPS. Stars from the world of valves include electrically and pneumatically actuated directional control valves, standards-based directional control valves, universal directional control valves, flow control valves, shut-off valves, one-way flow control valves, as well as electrical components for

valve terminals.

For air preparation, the core product range includes filter regulators, standard regulators with various pressure regulation ranges, on-off valves for switching on and exhausting, and soft-start valves for gradual pressure build-up. The portfolio of accessories offers fittings and connectors for cables and tubing, and L-, T-, X- and Y-shaped push-

Continued on P24



**Chicago Pneumatic**

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# Huge tool range under one brand in South Africa



Bearings International  
CEO Burtie Roberts.

THE largest tool range under one brand in South Africa is currently available from Jonnesway, distributed by Bearings International (BI) part of the Hudaco Group, according to the company.

This extensive range caters for the aviation, industrial, automotive and refinishing industries. It comprises a complete automotive, pneumatic and hand tool range.

"Jonnesway promises quality in order to meet professional market demands. This forms a key part of our strategy to be a total solutions partner for our customers," Lucas Pretorius, Product Manager: Jonnesway at BI, comments.

Specialised tools from Jonnesway include automotive kits, body tools, bearing-related products, brake

and suspension under-car tools, electronic tools, files, garage and workshop tools, as well as hydraulic gear/bearing pullers.

Pneumatic power tools from Jonnesway include air grinders, air ratchets, air saws, knives and hammers, air control units, air screwdrivers, drills and impact wrenches. The professional hand tool range consists of

bit sets, combination wrenches, standard and impact sockets, hex key sets, heavy-duty screwdrivers, various types of pliers and toolbox sets.

Advantages of the Jonnesway range is that it is manufactured to meet and exceed DIN and ANSI standards, and caters for both metric and imperial sizes. It is also very competitively priced in the professional tool

market, with a lifetime warranty on hand tools.

In addition, Jonnesway is the official tool brand for the World Skills competition, as well as being the preferred brand for various training centres globally, including the Imperial Training Academy and the MATA Aviation Training Academy.

BI has consolidated its position as the

leading distributor of bearings and power transmission products in Southern Africa by launching a new brand identity at the end of last year.

"Our aim is to become a proactive company providing excellent service to our customers to ensure we are the preferred supplier," Burtie Roberts, CEO of BI, emphasises.

## BMG Fluid Technology - butterfly valves

BMG's strategy to enhance its fluid technology services to meet growing market demand, encompasses the introduction of new products, with the latest developments in design technologies, materials and coatings. The company's expansion programme in the fluid technology sector also involves increasing stockholdings through more than 140 BMG branches and a wide distribution network in South Africa and across

borders into Swaziland, Zambia, Botswana, Mozambique, Namibia and Tanzania.

"BMG boosts its fluid technology services with dependable technical support to ensure optimum safety, efficiency and extended service life of every system, even in corrosive environments. With broad technical capabilities, the team is able to solve problems, in applications where conventional components have failed

after short periods of service," says Wayne Holton, fluid technology manager, BMG – Bearing Man Group.

"BMG's fluid technology services also cover project engineering and consulting, cylinder design and manufacture, training, repair and testing, as well as onsite container services."

The company's extensive range of components for fluid technology systems and general industrial

applications, includes valves, hydraulic hoses and fittings, accumulators, cylinders, heat exchangers, hydraulic motors and hydraulic plumbing, as well as pumps and reservoir accessories.

"Compact butterfly valves, with good flow characteristics and low maintenance requirements, are important components in BMG's extensive range of valves for industrial flow control," says Willie Lamprecht, na-

tional product manager valves, BMG.

An advantage of using quarter turn butterfly valves rather than any other type of valve, is the simple, wafer shaped design, with fewer parts, for easy repair and minimal maintenance.

Although butterfly valves and ball valves are both quarter turn, the benefit of butterfly valves is when they are actuated pneumatically, they open and close very quickly. The rotational disc in butterfly valves is lighter than a ball and these valves requires less structural support than a ball valve of the same diameter.

Unlike a ball valve, the disc of butterfly valves is always present in the passageway within the flow. This means a pressure drop is induced in the flow, regardless of the position of the valve. Ball valves should only be used for isolation, whereas butterfly valves can be safely used for isolation and control of flow.

BMG's Desponia centric butterfly valves (DN 25 -1600) with an elastomer liner, are designed for safe and reliable regulation of liquids and gases in diverse industries. This range has a maximum working pressure of 16 bar and an operating temperature range of between -20°C and



*Desponia centric butterfly valves with an elastomer liner, are designed for safe and reliable regulation of liquids and gases in diverse industries.*

+140°C according to the material.

Bianca centric butterfly valves (DN 32 -900) with an on/off and control service, have a durable plastomer liner suitable for aggressive and corrosive fluids. These high performance valves have a 16 bar maximum working pressure and an operating temperature range of between -20°C and +200°C depending on working conditions.

Special ATEX valves in this range are suitable for use in

explosive atmospheres.

Other valves available from BMG include seated, knife and wedge gate valves, as well as ball type check valves, thermoplastic, diaphragm, pinch and angle seat valves.

This range is suitable for reliable performance in diverse industries, including mining, refining, power generation, iron and steel, materials handling, food and beverage, pharmaceutical, paper and pulp, chemical, sugar and automotive.

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- Diffuser & Mill Gearboxes
- Heat Exchangers
- Mill Lubrication & Hydraulic Systems

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## Reach for the stars

Continued from P23

in fittings. Sensors also feature among the stars in pneumatics, with proximity sensors optimised for Festo drives and actuators, and pressure sensors. There is additionally a modular cable system for connecting the sensors to the evaluation units.

To meet the specific requirements of process automation, the core product range has sole-

noid, NAMUR and angle seat valves, positioners, sensor boxes, ball valves and ball valve actuator units, products for air preparation, and accessories.

#### The usual service and support from Festo

As ever, Festo's standards of service and support also apply to the stars in pneumat-

ics; if you reach for the stars you won't lose out on the usual levels of service and support. When ordering from the core product range, users can still access the software and engineering tools for selection and sizing, engineering design, ordering, commissioning and after sales to optimise their machines and systems.



# KOBOLD's radar level measurement

KOBOLD Instrumentation, represented in South Africa by Instrotech – a Comtest Group company, have on offer the KOBOLD NGR that works on the principle of Time Domain Reflectometry (TDR, also known as guided Microwave or guided Radar) and, according to the company, offers a robust and low-maintenance solution for level measurement and monitoring.

Conventionally, capacitance level meters have been used in small tanks. The disadvantages of capacitance level meters are their dependence on medium dielectric constants and a specific probe calibration in tanks. NGR offers a more cost-effective alternative, eliminating these disadvantages and offering a minimal dead band of just 25mm at process connection.

The NGR offers a standard reaction time of better than 400ms and can detect level changes of up to 500mm/s without any problems. The advantages of NGR in small tanks are unmatched.

Unlike older technologies, TDR offers measurement readings that are independent of chemical or physical properties of the

process media and a measuring performance that is not affected by the density or conductivity of the fluid, making it consistently accurate even for deposit-forming and foaming liquids. The NGR offers a cost-saving solution for accurate level measurement and monitoring in oil- and water-based fluids, coolants, grinding and hydraulic oils or blends containing cleansing, degreasing and cleaning agents. The NGR's easy to read display and menu guided operation allows real-time level and status information. The analogue output is flexible, using either 4-20mA or 0-10V switchable, with two or optionally four PNP/NPN outputs.

The NGR has a stainless steel probe with a maximum shipping length of up to 2,000mm that can be easily changed (users may adapt the length to install their own probe - up to 4,000mm) or cut to length. Commissioning is also made easier by the sensor's ability to simulate levels even when no fluid is present.

NGR is suitable for applications including factory automation, machine tool and machine building, water and pro-



*Kobold NGR radar level measurement.*

cess industries, building services and plant engineering etc.

KOBOLD Messring GmbH is an international instrumentation engineering enterprise that specialises in monitoring, measuring and regulating the physical quantities of flow through, pressure, level and temperature.

Instrotech – a Comtest Group Company – distributes and manufactures a range of process control instrumentation and specialised systems that are sold locally and internationally through a number of designated distributors.

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## BMG at Nampo 2016

Continued from P19

a wide variety of agricultural machinery. BMG's new red PTO shafts have been improved and upgraded to provide even more reliable service. Also on display with a wide range of tools and equipment, as well as solar pumps.

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# Atlas Copco unveils complete HiLight range

ATLAS Copco has expanded its range of HiLight towers to seven models, including four advanced LED solutions. The comprehensive HiLight range gives users the widest choice when it comes to sourcing the safest and most efficient light tower for multiple applications and industries, including construction, outdoor events and industrial sectors.

The HiLight range comprises of the H5+, B5+, V5+ and E3+ LED light towers, plus the V4, H4 and E2 metal halide variants.

Atlas Copco's latest LED light towers feature a unique, fully directional optic lens that maximises practical light coverage while minimising 'dark spots' to ensure efficiency. A single LED light tower, depending on the model, can illuminate an area up to 5,000m<sup>2</sup> with an average brightness of 20 lux. In doing so, the LED light towers, depending on the model, offer a run time between refuelling of 260 hours and consume less than 0.5 litres of fuel per hour.

The operational savings are achieved largely by dedicated power packs that optimise the power output and improve efficiency by protecting against underloading of the engine. As a result, the lifetime of the LED models' power pack module is improved. The LED



Atlas Copco has expanded its range of HiLight towers to seven models.

lamps are designed for both portability and performance. The heavy-duty floodlights benefit from high ingress protection (IP) and impact protection (IK) ratings. As an additional benefit, LED lamps offer higher durability without any deterioration in lux level while providing instant light. LED HiLight models also minimise the need for regular bulb replacements, which is typical in many construction environments, and reduces CO<sub>2</sub> emissions by 70% by consuming less fuel.

Sergio Salvador, Product Marketing Manager for Light Solutions at Atlas Copco Portable Energy, said: "With the latest additions to the rebranded HiLight range and intensive research into cutting-edge lighting technology, sites can be brighter, safer and more productive."

Ideal for large construction sites where workers are constantly on the move, the latest edition to the range is the premium HiLight H5+, which demonstrates exceptional fuel consumption.

With 4 LED lamps each projecting 350W of light, the HiLight H5+ can illuminate an area of 5,000m<sup>2</sup>, offering the best luminosity. Easy to transport, the model's compact size means 10 units can be moved on a standard 13m truck.

The HiLight B5+ model is recommended for applications including music and sporting events, residential construction, road construction, temporary public lighting and oil and gas requirements. Demonstrating Atlas Copco's latest LED technology, the lamps offer exceptional durability without any loss in lux levels. The vertical hydraulic

mast provides maximum safety for workers by illuminating an area of up to 5,000m<sup>2</sup>. The B5+ model features a compact box-unit design, which makes it perfect for mass transportation and easy installation. Consuming less than 0.5 litres of fuel per hour, the B5+ has a running time between refuelling of 260 hours.

Ideal for general construction and tough mining conditions, the HiLight V5+ can illuminate an area of approximately 5,000m<sup>2</sup> while delivering fuel savings of up to 60% when compared to the typical fuel consumption of a 6kW metal halide solution. The LED lamps in the V5+ are designed for both portability and performance, and heavy-duty floodlights benefit from high ingress protection (IP) and impact protection (IK) ratings.

The HiLight V4 is the

leading solution within the 4000W metal-halide light tower segment and can illuminate an area of 4,000m<sup>2</sup>. What's more, the HiLight V4 and V5+ models boast the most compact footprint within the manual mast segment, enabling users to load up to 20 units per truck. The models also integrate a number of important features, including a spillage free frame and the renowned HardHat polyethylene canopy, which is extremely durable under harsh conditions and protects against corrosion.

The HiLight V4's metal halide sibling, the HiLight H4 has a heavy-duty galvanised steel canopy, hydraulic mast and can cover an area of 4,000m<sup>2</sup>.

Completing the expanded range, the new HiLight E2 and E3+ are electric models which demonstrate exceptional plug-and-light capabilities. Users simply connect to any power source, including auxiliary power, electrical generator or directly into the grid, which helps deliver superior levels of energy efficiency.

The E2 covers approximately 2,000m<sup>2</sup> and the E3+, which benefits from the latest LED technology, can illuminate an area of 3,000m<sup>2</sup>. They can be used for applications including events, urban construction, road construction and temporary public lighting.

# Engen turns down the heat

ENGEN Petroleum, a leading producer and marketer of fuels, lubricants and oil-based products continues to reduce vehicle emissions.

Two years have passed since the company was first to market in South Africa with the introduction of Air1, the world's top AdBlue brand.

"Despite a lag in more stringent emissions legislation for trucks and buses operating on South African roads, the on/off road AdBlue business is growing steadily in sub-Saharan Africa," says Sydney Brückner, Business Manager: Emission Fluids at Engen.

AdBlue is used in conjunction with selective catalytic reduction (SCR) units in exhaust systems. This reduces nitrogen oxide (NOx) emissions in diesel engine exhaust gases, which is in line with more stringent emission regulations introduced in other parts of the world.

## The green agenda

Brückner says South Africa is committed to reducing CO<sub>2</sub> and NOx gas emissions. The local energy industry, including the bus and truck transport sectors, has been identified as a key contributor to reducing emissions into the atmosphere.

"The modern diesel engine has become a highly sophisticated piece of machinery that



Sydney Brückner, Business Manager: Emission Fluids at Engen.

is very far removed from its original design. Today many Original Equipment Manufacturers (OEMs) continue to focus on increasing power from smaller engines while also needing to adhere to more stringent environmental laws that require these engines to be extremely clean burning and fuel efficient," adds Brückner.

Currently, transport emission legislation in South Africa only requires diesel vehicle compliance with Euro 2 emission standards. Despite this, a growing number of automotive OEM's have already introduced passenger cars, buses and trucks meeting Euro 5 and 6 emission standards into the South African market. This is in anticipation that South African emission limits will tighten in the near term, which will have a major bearing on the road and off road sectors.

Brückner says: "It is encouraging to note that an increasing number of major fleet operators across South Africa have adopted strong green practices."

South African Customers and the markets we serve are becoming more and more serious about sustainability and green products that are better for our environment.

As Engen we are strategically positioned to provide solutions that match these changing market requirements."

## One stop shop

As the only major oil company operating in South Africa to offer AdBlue, Engen is the one-stop shop for fleet operators, privately owned vehicle owners including off-road equipment operators seeking a product that offers to lower emissions from the vehicles or the equipment used.

"At Engen we believe we have an obligation towards bringing environment friendly products to the South African market. Engen AdBlue or Air1 the brand name it is



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ENGEN

Continued on P27



## Engen turns down the heat

Continued from P26

known by reduce the level of pollutants by up to 90% in the exhaust gases of vehicles. The product is non-hazardous and safe," says Brückner.

"AdBlue is a natural fit to the Engen business and shares a common product platform with other Engen eco-line product offerings such as low-sulphur diesel and low-SAPS [sulphate ash, phosphorus and sulphur] lubricants," adds Brückner.

AdBlue, (Air1) is available at a number of Engen's service stations, Engen truck stops and at select Engen reseller customers across South Africa. This gives local OEM's the flexibility to introduce the latest technology vehicles into the South African market.

South Africans with vehicles using AdBlue have peace of mind in sourcing an approved quality AdBlue product from Engen that meets and satisfies ISO 22241.

"Irrespective of whether or not South African vehicle owners have heard of AdBlue or the Air1 brand, the chances are that they may soon be driving vehicles that require it," Brückner says.

### Economies

While modern diesel vehicles fitted with SCR systems are an additional capital investment, fuel savings should cancel out this extra expense over time, he adds.

Diesel consumption is approximately 3%-5% less depending on the type of engine and the work it does. The AdBlue tank, which is normally fitted adjacent to the diesel tank, would typically require filling every time drivers refuel with diesel.

### Blue is the new green

The introduction of AdBlue into the Engen product portfolio is a major step forward in Engen's ongoing environmental drive, demonstrating its commitment to a more sustainable future growth path, says Brückner.

Notable predecessor programmes include Engen's own bulk fuel transport fleet replacement initiative, which focuses on models that run on low-sulphur diesel and meet the Euro V and VI emission standards.

"Engen will continuously strive to provide product solutions that match changing market requirements," says Brückner.

## Babcock introduces largest articulated hauler to southern Africa

IN their ongoing drive to meet customer requirements and bring leading international brands to the local mining and construction sector, Babcock has introduced the new Volvo A60H articulated hauler to the southern African market following its much-anticipated unveiling at the 2016 Bauma exhibition. This

heavyweight 60-ton articulated hauler is the largest machine to ever be built by Volvo and the company claims it is the largest of its kind in the world.

The A60H's higher payload represents a 40% increase on Volvo's current A40 models, significantly lowering the cost-per-ton ratio for hauler cus-

tomers, while its stability, comfort and high hauling speeds are ensured by the matched drivetrain, automatic drive combinations, all-terrain bogie, hydro-mechanical steering and active suspension, further optimising production and minimising operational costs. An added advantage of the A60H is that it

has many features that will be familiar to A40 operators, eliminating the need for any major operator training.

"It will be an easy transition for operators with only a short orientation course needed," says David Vaughan, Sales Director – Equipment at Babcock. "Furthermore, technicians who regularly service

other Volvo haulers will have knowledge of many of its elements such as a front grill that swings down, opening up a service platform with anti-slip steps, and an electric hood that opens to 90°, allowing full and safe access to the engine compartment," adds Vaughan.

The A60H has been launched locally in con-

junction with the new Volvo EC950E, a 90-ton crawler excavator that combines power and stability to handle a higher capacity in the toughest applications. Vaughan says that this excavator is eminently suited to the southern African market and fits right into Babcock's

Continued on P28



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# Condra buys into the Western Cape



Overhead crane for BB Cranes nearing completion in Condra's Germiston factory.

CONDRA has bought a majority shareholding in Cape Town company BB Cranes, bringing the number of entities in the Condra group to nine.

The four main group pillars, all of them manufacturing companies in various markets for cranes, hoists and related components around the world, are now:

- BB Cranes (Pty) Ltd of Cape Town
- Condra SA of Santiago, Chile
- Condra OOD of Pazardzhik, Bulgaria
- Johannesburg-based Condra (Pty) Ltd. (the parent company)

There are five other associated firms.

Condra's Cape Town acquisition follows a relationship with BB Cranes reaching back more than two decades. The latter's growth has resulted from a focus on manufacture in Cape Town of the steel girders making up the bulk of overhead machines, dramatically cutting the cost of transporting complete cranes from Johannesburg, where

all of South Africa's major crane manufacturing concerns are based.

Opening shop to fill this gap in 1992, BB Cranes' managing director Barry Brink chose Condra to supply from the outset the technically complex crane components needed for product completion.

Condra itself was founded in 1966, and celebrates its 50th anniversary this year.

"We chose Condra primarily because of the robust design of its cranes," explained Brink.

"Competitive pricing was also important; Condra's local manufacture meant that we were unaffected by fluctuations in the value of the rand," he says.

BB Cranes' recent export orders to the UK, Sierra Leone, Namibia, Equatorial Guinea, Tanzania, Angola and Mauritius seem set to help the company achieve a good fit with the export focus that characterises Condra.

Commenting on its new majority shareholding, managing director Marc Kleiner says that the group would continue to

focus on high product quality and lower overall lifetime costs for sustainable competitive advantage.

Expansion of the global distribution network would continue, Kleiner says, but without targeting growth for its own sake.

"Condra's focus has always been on product quality and durability, and we intend to avoid the trap of allowing growth to favour mass production of the mediocre.

"We will ensure that our cranes and hoists continue to precisely match the customer's requirements," Kleiner says.

"What we are doing is developing an infrastructure that can support our products globally. This involves seeking out reputable, respectable companies that can help us to achieve this.

"I expect our production facilities in Europe to be complete within eighteen months, after which we will put additional energy into growing our global footprint."

Condra remains the world's only major crane manufacturer headquartered in South Africa.

## It all starts with lifting

THE role that lifting and rigging plays in industry is often underestimated, but in many cases an entire industrial process both starts and ends with the lifting of heavy materials. Indeed, lifting is an integral part of most industries, from mining to manufacturing, construction to engineering, which is why Renttech South Africa has experienced exponential growth in its lifting and rigging business over the past eight years.

Under its own brand, Unilift, Renttech supplies a range of lifting equipment to industries throughout southern Africa, both through sales and short- and long-term rental. The range of equipment includes chain blocks and lever hoists, rope winches, beam clamps, beam crawls, web slings and lashings; as well as all the hardware (such as lifting rings and shackles) associated with any lifting and

rigging application.

"Over the years, Renttech has built up long-term supplier relationships with customers in a number of industries, including construction, petrochemical, manufacturing, ship building, mining, power generation, agriculture and transport," says Martiens Opperman, Renttech South Africa's Operations Manager.

"Our lifting and rigging customers return to Renttech as a trusted partner on their projects, knowing that all our equipment is fully up-to-date when it comes to testing and certification."

Renttech's chain blocks and lever hoists are CSIR-tested, meet SANS specifications and carry the international CE mark. They are subject to further tests through the CSIR once a year, as a minimum, and are re-certified on an annual basis. Regular batch tests on web slings are also done

by CSIR.

"When it comes to lifting, be it 1 ton or 20 tons, there obviously are inherent risks, which is why safety is the all-important consideration at Renttech," says Opperman. "Renttech's ongoing research and development (R&D) is geared specifically towards enhanced safety, as well as minimising maintenance requirements."

Two new products, recently introduced to the market by Renttech, exemplify this: the Unilift KV lever hoist and KII chain block series both feature built-in overload protection systems and anti-corrosion properties.

"The Unilift-K II chain block series (1 ton to 20 tons) is heavy-duty and ideal for mining applications and in coastal environments, thanks to its plated parts and grade 100 galvanised alloy load chain. The fused brake discs and all-steel construction also make



Unilift- KV lever hoist

for exceptional durability," says Adele van Zyl, Rigging Product Manager at Renttech South Africa.

"The Unilift-KV series of lever hoists (from 0.8 to 6.3 tons) are lightweight but robust, and also feature a fused brake disc system which offers minimised 'wear and tear'. The anti-rusting zinc-plated grade 100 load chain further increases its life cycle," van Zyl comments.

Renttech takes pride

**Continued on P29**

## Babcock introduces largest articulated hauler to southern Africa

Continued from P27

product line, as well as complementing the A60H hauler.

"The A60H is ideal for hard rock mining, coal mining, general mining and big quarry applications, and the EC950E has been designed to load the massive A60H, so they work hand-in-hand," explains Vaughan. "Moreover, the Volvo A60H is designed to keep fuel consumption to a minimum while the EC950E heavy-duty excavator delivers best-in-class fuel efficiency and features a powerful 16-litre engine, a new electro-hydraulic control system, Volvo's unique ECO mode and an ergonomic design."

Vaughan goes on to say that extensive market research recently undertaken by Babcock among its local customers within the mining and quarry industries revealed that two thirds of its clients believed there was definitely a niche for a bigger articulated hauler in South Africa. However, he points out that whilst Babcock is excited and optimistic



about the positive response to the A60H, it in no way eliminates the need for the Volvo A40 in the industry.

"The A40 still has its place in the market. It all depends on the volumes you need to move, your loading tool and the size of your loading area. If your volumes are smaller and your loading area confined, then you will go for the smaller vehicle," he adds.

Despite current economic conditions that have seen a general slowdown in the min-

ing sector, Vaughan says that Babcock has enjoyed continued customer support that has allowed the company to thrive in a tough economic environment.

"We accredit our ongoing success to our exceptional after-sales service and the continued support we receive from our customers. We are now bringing out the A60H and EC950E to meet changing customer demands and to emphasise our commitment to service delivery," says Vaughan.

Babcock is the ex-

clusive regional distributor for Volvo Construction Equipment in South Africa. The A60H is the industry's largest ever 6x6-configuration articulated hauler and was unveiled earlier this month at the 2016 Bauma exhibition in Munich, Germany, where Volvo also celebrated the 50th anniversary of their articulated hauler concept which saw the new A60H joined by its earliest predecessor, the DR631 from 1966, fondly known as 'Gravel Charlie.'



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# Khayelitsha entrepreneur to attend Harvard

ENTREPRENEUR Luvuyo Rani, owner of Silulo Ulutho Technologies in Khayelitsha has been chosen as one of twelve 2016 Social Entrepreneurship winners by the Schwab Foundation for Social Entrepreneurship. Rani, an external member on the False Bay TVET College Council serves on the Audit and Risk Committee as well as Chairperson of the Advisory Board for the Centre of Entrepreneurship.

He hails from Queenstown in the Eastern Cape and started his business selling computers out of the boot of his car ten years ago.

"It feels good to be recognised in this way. The Schwab Foundation is doing a great job in promoting social entrepreneurship around the world and to be part of this network is a great exposure for Silulo," says Rani.

"This opens a door for us to grow beyond South Africa to the

SADC region. Within a period of three years, we plan to open stores in the region. This award also allows me to attend all the World Economic Forum (WEF) events of 2016 around the world and attend training programmes at Harvard in 2017."

Rani now operates IT stores and training centres in townships and rural areas across the country, and provides job opportunities for unemployed youth. Silulo has 33 operational branches in and around the townships and works with companies like Tsiba, Microsoft and Vodacom.

The 2016 awardees are particularly active in providing access to the internet and various low-tech solutions to help underprivileged communities to participate in the fundamental changes of the Fourth Industrial Revolution, according to a statement issued by the WEF.

Several awardees are using new tech-

nologies in marginalised and poor communities to provide jobs, skills training and education in innovative new ways.

Rani and Tracey Chambers of Clothing Bank are the only South Africans selected. He is also part of the "Santam 1001 Days In Business campaign," which aims to help many more small business owners reach the three year success milestone – as most business fail before reaching period.

According to the WEF, the 2016 Schwab Foundation Social Entrepreneurs of the Year represents 12 social entrepreneurs from 11 organisations operating in more than 70 countries that are pioneering solutions for social and environmental challenges, from child labour to women's empowerment to climate change and more.

"The development of entrepreneurs is an important part of the

college mission. We are extremely proud of Luvuyo Rani's achievement, especially in the light that he is the Chairperson of the Advisory Board of the newly established Centre for Entrepreneurship at False Bay TVET College. He is indeed an exemplary role model," says Cassie Kruger, Principal of False Bay TVET College.

The winners were selected by the board of the Schwab Foundation. Its members include:

- Mohammad Yunus (chair of the Yunus Centre in Bangladesh)
- David Gergen (director of the Centre for Public Leadership at the John F. Kennedy School of Government at Harvard University)
- Zanele Mbeki (chairperson and founder of the WDB Trust in South Africa)
- H.M. Queen Mathilde of Belgium

## It all starts with lifting

Continued from P28

in its back-up service and full spares stock holding, which make for exceptional levels of customer convenience. The company's qualified lifting machinery inspectors (LMIs) and lifting tackle inspectors (LTIs) mean that all machinery and load testing can also be done in-house should the customers require it.

Included in the company's network of 22 branches around South

Africa and Namibia is Renttech Cape Town, which, with its own lifting tackle inspector (LTI), provides convenience and expert back-up for the company's Western Cape customers.

"Our involvement in a variety of industrial undertakings, including many high profile petrochemical shut-downs as well as key power generation construction projects, means that our

offering to the lifting and rigging market extends far beyond that of supplier or distributor.

Our project managers are able to draw on extensive experience to provide expert advice, working closely alongside our customers' own rigging personnel to find a lifting solution which provides not only peace of mind, but the highest quality and value for money," Opperman concludes.

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## Professional Administrators Conference South Africa (PACSA) 2016



Chata Romano Senior Image Consultant to name a few.

The comprehensive two-day programme will feature topics such as:

- Mountains and manicures: a lesson in endurance from Deshun Deyzel – the first black woman to climb Everest
- Realising that you have the power to be a leader and influencer
- Understanding how your perceptions – and those of others – have an impact on your communication with your colleagues
- Gaining practical, easy to implement tips for continuously conquering your admin mountain
- You Win or Lose by the way you Choose – Angelique du Toit
- Understanding why wellness at work is so important to your productivity and happiness
- Anticipating your managers' needs by applying the boss mind-set to projects and tasks
- Reaching the summit: practical goal setting techniques

to help you achieve your objectives

- Discovering the secret to an immaculate and highly professional workplace image

PACSA, now in its 14<sup>th</sup> Year, is the secretarial event of the year. Taking place in Cape Town and Sun City in 2016, the event promises to be an impactful experience for all professional administrators including secretaries, personal assistants, executive assistants and receptionists.

This spectacular event is brought to you by SASPA (South African Secretaries and PA's Association) an NGO set up specifically to provide support and assistance to administrative professionals in South Africa. This year, the event sponsors include:

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- Sparkle Cosmetics
- Morgan Taylor
- Reboot
- Corporate Traveller
- Corporate Guru

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The conference will feature a variety of well-known keynote speakers including business woman and international author Angelique du Toit, inspirational business woman Deshun Dreyzel, and Willene Sieberhagen,

### Dates and Venues:

**Cape Town** – 24-25 May 2016 @ 12 Apostles Hotel and Spa, Camps Bay

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# Largest order for the supply of mobile equipment in Africa



SHUMANI Industrial Equipment, official dealer of the Goscor Group of Companies, secured a contract with Kalmar, part of Cargotec, which represents the largest supply of mobile equipment in Africa and one of the biggest reach-stacker orders globally, according to the company.

Shumani, which means "working" in Venda, is a proudly South African level 2 B-BBEE black-owned and managed company within the industrial and construction market sectors. The

industrial equipment provider is responsible for the supply of the Goscor Group's entire range of industrial and construction equipment to the local mining, construction, industrial, warehousing and manufacturing sectors.

According to Executive Director, Victor Nemukula, Shumani is a certified Kalmar distributor in South Africa. "We have enjoyed a long standing relationship with Kalmar in recognition of their top quality equipment and outstanding reputation as a service provider.

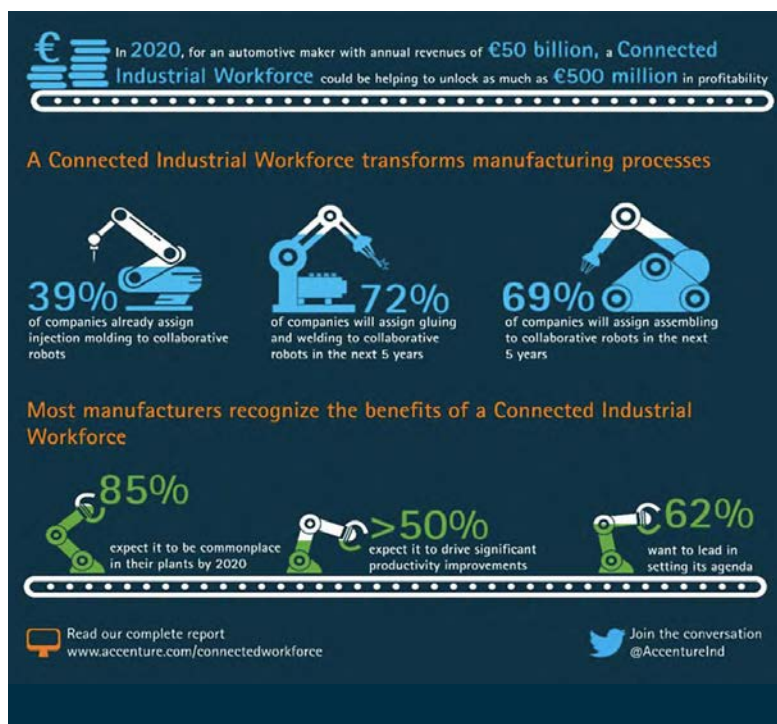
They have a thorough understanding of our customer and end-user operations and provide the best solutions to increase the end-users' productivity."

Kalmar Sales Manager – Southern Africa, Leslie Venketas and Francois Muller Southern Africa commented, "We are delighted to receive this substantial order from Shumani, the vast size of which demonstrates the quality of Kalmar products and technology. Kalmar has a national footprint and can confidently

handle the challenges that are faced in cost-effectively supplying and maintaining a large fleet of equipment at various locations throughout South Africa."

A total of 45 ton reach stackers and seven high empty container handlers were distributed across South Africa to take care of diverse materials handling applications. Kalmar is responsible for maintaining the new units nationally on a full maintenance basis over the contracted period of five years.

## Manufacturers not prepared to harness benefits of digital technologies



DESPITE plans to invest in machines and artificial intelligence as part of their strategy to boost productivity, many automotive and industrial equipment companies are failing to implement the measures needed to harness these capabilities, according to a new report from Accenture.

The report, "Machine dreams; making the most of the connected industrial workforce," is based on interviews with more than 500 business executives in Asia, Europe and the United States involved in setting their company's strategy for the connected industrial workforce. According to the report, manufacturing and production are undergoing rapid change as machines and artificial intelligence are becoming closely integrated with personnel, creating the connected industrial workforce. By combining mobile, safety and tracking technologies with analytics, companies are enhancing the activities of an industrial worker.

The report concludes that the creation of a connected industrial workforce is already part of the business strategy of the majority of automotive and industrial equipment producers, cited by 94% of respondents. Respondents estimate that their companies could spend up to one-quarter of their R&D expenditure over the next five years on connected industrial workforce technologies. This could reach EUR181bn for automotive companies and EUR39bn for industrial equipment companies.

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021 506 7500

Continued on P38



# APC completes double installation for tyre manufacturer



APC Storage Solutions SA completed two installations for a multinational tyre manufacturer's South African plants. Each installation included specifications to cater for the customer's highly flammable products.

APC Storage Solutions SA was contracted by a large tyre manufacturer in South Africa to construct a new warehouse at the company's head office and manufacturing plant in Kwa-Zulu Natal (KZN.) This followed an already completed project, which was to maximise storage capacity in its Cape Town distribution Centre.

Both projects, which included specifications to cater for the customer's highly-flammable stored products, were completed in the 2015 calendar year – the Cape Town upgrade in May and the KZN installation during October – in 15 days only.

## Cape Town upgrade

A turnkey solution to maximise storage capacity in a 4,000m<sup>2</sup> operational distribution centre in Montague Gardens was required. Enhancing existing racking systems and installing new racks with in-rack sprinkler designs provided by a third party formed the scope of work. The installation was a two-month-long phased installation, necessary to avoid disrupting ongoing distribution operations.

APC Storage Solutions SA first consolidated the existing racking infrastructure of one single and one-and-a-half back-to-back rows. Adding four new back-to-back rows and a single row of approximately 60m in length, all with 1,500mm in-frame depth, followed.

"The warehouse remained operational throughout the upgrade," says Deon Jennings, General Manager, Cape Region, APC Storage Solutions SA. "We therefore worked closely with our customer's management team to achieve the objective without interrupting operations, and developed a row-by-row project plan."

The result was a relayed approach – stock removal; racking built; production stopped; racking populated, cy-

cle repeated. Only once all racking was complete did APC Storage Solutions SA begin with the sprinkler system installation.

"This approach meant a lengthy project, but we completed everything according to spec and without interrupting distribution centre efficiencies or operational safety," Jennings points out.

## KZN installation

APC Storage Solutions SA was contracted to design and build a 60m long and 38m wide (2,241m<sup>2</sup>) warehouse for the tyre manufacturer's existing plant. Two single rows and five back-to-back rows of 15 bays, totalling a length of 50m were installed. Each row can accommodate four pallet/stillage levels at 8,4m top-of-pallet height.

The steel stillage size – 1,300mm wide and 1,300mm deep – necessitated the installation of steel supports in order to safely store them on the racking. To further increase the safety factor, APC Storage Solutions SA installed steel pallet back stops behind each pallet.

"This keeps the pallet Flu space (back-to-back clearance) uniform throughout the system and prevents pallets from being pushed too far back," explains Etienne Meyburgh, General Manager, Kwa-Zulu Natal Region, APC Storage Solutions SA. The new warehouse comfortably caters for 1,392 pallet positions.

The scope of work was to fit as many pallets as possible into the new warehouse, "which we achieved," Meyburgh says. "To attain this and meet the stillage storage size requirements, we installed a non-standard beam and frame depth, while ensuring the structures adhered to all fire regulations."

## After-sales and maintenance

Each of these facilities opted to include APC Storage Solutions

SA standard after-sales and maintenance agreement, which consists of two site visits per year for five years. The agreement forms part of the storage solutions professionals' five-year guarantee and lifetime warranty.

"Under the agreement, we conduct a full site inspection and provide a comprehensive report after each visit," Meyburgh explains. "Clients can use this information for insurance and audit purposes," Jennings adds.

For both these projects APC Storage Solutions SA played a pivotal role in the overall solution planning, with the two branch's engineers and technicians working closely with those of the customer.

"Our customer is part of a very large multinational company," Meyburgh concludes, "and the fact that they chose APC Storage Solutions SA due to our quality and service is a feather in our cap."



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# Equites delivers distribution growth

SPECIALIST logistics property developer and landlord, Equites Property Fund Limited ("Equites") announced total distributions for the year ended 29 February 2016, of 96,6 cents per share – an increase of 18,3% relative to the previous year on an adjusted full year basis. Equites CEO, Andrea Taverna-Turisan, said, "the distribution growth reflects the strong property fundamentals of the Equites logistics portfolio."

#### Other highlights

- NAV per share growth of 14% from R11.37 to R12.94 for the year.

- 187% growth in fair value of property portfolio from R1,4bn to R4,1bn.
- R1,5bn capital raised through a substantially oversubscribed accelerated bookbuild in November 2015.
- Significant transactions concluded during the year and a healthy development pipeline established.

The company said that the acquisition of the Intaprop portfolio in July 2015, several other yield accretive acquisitions and redevelopments, as well as the accelerated bookbuild in November 2015, im-



*A new distribution centre for The Foschini Group ("TFG") was recently completed on a four-hectare portion of the Lords View Industrial Park in Midrand.*

pacted positively on the financial results for the year. Refinancing the Intaprop debt at improved rates and lower

debt levels as a result of the bookbuild, as well as an effective hedging strategy, kept finance costs well contained

despite gradual increases in market interest rates. In addition, prudent cost management, a reduction in vacancies

and tenant renewals on favourable terms all supported the strong distribution growth.

Equites listed in June 2014 with a view to growing its portfolio to R4bn in the five years to June 2019. "We have exceeded our R4bn target three years ahead of schedule and we have a significant pipeline of opportunities to continue our growth trajectory," says Taverna-Turisan.

The group's growth strategy is to develop and acquire A-Grade distribution facilities let to quality tenants on long-term leases. Equites plans to develop modern logistics properties for blue

chip tenants on the 36 hectares of industrial land it has available in prime logistics nodes. On completion, these developments will add approximately R2bn to Equites' portfolio.

The property fundamentals for the Equites portfolio are particularly strong – some 86% of revenue is derived from blue chip tenants on long leases (an average lease expiry of 5.3 years and improving,) vacancies are less than 1% and 90% of completed properties by value are modern, high quality logistics assets in key locations in Cape Town and Gauteng.

**Continued on P33**

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## The break in the cold chain

**Barbara Westcott – Bamic Enterprises**

LOGISTICS, transport, and the supply chain – important words, important topics. We read about transport and logistics all the time – but very little is ever mentioned about the part the COLD CHAIN plays in transport and logistics. Yet the cold chain is crucial to the success of any fully integrated supply chain process. Consequently, we decided to look up a few of these words to see how they link up.

- Logistics – the science of moving and supplying
- Transport – moving from one place to another
- Cold – at low temperature
- Chain – a link
- Supply – provide

So the link is there – move and supply at a low temperature.

Transport of perishables is done very efficiently in refrigerated vehicles – but if the chain is a link, why is there a break in the cold chain link? This chain is broken because the low temperature is not maintained

constantly throughout the supply chain and transport process.

The weak 'link' in the chain seems to be at the loading and off-loading of refrigerated vehicles. Products are exposed to ambient temperatures during this process and the cold chain 'link' is broken – so product temperatures are not maintained. This in turn can affect the shelf life of a perishable product. So what can be done about this?

The majority of people who work in the cold chain are aware, or are becoming aware of the use of thermal products to insulate perishables against warm ambient temperatures or even extremely cold temperatures. That may sound contradictory; however thermal products can effectively protect from temperatures that are too warm or temperatures that are too cold so they are also very necessary when transporting multi-temp deliveries.

The use of thermal products is a science in itself because there are different designs, different qualities and different insulators – it is not one size fits all. There are a number of aspects to be con-

sidered when deciding on what will work best for you – product type; ideal product temperature; temperature of vehicle; length of time of transport; ambient temperature and so on. So in purchasing these thermal products, the need is to weigh up all these inputs before purchasing to be sure you get the right thermal product for the job.

How can we be more efficient in managing the cold chain? Simple answer – use the right thermally insulated products correctly and efficiently. Consult the specialists who manufacture specifically for the perishables industries.

We refer to the Lambda Values of thermal insulation. The Lambda Value of insulation material is calculated to ensure the control of conduction, convection and radiation levels. The lower the Lambda value, the better the insulation.

Fuel costs have soared and the running of refrigerated transport has become more expensive, so to optimise what you are trying to achieve, why not use thermal products to maintain the temperature more effectively and save on fuel costs?

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# Reinforce perimeter security by using thermal cameras with analytics

**By Laurence Smith,  
Executive at Graphic  
Image Technologies  
(GIT)**

THE importance of surveillance for security purposes cannot be underestimated. Its objective is to detect, prevent and deter criminals as well as provide evidence that can be used in their prosecution. For businesses or properties with large perimeters, standard CCTV imaging can pose significant challenges. The biggest issue in surveillance lies in the lighting conditions of the area to be monitored, as regular CCTV cameras require adequate lighting to capture a usable image. The solution lies in the use of thermal cameras that operate just as effectively by day as by night, without the need for additional lighting.

What are the shortcomings of conven-

tional CCTV cameras? Weather can have a serious detrimental impact on its effectiveness as heavy rainfall and dense fog can obstruct the camera's view. Such cameras are also affected by bright lights (like car headlights) and smoke which can be used to a criminal's advantage. Another vulnerability that's easy to exploit is the fact that CCTV cameras require an additional source of light at night, which is why criminals do their best work under the cover of darkness. One of the most useful applications for thermal cameras is perimeter surveillance and monitoring, as these military-grade cameras have low power requirements and multiple lens options to allow surveillance operators to view images in environments with little or no lighting. Thermal camera technology de-



tecs 'heat signatures' generated from objects and people to create an image of the environment, which is viewed on screen in black and white; black represents the environment as it should be and white highlights a perimeter threat, or an exception in the environment that triggers an alarm.

Intelligent video ana-

lytics applications used in conjunction with these cameras can automatically detect threats and distribute alerts in real time, leaving security personnel to effectively manage threats to the perimeter rather than expend effort in detecting them. Video analytics technology is able to positively identify and protect against

intrusion with up to 98% accuracy and can differentiate between animals, humans and vehicles, which means fewer false alarms. Knowing the nature and exact location of a perimeter alarm can help security operators to respond quickly and appropriately and stop the intruders before any harm is done, which can be challenging in geographically-isolated areas such as estate, farm and factory perimeters, where the perimeters could be many kilometres long.

The addition of thermal cameras to an existing CCTV system is uncomplicated and is therefore advisable in those areas where conventional CCTV surveillance is insufficient or not viable. Unaffected by bright light, thermal cameras can penetrate through dust, smoke and any adverse weather conditions

with an effective detection range of between 200m-400m, depending on the lens used. Because of this range, using thermal cameras can even be used to reduce the overall number of cameras required in a surveillance set up.

Ensuring that CCTV surveillance footage is effective on a 24/7 ba-

sis no matter what the season is one of today's biggest challenges in the security field. With thermal imaging cameras and video analytics intelligence, security operators can be assured that the perimeter is secure and that intrusion will be detected no matter the weather or time of day.

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## Equites delivers distribution growth

Continued from P32

The company also continues to see strong demand for modern distribution centres in the major logistics nodes, supported by the continuing centralisation of distribution by major retailers, increased levels of imports into South Africa and a shift towards online retailing.

The company's loan-to-value has reduced to 11.8% following the book build, which has positioned Equites well to pursue further acquisitions of logistics focused portfolios in prime locations.

Equites unveiled its flagship TFG distribution centre development in Midrand, Gauteng in April, completed at a capital value of R176m. Equites has garnered significant intellectual capital in the design and cost efficient build process to allow them to provide clients with state-of-the-art facilities at the best rental levels. The company foresees significant further requirements for similar facilities in the South African market as both business trends and e-commerce evolve.

### Recent transactions

Equites has concluded transactions of more than R2,8bn in acquisi-

tions and new developments, including:

- The R1,9bn In-taprop portfolio, consisting primarily of quality, recently completed, industrial properties and undeveloped industrial land in Gauteng and Cape Town.
- The R137m, 13,808m<sup>2</sup> Tunney Ridge portfolio of four industrial buildings with long-term leases in Gauteng.
- The R92m acquisition of the 7 hectare Atlantic Hills Industrial Park, situated on the N7 highway in Cape Town, which includes a 3,499m<sup>2</sup> distribution centre, let to JF Hillebrand and valued at R35m.
- The R180m acquisition of 21 hectares of land in the Lords View Industrial Park in Midrand. A new 22,227m<sup>2</sup> distribution centre for The Foschini Group ("TFG") was recently completed on a four-hectare portion of this land.
- The construction of a new 16,262m<sup>2</sup> distribution centre and head office on the Atlantic Hills property in Cape Town for Puma Sports Distributors Proprietary Limited with a capital value

of R155m.

- The construction of a new 8,000m<sup>2</sup> distribution warehouse with a capital value of R72m in Epping Industria, Cape Town as a speculative project.
- The joint venture agreement with Grindrod Properties Proprietary Limited to develop a 25,000m<sup>2</sup> state-of-art distribution centre and offices valued at R240m, for Rohlig-Grindrod Proprietary Limited on vacant land already owned by Equites in the Meadowview Business Estate in Gauteng.

Equites said that the company's strong property fundamentals and low gearing provides protection from the weak economic climate.

Taverna-Turisan concluded, "Given the quality of our existing portfolio, we are confident that the company will achieve 10%-12% distribution growth over the next financial year. The demand for quality logistics facilities will lead to further acquisitions and developments from our pipeline, which should continue to grow the portfolio value and distributions."

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## Virtual Gas Network for SA industries

AS an alternative energy source, Compressed Natural Gas (CNG) is cleaner, safer, cheaper and more efficient than other conventional fuel sources. It is an energy source that can significantly reduce both the costs and carbon emissions of your business. With reliable supply, and consistent quality, CNG eliminates the uncertainty associated with the regular price fluctuations of liquefied petroleum gas (LPG), diesel and paraffin; thus affording you greater control of business operations across the board.

South Africa has access to large volumes of natural gas and should be utilised by far more entities. Unfortunately there is a challenge surrounding accessibility due to a severely limited supply network. This is where Virtual Gas Network offers significant benefits to the industrial and commercial sector. Introduced to South Africa in 2009 by Virtual Gas Network (Pty) Ltd., in partnership with leading equipment manu-

facturers, CNG can be transported directly to the customer negating the need to be on the national gas grid. Reliable, consistent supply at fixed monthly prices enables long-term, strategic financial and operational planning not possible with other conventional price-volatile fuel products.

CNG can be used for a vast number of applications requiring a fuel or energy source such as heating, cooling, power generation, burners, furnaces, ovens, boilers vehicles and fleet applications, used in other industrial, commercial and domestic consumptions. Using specially designed tube trailers and transported via trucks to "Daughter stations" (on customer sites) this system is able to provide a continuous, dedicated supply of CNG to customers who are too far to draw from an existing gas pipeline, large industrial and commercial customers situated within a 300km radius of a CNG compression station and smaller customers who form

part of a larger distribution network, such as industrial parks, housing developments and mixed use developments, all of whom want to switch and save.

CNG not only offers environmental benefits to the industrial sector such as a cleaner burning energy source, reduced emissions and carbon credits, but provides enormous operational benefits as well. By utilising CNG in industrial plants can operate on a consistent energy supply, reduce losses due to fuel source theft, improve safety as well as increase the life-span of equipment, improve equipment efficiency and downtime and overall reduced operating costs. This energy source has been tried and tested internationally and through the innovative fixed-trailer transport system of Virtual Gas Network (Pty) Ltd. (VGN,) industrial customers who are not on existing gas pipelines now have access to the benefits of CNG via a virtual gas distribution network.

## Another way to save electricity

THE plea by our electricity suppliers to save on consumption is ongoing and it would appear that if we do not comply and switch off various appliances in our homes and places of business then we are in for more load shedding and a bleak, poorly productive winter. But more can be done particularly by the retail industry to save power.

Retail stores of various shapes and sizes utilise island fridges and freezers that – in order to work effectively – need to use electric power 24/7. Obviously this is necessary to keep the perishable stock they contain in a usable condition. But there is a way that electricity consumption could be cut drastically in these appliances says Barbara Westcott of Bamic Enterprises.

These island fridges and freezers are usually open at the top, or at best are covered by sliding glass or

Perspex covers. But how efficient is this as it is continuously being opened by shoppers during opening hours? Every time it is opened it loses temperature, so the compressor has to kick in and run for a period in order that the correct temperature is maintained.

There is a product that works exceptionally well after hours, "locking" in the correct temperature for extended periods, saving wear and tear on the compressor as it has to work far less vigorously to maintain the desired temperature. It's called a Thermal Roller Mat and is made from food safe, high quality foils sandwiching a unique Polywool insulation layer. It is designed to breathe by using a series of small openings that stop condensation and locks in the cold air. Tests have shown that over the period of a year up to 40% saving in power usage can be effected.

## Winter warmth and summer cooling from water based underfloor systems

TRADITIONAL underfloor heating systems in South Africa have been electrical, which was relatively inexpensive to install and efficient when the price of electricity was low, but now massive increases in the price of electricity has made electrical underfloor heating an expensive option despite its lower installation cost.

In countries with colder climates and more expensive energy, alternative water based methods of centralised or surface heating are widely used.

These tried and tested *water based systems* are now available in this country through Viega, the German based company that pioneered the use of press fitting pipe technology solutions for wet services, drainage and gas systems as well as a range of innovative sanitary systems for the modern bathroom.

The advantage of Viega Fonterra water-based under floor, ceiling and wall heating systems is that the energy used to heat the water can be sourced from low or no electrical consumption devices - a high efficiency gas or oil fired boiler, solar / PV panels or a heat pump. Where a *reversible* heat pump is installed, the system can



provide a cooling effect of up to 4°C during the summer months.

Research has shown that the optimum comfort level temperature to be 20°C in underfloor heated areas as opposed to 22°C where radiators are installed. This equates to 10 – 12% saving in annual heating costs.

Although costlier to install than electrical underfloor heating, recent studies have shown that in a typical home environment Viega Fonterra underfloor heating can pay for itself within three years due to the savings in energy and thereafter the saving in annual electricity costs can be more than 60% com-

pared with electrical underfloor heating.

Underfloor and wall heating systems supply *radiant* heat as opposed to radiators or a/c units in heating mode, which use convection to heat the air. As air movement caused by radiant heaters is far less than with convection heating, dust and air-borne bacteria turbulence is largely avoided – an important consideration in medical centres, hospitals, care homes and public meeting places.

In addition to residential heating, Viega Fonterra underfloor heating systems are available in a wide range of piping configurations and snap-in panels to suit all types

of buildings whether residential, commercial or industrial, single or multi-storey, warehouses, factories, public buildings and healthcare facilities.

The Viega Fonterra PB polybutylene highly flexible pipes come in rolls in sizes ranging from 12mm – 25mm Ø and an additional range is available for large scale areas such as factories and warehouses. Leak-proof pipe jointing is accomplished using the Viega patented SC Contur press technology which guarantees 100% joint integrity.

The same piping systems can be employed for wall and ceiling heating as well as floor, and Viega even offer

a Fonterra low profile system for retrofitting to renovated buildings with minimum compromise of floor to ceiling dimensions.

These systems will appeal to property owners considering renovations and building upgrades for tenants, particularly with the impending introduction of energy efficiency certification for government buildings.

Every underfloor and wall heating system requires individual room control systems to work efficiently. A particularly convenient option is the Viega Fonterra Smart Control which continually adjusts all heating circuits automatically and makes energy savings of up to 20% possible, without compromising comfort.

The Viega Fonterra Smart Control works reliably and completely independently of floor coverings, screed levels and heating circuit lengths. It automatically takes into consideration the existing conditions and efficiently adjusts the level of radiant heating and cooling accordingly. In addition to new builds, the Viega Fonterra Smart Control can be retrofitted as part of renovations even when there is no technical information available about existing underfloor heating.

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## Enserve's emission monitoring service

ENSERVE offers a comprehensive environmental management service to petrochemical companies and oil refineries. This service comprises of fugitive emission monitoring and control programs designed specifically to monitor, control and reduce volatile organic compound (VOC) emissions.

Such emissions emanate from a variety of sources, including process valves, pump

and compressor seals as well as floating roof tank rim seals at refineries, chemical plants and pipeline transfer stations.

### The service includes the following:

Conventional Leak Detection and Repair (LDAR) Programs utilising state of the art, intrinsically safe "sniffer" equipment, capable of detecting and measuring a large number of

Volatile Organic Compounds (VOC's) as well as non-VOC gases such as methane, hydrogen, ammonia and carbon monoxide.

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

and 'Smart' LDAR, utilizing thermographic imaging with a specially adapted FLIR Infrared camera for identification of leaks.

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

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

## Sykes pumps into South Africa

INTEGRATED Pump Rental has secured the distributorship for the Sykes range of pumps, complementing the company's existing rental offering by adding this line up of reliable, proven diesel driven units. Sykes pumps are purpose designed and built for the mining, construction, municipal and rental markets. Integrated Pump Rental will also be marketing and selling the range to its customers.

"By becoming the official distributor of the Sykes range of pumps

in April, we have significantly boosted our abilities as a pump project rental specialist. By having quality diesel mobile units in our range, we can now offer our customers mobile units that can be used in areas where there is no available electrical power," Lee Vine, Integrated Pump Rental's managing director, says.

The company decided to partner with Sykes because of the original equipment manufacturer's (OEM) more than 40 years of experience manu-

facturing quality high performance pumps.

"Sykes is a well-known and respected player in the international pumping industry, while Integrated Pump Rental has built up a solid reputation for being able to supply quality pumping solutions for a range of projects. These synergies mean that both companies will benefit significantly from this partnership," says Vine.

The Sykes pumps feature cleverly designed automatic priming capabilities based on a Venturi system that can deliver suction lifts of up to 9m. The pumps offer market leading efficiency, are extremely robust and built with a 316SS impeller and wear plates as standard construction, ensuring reliability coupled with versatility.

Vine also notes that the dry running, oil lubricated mechanical seals fitted to the Sykes range allows the pumps to operate under snore conditions and reprime automatically without incurring damage.

Integrated Pump Rental will be offering the OEM's full range of pumps, including the Low Head (LH), Medium Head (MH), High Head (HH) and Extra High Head (XH) series for handling solids.

Vine says Integrated Pump Rental will focus on growing the Sykes pump range in the South African market, which is still fairly new to the offering, compared to other countries on the continent where the pump range has been operating successfully for many years. These pumps are used in a host of applications ranging from water transfer and pit dewatering through to site cleaning.

Vine reports that the response to the Sykes launch by South African pump users has been phenomenal with many Integrated Pump Rental customers expressing a keen interest in the technology.

Significantly, in order to increase the local content value Integrated Pump Rental will be packaging some of the Sykes range in Johannesburg, Gauteng. This will include local fuel pods, skids and trailers, and Vine says the final package will be very competitive and also ensure excellent flexibility in meeting customer specific requests and lead times.

The combination of quality pumps and a revered name in the local pump rental market can only mean success for both companies in South Africa.



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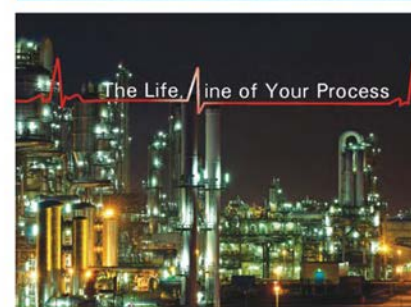
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## Extension to Qdos range upscale to higher flow rates

WATSON-Marlow Fluid Technology Group is proud to release the new Qdos 120, offering flows up to 120 l/hr at a maximum pressure of 4 bar, double the flow of existing models in the Qdos range of peristaltic metering pumps.

This latest addition to the product range builds upon the core foundations of the Watson-Marlow's design-thinking for the widely deployed Qdos suite of high-accuracy chemical metering technology. Qdos 120 not only offers double the flow of other models (in comparison with Qdos 60) it delivers a step-change in performance and usability compared to conventional solenoid or stepper-driven diaphragm metering pumps. All models in the Qdos family are designed to eliminate the need for ancillaries, boost productivity, and cut chemical waste due to its highly accurate, linear and repeatable metering.

This powerful combination of core features offers benefits to process engineers in the water/wastewater, industrial and agri-chemical sectors. It is easy for customers to upscale to the higher flow rate of the Qdos 120 as it maintains the same common interface, connectivity and functionality of the existing Qdos models.

Driven by market demand for pumps that offer low total cost of ownership (TCO) without compromise to performance or process quality, the Qdos 120 allows engineers, as well as skid manufacturers and packaged-plant designers, to overcome a host of issues associated with diaphragm pump technology, such as poor suction lift and the downtime resulting from blocked valves and gas-locking.

The peristaltic operating principal of the Qdos 120 has been designed to deliver continuous, smooth flow for optimal fluid mixing, while high accuracy provides chemical savings and increased process quality.

The combination of high reliability and low maintenance ensures minimal operational expenses. There are no valves or seals to clog, leak, gas-lock or corrode. Moreover, process uptime is maximised with no-tools maintenance and quick and easy pumphead replacement. In fact, there is only one consumable part on Qdos 120 pumps, the ReNu pumphead, which can

be replaced in 60 seconds to return the pump to its as-new state. What's more, the fully contained pumphead ensures no spillage or exposure to chemicals.

Among the many success stories emerging from customers involved in the validation of Qdos 120s product development, is a seed treatment company, which since adopting the Qdos 120 has enjoyed improved flow capability and accuracy at a higher viscosity. Previously, the company was limited to the chemical types it could run on its existing Qdos 60.

In contrast, the 120 allows a single pump to cover all flow ranges, providing users greater flexibility with a single spare part inventory.

Additional benefits include the need to stock only one pump and a single component spares inventory. Furthermore, the company's customers are now afforded more flexibility to apply material at higher-than-design rates if needed, while another positive comment made by the user alluded to fluid recovery on the Qdos 120, which was said to be simpler than on competing peristaltic pump models.

The application at the seed treatment plant involved pumping viscous and shear-sensitive polymer chemicals from 11 litre packaged containers to a 1,200

litre tote (via a 3-metre pipe run) ready for seed coating. Here, any pulsation would affect consistency because the pump is feeding an air-powered atomiser. The flow range of the Qdos 120 is ideal for this application because different seed is treated with different levels of chemical, on demand. The company does not want to make up large batches of treatment which would then go to waste. Here the self-priming and dry running capabilities of the Qdos pump play a vital role in facilitating this requirement.

At another customer site – an electroplating business – the use of a Qdos 120 pump proved highly successful when metering various chemicals that included sodium hydroxide (NaOH) at 50% and calcium fluoride. Features of the pump praised by the company included high accuracy along with low pulsation and reduced maintenance requirements. The facility targets a "set and forget" approach to its plant requirements, which is fulfilled with a pump such as the Qdos 120.

Further benefits available to all users of Qdos pumps include reduced installation costs as there is no need for the pulsation dampener, strainers, de-gassing, back pressure or foot valves required with diaphragm metering pumps. In addition, system design can be simplified thanks to

high suction lift and viscous handling, eliminating the need for flooded suction, day tanks and specialist piping schemes. Logistics costs are also minimised due to the inherent accuracy of Qdos pumps, which enable higher concentrations to be used.

The Qdos 120 range

includes a number of models offering different control functionality depending on customer requirements, extending from manual speed control models, through universal+ (manual, 4-20mA input/output, pulse), to remote and Profibus control options.



The new Qdos 120 offers flows up to 120 l/hr at a maximum pressure of 4 bar.



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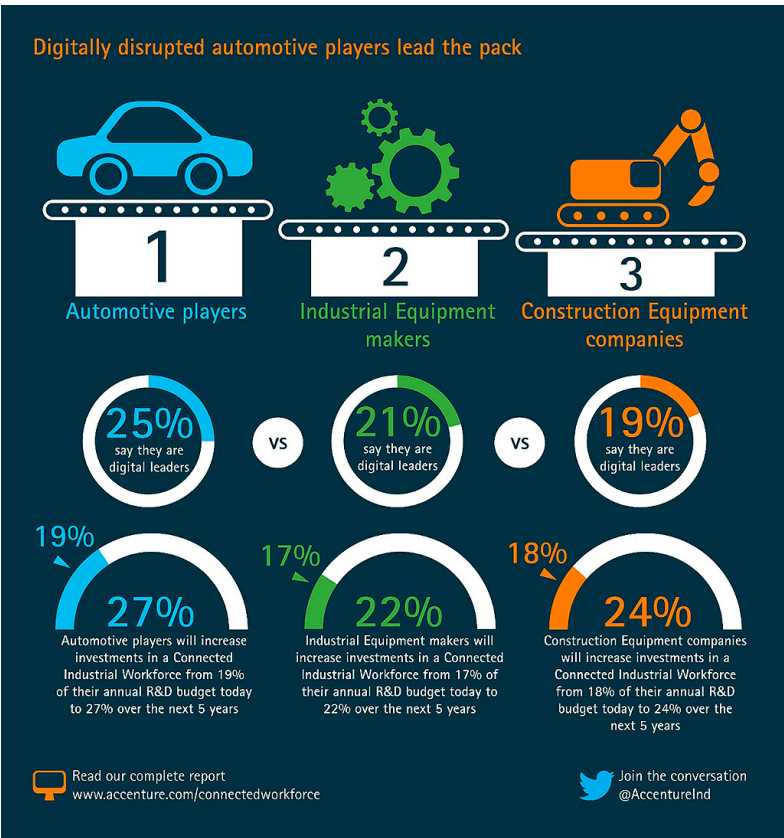
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Manufacturers not prepared to harness benefits of digital technologies

Continued from P30



Manufacturing companies surveyed believe that the impact of the connected industrial workforce will be significant, the research reveals that the companies making these investments could fail to maximize the competitive advantage that the investments can bring. For instance, fewer than one-quarter (22%) of respondents said their companies have implemented measures designed to realise the potential of a connected industrial workforce, with 85% of respondents describing their companies as digital followers or laggards, rather than leaders.

One of the issues that could adversely impact the implementation of a connected industrial workforce is the related technology. Data vulnerability is seen as a medium or high risk for 76% of respondents, while system complexity and related vulnerability is seen as medium or high risk by 72% of respondents. In addition, more than two thirds (70%) of respondents consider a shortage of skilled human workers to be a high or medium risk. This could also impact their ability to deliver on their connected industrial workforce strategy

“Those leading manufacturers investing in digital technologies to harness competitive advantage are spending almost twice as much as laggards on the connected industrial workforce—and will continue to raise the bar over the next five years,” said Eric

Schaeffer, senior managing director and head of Accenture’s Industrial practice. “We also see laggards lacking the confidence to implement the technologies that underpin a successful connected industrial workforce and this may threaten their competitiveness.”

The vast majority of respondents - 85% - said they expect the focus of technology in manufacturing to evolve from human to human-machine-centric, where collaborative machines, humans augmenting machines and autonomous machines are combined to create a more effective workforce. A number of the organisations surveyed have a clear focus for investments relating to workforce effectiveness.

Autonomous guided vehicles—mobile robots that move materials around a facility or warehouse—already account for half of spending by these companies in this area and will continue to account for much of it in the future. The same organizations plan to boost their investments in both collaborative robots (“cobots”) and augmented reality devices, including smart glasses and helmets, over the next five years.

In their efforts to tackle the security concerns, a number of respondents are also investing heavily in upgrading their existing IT infrastructures to help ensure a securely connected workforce. Among the respondents who believe they are leading the creation of the connected industrial worker, 89% have started to hire new talent to close the skills gap,

increased R&D profitability, EUR415m in increased profitability from manufacturing and supply, and EUR30m in increased after-sales profits.

Among the respondents who are seeking to use technology to help them improve productivity, the automotive manufacturers and suppliers have the highest interest in collaborative robots, automated guided vehicles and augmented reality devices.

“As cobots take on more and more specialized tasks, leading manufacturers that are investing in digital to harness competitive advantage are moving rapidly toward human-machine-centric manufacturing,” added Schaeffer.

The report also identified some differences by country in terms of their R&D investments in connected workforce technologies. US respondents expect to make the highest percentage of R&D investment in the connected industrial workforce, at 40% of total R&D spend. The next highest percentage is for respondents in China, estimating 23% of R&D to be spent in this area, falling to 17% of total R&D spend for respondents in Japan. The respondents in Germany and France estimate 20% and 19% respectively.

About the research

Accenture interviewed 512 business professionals at companies in China, France, Germany, Japan and the United States. All respondents were involved in setting their company’s strategy for the Connected Industrial Workforce; the sample included factory directors, engineering and R&D heads, operations and HR managers, and C-suite executives. More than half were from the industrial equipment industry, with the rest split between automotive and construction equipment. The interviews were conducted in December 2015.

Automotive could lead the way

Accenture estimates that by 2020 the connected industrial workforce could help an automotive manufacturer with annual revenues of EUR50bn unlock as much as EUR500m in additional profitability—including EUR50m in in-



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## RTS Africa Inertial Spin Filters find their niche in underground mining

THE mining environment faces constant challenges from heavy dust loads generated by the mining process. These include health risks to underground mining personnel, damage to electrical equipment, and increasingly rigorous environmental legislation.

The problem is exacerbated by mine ventilation systems, consisting of large fans that force air down ducts into the mine shafts and underground working areas, carrying hazardous airborne dust in increasing quantities and densities.

An effective and practical solution to these challenges can be found in inertial spin filters - technology, which is attracting increasing interest in the mining industry, according to Ian Fraser, Managing Director of RTS Africa Engineering.

"More and more, RTS inertial spin filters are being accepted as an effective solution to dust build-up in underground mining operations, particularly in control panel and VSD back channel cooling applications. Dust can be a major problem in mining, notably in working spaces and control rooms - spin filters offer a number of advantages, the most compelling being that they require virtually no maintenance," says Fraser.

RTS Africa Engineering, is a Tshwane-based, specialised engineering company, which focuses on providing innovative technologies and solutions to various industrial problems. The company is constantly updating its technologies and exploring new applications, and, while the concept of spin filters is not new, RTS Africa Engineering has been at the forefront of introducing this technology to South African industry, with a focus on mining.

"Spin filter technology is enjoying increasing acceptance as users in the mining sector start to reap the benefits which include simple installation, free (or extremely low) maintenance, high efficiency and a long service life of between 10 and 20 years," Fraser comments.

The problem with conventional filtration systems, according to Fraser, is that they tend to require costly maintenance and filter replacement due to frequent 'clogging up', which can be inconvenient and time-consuming. "Spin filter units are a high-efficiency application of cyclone technology," Fraser explains. "Through the process of ventilation, air is drawn into the spin wall by a fan. This air, which is dust laden, passes through the spin wall, where the dust is removed by inertial



*RTS Africa Engineering supplies inertial spin filters for the variable speed drive (VSD) panels typically used in large-scale mining projects such as the one pictured.*

forces, and then vented back into the space where it came from."

This process is especially effective where workers are confined to closed spaces, such as workshops or control rooms. "Clean, dust-free air can be fed into the space by using spin filters, which will remove 98% of all dust particles 15µm and larger, and 80% of dust from 5µm upwards in size," says Fraser.

When it comes to removing very fine breathable dust - 1-2µm in size - spin filters offer an effective solution through the use of a primary filter, as well as a secondary filter. Fraser explains;

"The main problem faced by ventilation engineers is to contrive a filtration system which will remove the very fine dust while at the same

time not becoming blinded by larger particles, which represent by far the greatest mass. This would mean a continuous replacement of the filter media. The solution is to use RTS Africa's inertial spin filters as primary filters to continuously remove the heavy dust particles, thus preventing the fine filters from becoming rapidly overloaded. The fine secondary filters will, as a result, require vastly less attention and replacement." Other possible applications of spin filter technology include protecting compressors that are operating underground, where it would be necessary to achieve a dust removal of about 98% of particles 2µm in size. This is another scenario where fine secondary filters can be used with inertial spin filters in-

stalled as the primary system. "However, in spaces such as machinery areas, inertial spin filters provide a more than adequate level of dust removal, and no secondary filtration is required," Fraser adds.

While a spin filter system may be more expensive than a conventional filtration system, the life cycle costs are significantly lower. "With the prevailing costs and uncertainties within the labour market, RTS Africa's spin filters offer an ideal solution by reducing the dependence on support and maintenance personnel. Not only are spin filters extremely efficient in underground mining environments in heavy dust load elimination, but the system will provide years of maintenance- and replacement-free service," Fraser concludes.

## Nano-fibre technology from Cummins

ADVANCED nano-fibre technology exclusively developed by Cummins has been proven to dramatically extend oil drain intervals, improve overall efficiency and decrease the total cost of ownership on a number of leading original equipment manufacturer (OEM) machinery and equipment that operate in the harsh South African mining conditions. The latest breakthrough from the company's filtration division is the Fleetguard FH239 Series Industrial Pro diesel fuel filtration system and all-in-one fuel/water separator, which was launched locally in February 2015 at the Mining Indaba, following successful trial runs at mine sites over an 18-month period.

According to Cummins Fleetguard Technical Sales Manager Gerald Annandale, the product has been tested at numerous mine sites across South Africa on various machinery - exceeding all expectations.

"In line with ISO 4406 cleanliness standards, fuel must be inspected in laboratory conditions to determine its cleanliness before it is discharged. The minimum level is 18/16/13, although mining operations prefer 16/14/12. During extensive testing, the Fleetguard FH239 Series Industrial Pro diesel fuel filtration system achieved

its objective of 12/9/6, before eventually going down to an incredible 10/9/5. This is the cleanest fuel I have ever seen, which will prove highly-beneficial to machine productivity," Annandale remarks.

Cummins tested 200, 250 and 300-ton trucks operating on different coal mines. The objective was to achieve 1,000-hour service intervals, as many mines were only achieving between 250 and 750 hours. Annandale reveals that the product comfortably got to 1,000 hours for all filtration, and even achieved 2,600 hours on one truck at first stage filtration. According to Annandale, a traditional engine has a 25,000-hour life expectancy before a total rebuild is required.

"This new technology can extend this number to over 33,000 hours. This results in greater productivity, less money spent on labour, while downtime for servicing is also reduced."

This is a major benefit for mining operations, which are constantly looking to minimise costs in an efficient manner as a result of the ongoing pressure being placed on commodities. Another major advantage of the FH239 filtration system is that it is more cost-effective than its tried-and-trusted predecessor, the FH234. In addition to being cheaper to pur-

chase and install, the single element FH239 is also more user-friendly and convenient than the FH234, which comes standard with triple elements.

The FH239 provides easy maintenance with its self-priming port. By simply spinning off the cap, users can pour in fuel and restart the engine with clean, filtered fuel. The clear cover tells users when not to change their filter and offers a window into the system to see fuel condition and flow. This is Cummins' patented 'Seeing-is-Believing' technology, which effectively removes water and contaminants from the fuel system, while ensuring that filters can be changed within a matter of minutes.

Dry filter changes can be completed by simply draining fuel below the collar and replacing. The design also ensures that there are no hazardous fuel spills either. The Cummins Fleetguard FH239 Series Industrial Pro diesel fuel filtration system and all-in-one fuel/water separator is ideally-suited to primary, secondary and ancillary mining machinery.

"This innovative product can assist mining operations in achieving considerable cost savings and improved efficiency in unrivalled turnaround times," Annandale concludes.

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# An enhanced quality output

DCD Marine Cape Town has recently enhanced its in-house engineering capacity through a strategic collaboration with 6Sigma Naval Architects and Offshore Engineering (Pty) Ltd. The agreement has cemented the collaboration between the two companies and consolidating their respective skills 'under one roof'.

Established in 2012, 6Sigma provides specialist engineering services for ship building and repair yards. Its agreement with DCD Marine Cape Town brings mutual benefits to both companies.

6Sigma is enjoying a growing portfolio, while DCD Marine is able to leverage off 6Sigma's scarce skills set, and have more influence in the design process. This is according to Jako Laubscher, Director at 6Sigma.

"The outcome of the collaboration, while mutually beneficial, is to be able to offer our clients a better service. Being under one roof now enables the client access to one dedicated engineering office, and full 24/7 engineering support



from 6Sigma, without being subject to any contractor-sub-contractor limitations," says Laubscher.

Deon Truter, Business Development Manager from DCD Marine Cape Town agrees, "Ultimately, it is about offering our mutual clients an improved service. Bringing 6Sigma into the DCD Marine fold as in-house engineers has resulted in greatly improved process efficiency. This includes better communications, leading to a reduction in timelines, costs and client risk. We have worked with 6Sigma on a number of projects

and we are completely aligned in our commitment to a quality output," he says.

6Sigma offers a variety of design services

was adopted from the concept of 'Six Sigma', a set of techniques and tools widely used for process improvement in organisations.

Ultimately, it is about offering our mutual clients an improved service.

for steel and aluminium boats, ships and offshore structures, including FEA (finite element analysis,) stability analysis, propulsion estimations, vessel modification; as well all elements of overall design including concept, basic and detail design. The company's name

"Six Sigma focuses on identifying and eliminating potential engineering errors, being closer to the 'shop floor' and therefore being able to offer a better engineering solution and service," says Laubscher. "Being quality-focused, our two companies share a

common vision, mission and direction, and therefore it was a good fit going forward."

6Sigma has sub-contracted to DCD Marine Cape Town over the past few years on various projects, including FEA analysis, offshore containers, vessel modifications, systems engineering, updating class drawings, design, fabrication, project management, surveying and class approval.

"The key focus is now on further research and development, to enable us to provide up-to-date in-house knowledge in terms of regulatory changes and the most cost-effective engineering solutions,"

experience of its software partners to ensure that the company remains competitive internationally.

"6Sigma is focused on 'breeding' the best maritime engineers in South Africa. We invest in training and we encourage self-development. We also give back to the country by sharing knowledge and supporting universities in gaining insight where needed," Laubscher adds.

DCD Marine Cape Town, which specialises in engineering solutions for the upstream oil and gas sector as well as ship repair projects, has a growing number of international oil and gas and maritime clients.

"This industry is one of the most regulated and complex in the world and there are no shortcuts. It requires a high-level skills set and a dedication to the delivery of top quality work. We are happy to share a vision of excellence with 6Sigma, and our collaboration will further strengthen our position as a world-class service provider in the oil and gas and ship repair sector," Truter concludes.

## KOBOLD's electronic transmitter with ceramic sensor



**KOBOLD SEN96**  
Pressure Sensor.

KOBOLD Instrumentation, represented in South Africa by Instrotech – a Comtest Group company, has on offer its KOBOLD SEN-96 – an electronic transmitter with ceramic sensor for air, industrial, technical, gases and water and oil – designed to be installed in gas distribution plants, on gas bottles, refrigerators, compressors, vacuum pumps and in hydraulic and high-pressure water plants.

The SEN96 has proven to be very safe against overload, tolerate pressure peaks very effectively, and is ideally suited for use in hydraulic systems. Typical applications here are compressors, pump systems and cooling circuits.

Fast, on-the-spot information of the measured pressure

## Oil-free compressors in the petrochemical and chemical sector

THE petrochemical and chemical industry in South Africa is of substantial economic significance to the country, and therefore it is important that petrochemical companies ensure proactive maintenance and the use of good quality equipment for sustainability and productivity. One of the keys to a successful refinery operation lies

in the outsourcing of equipment from a company that has a thorough understanding of the distinct needs of the petrochemical and refinery industries.

"Appointing an esteemed company with a good reputation to supply rental equipment on petrochemical sites is strongly recommended," explains Kim Coetzee, Sales Manager at

Rand-Air, a leader in compressor and generator hire in Southern Africa. "Outsourcing rental equipment enables the petrochemical site to focus on their core business."

In the petrochemical and refinery industry where compressed air is critical, hiring an oil-free compressor ensures clean, reliable and cost effective air supply

at all times. Rand-Air was involved in some major petrochemical refinery shutdowns last year.

"Formulating effective solutions determines the success of a project and therefore it is important to create innovative solutions. Petrochemical industries depend on the expert advice offered to them by their

service provider which is why it is essential to choose a company that has highly qualified and trained professionals."

Minimising downtime and maximising production is crucial in the refinery industry. Using an oil-free compressor assists with this by ensuring that there is no risk of contamination, less pressure drops due to build-up and

guaranteed air supply.

"Using an oil-free compressor offers far more advantages in comparison to oil injected compressors. The use of oil injected compressors is risky in this industry and refineries should not be losing out on production time due to poor quality performance from their equipment," concludes Coetzee.

The handy SEN96 is connected to the process with G1/4, G1/2, 1/4"NPT or 1/2"NPT threads. 23 measuring ranges which run from -1...0 bar to 0...600 bar relative pressure are available. There is a choice of 4...20 mA, 0...5 V, 0...10 V, 0.5...4.5 V ratiometric or 1...5 V analogue outputs for signal transmission. Fast, on the spot information of the measured pressure is made possible by the practical AUF type plug-on displays. Standard sensors have protection class IP65. The wetted parts are stainless steel, ceramic and sealing material FPM.

The compact and versatile SEN-96 pressure sensor offers tried and tested measuring principles with a thick film ceramic measuring cell and features very good repeatability and great reliability. The unit is ideally suited for use in industry in general, and specifically in gas stocking or machines production, in light or heavy pneumatics industry, in the refrigeration industry, and in welding and vacuum applications.

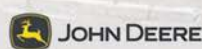


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# Gasless 'Innershield' Welding Machines from Renttech bring multiple benefits to the user

WHEN undertaking MIG welding outside, such as on a construction site or farm, exposing the weld to the weather may hamper progress and compromise the quality of the final result. Effects of wind, or even just a breeze, during the welding process can be a serious problem. Put

simply, valuable shielding gas can all too easily get blown away: resulting in porosity, excessive spatter and inferior weld quality.

A simple solution is gasless flux cored welding using a Lincoln Innershield wire, a process that was originally designed to replace stick

or 'arc' welding. As the name suggests, Innershield wires produce their own shielding gas to protect the weld from the atmosphere. This process is perfectly suited for outdoor use – particularly in extreme operating conditions in industries such as agriculture, construction,

shipbuilding, mining, and wherever maintenance is required.

"Changing to gasless wires brings many benefits, especially in areas where wind can be a problem – they eliminate the inconvenience and expense of shielding gases being blown away, as is often

the case with traditional MIG welding. In addition, they make it easy to weld out of position, including vertical up, vertical down, overhead and horizontally. Gasless wires are also easy to use on both thin and thick gauge material; and fill gaps effectively, without burning

through your plate or tubing. Welders who weld 1.6mm tubing using stick electrodes will know exactly what we are referring to," says Johan Bester, Welding Sales Manager at Renttech South Africa. "In the case of gasless flux cored welding, the filler metal for the weld

is basically an arc-welding electrode turned inside out," Bester explains. "This mild steel tube or sheath becomes the main filler metal to the arc and the flux inside becomes a light slag deposited on top of the weld." He adds

**Continued on P42**

## Young Welder competition changes shape



SAIW's Etienne Nell will oversee the entire new process.

THE Young Welder of the Year, the biennial welding industry youth welding competition hosted by the SAIW, will – in future – be known as the SAIW Youth Welding Challenge. It will remain a biennial event. This is a result of an overhauling by WorldSkills South Africa of its welding competition from which the winner gets sent to the International WorldSkills event.

One of the advantages of the new system is that the first stages of the competition will take the form of a countrywide series of regional competitions organised by the Technical Vocational Education and Training Colleges (TVETs) and the Further Education Training Colleges (FETs).

From these regional competitions about 20 of the best performing young welders will participate in the SAIW Youth Welding Challenge over five days at the SAIW premises. The top three candidates then qualify for the WorldSkills SA national competition and the winner of that represents South Africa in the welding section of the international WorldSkills competition.

This year the regional competitions will be starting in April and the SAIW Youth Welding Challenge will be held from 21-25 November. The WorldSkills SA competition will take place at the ICC in Durban in January 2017 and the WorldSkills International competition is in Abu Dhabi from 14-19 October 2017.

velopment in the new competition structure, more young welders will have the opportunity to demonstrate their skills, which is excellent for the welding industry as a whole in South Africa."

He adds that the new format also widens the net and will attract significantly more young welders to the competition.

"This will inevitably increase the chances of South Africa performing better at the International WorldSkills competition," Nell says.

All stages of the competition will continue to test the welders in the three categories of carbon steel, stainless steel and aluminium with the welding projects now based on the WorldSkills 2015 Sao Paulo project structure. The three winners of the SAIW Youth welding Challenge and the winner and runner-up of the local WorldSkills SA competition will win sponsored cash prizes.

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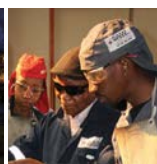
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# Gasless ‘Innershield’ Welding Machines from Renttech bring multiple benefits to the user

Continued from P41

that the flux shapes the weld, while protecting it against the atmosphere throughout the solidification period. It also aids in removing impurities in the base material. The resulting slag keeps the weld from sagging or falling out when welding out of position; and is easily removed with a steel brush or chipping hammer after the weld has solidified. “Gasless wires are also known for being able to weld over painted, rusted or galvanised surfaces - making this a favourable welding process for maintenance,

repairs or modifications on ‘used steel’.” Bester however emphasises that good welding practice should always include removing as much of the coating, dirt or rust as possible. “Our UniArc Mag200 MC is a multi-process inverter that is especially versatile, offering not only gasless flux-core welding but also able to be used in MIG welding, stick welding, and TIG welding,” says Bester. “This single phase 200amp 230V machine can take either a 5kg or 15kg spool and has a dry weight of 22kgs.”

# A perfect weld

THE variety of welding procedures and their requisite shielding gases makes welding a complex and intricate process. In this highly specialised field, so critical to many manufacturing processes, it is important to know that you are getting the best advice. Air Products’ Welding Specialist, Sean Young, is well-placed to offer such advice. With a broad knowledge of welding gases and their applicability to specific welding procedures, Young spends much of his time advising customers on how their choice of gas mix can have a profound impact not only on the weld quality, but on long-term cost-effectiveness.

“Sometimes it can take a bit of convincing that the cheapest option is not always the most cost-effective. But for a customer who is looking to make sensible long-term decisions, choosing the best gas mix for a specific procedure can save money and increase efficiencies in the long run,” says Young.

“As an active gas, carbon dioxide used to be the gas of choice - and while it can be effective for a faster and deeper weld, because it is quick freezing, it tends to cause spatter. Using a mixture of active and inert gases, such as our Magmix 3 can reduce post-weld activity - leading to a better weld for the long-term.”

Choosing a gas mix depends entirely on the type and thickness of the metal to be welded. Air Products supplies argon for TIG (tungsten inert gas) welding of aluminium, copper, mild steel and stainless steel, and an argon mix for thicker aluminium or copper. For MAG (metal active gas) welding of mild steel, three-part gas mixes are recommended. Air Products’ most sought-after gas mixes for MAG welding are its premium brands Coogar-Plus, Magmix 3 and Coogar 84/82.

“When it comes to MAG welding of stainless steel, specific gas mixes come into the picture. For example, an argon/carbon dioxide mix is recommended for the welding specifically of 3cr12 stainless steel. Pure carbon dioxide is not recommended as carbon precipitation can cause cracking,” Young explains. For MIG welding of aluminium, argon is recommended, and a mix of argon and helium for thicker aluminium.



Air Products’ Welding Specialist, Sean Young.

Flux core welding of stainless steel and mild steel requires a filler material, which in turn determines the specific welding gas mix. “While Magmix 3 for general purpose and Coogar 84/89 for structural materials are our most popular brands, the choice of welding gas or gas mixes depends on customer requirements, metal properties, and in certain cases, precise specifications. Mechanical construction, pressure vessels, and civil construction such as bridges, and the use of critical components, for example, all require a specific welding procedure, which determines the welding gas type,” says Young.

In today’s current economic climate, the trend for large manufacturing organisations is to consolidate work areas, which makes for more economical gas usage. However, it is sometimes a challenge to forecast gas volumes and to calculate the most cost-effective long-term usage. To this end, Young makes use of a customised welding cost calculator, an Air Products innovation, which assists the customer in making the right choice and to plan ahead.

“At Air Products we are passionate about providing a service which goes far beyond supply of product. We provide a close analysis of specific requirements and match those with recommendations on the correct welding procedure, shielding gases and filler material. And our customers know that we are always available if they have queries on technical issues.”

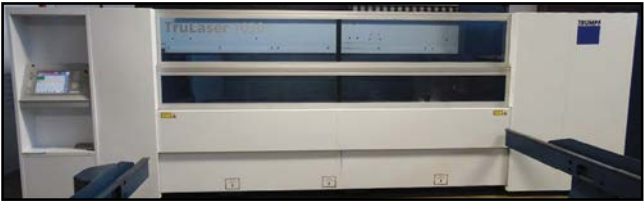
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# OPINION

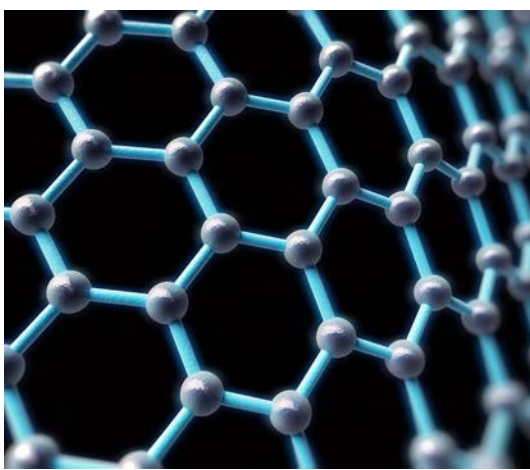
## Lockheed promises to clean brak water

Continued from back page

water filter Lockheed has announced claims to need only 1% of the electricity needed by a conventional osmosis system. Greens should love it, even if it does come from a company famous for its armaments.

Perforene consists of one atom-thick sheets of graphene with microscopic holes – a billion times smaller than other membranes – letting water through and stopping dissolved salt. If Perforene was as thick as a piece of paper, an ordinary filter for extracting salt from water would be three reams thick.

Other high-tech laboratories are working on graphene, but only Lockheed can so far make sheets of it. It has patented the method and is confident enough



to look for investors. Given Lockheed's track record, there should be no shortage.

According to the UN there are  $\pm 800$  million people in the world who do not have access to potable water, so this breakthrough may be the answer. Since the system also works with seawater it may

soon be possible for coastal communities to have copious amounts of the fresh stuff.

For South African farmers who find brak water when they sink wells, it will be a God-send, available probably within five years.

Graphene has been all promise and little practicality for some

years now, since its discoverers got a Nobel Prize for discovering it back in the 1950s, but today all the signs suggest that the world is on the brink of a technological leap equivalent to the impact of cheap steel the 19<sup>th</sup> century, or to the quantum leap of the microchip that led to desktop computers and cell phones in the 20<sup>th</sup>.

The possibilities of Graphene are the stuff of science fiction.

Graphene could bring about change as dramatic as steel did: space elevators, sky-scrapers miles high, vastly more powerful computers, super long-life batteries – to mention a few.

More than 200 graphene researchers\* are investigating practical applications of

graphene's properties. What they have discovered so far is still in the realm of high physics, but the pace of understanding is speeding up. Practical uses are sure to follow.

It is not inconceivable that the present mad rush for free usable energy from the sun, and the proliferation of photovoltaic panels and wind generators, might turn out to be premature, with the technology they are based on, redundant with the next decade.

If true, the irony will be that graphene, a form of carbon, makes calls for a carbon-free economy – silly.

*\*Experimental Review of Graphene published by McGill University, Montreal, QC, Canada H3A 2T8*

## ContinuitySA expands in Western Cape

CONTINUITYSA, Africa's leading provider of business resilience solutions, has successfully transferred its existing Bellville work area recovery capability and data centre into much larger premises in the upmarket

Willowbridge Place development, adjacent to the Willowbridge Mall in Tyger Valley. The new facility offers 5,225m<sup>2</sup> of state-of-the-art business continuity and disaster recovery infrastructure for an expanding client base.

"The new Willowbridge facility replaces the outdated Bellville premises, and offers top-notch accommodation in an AAA-rated building that is conveniently located close to the N1 highway," says Michael Davies, CEO

of ContinuitySA. "It complements the existing work area recovery facility in Somerset West, providing our growing Cape client base with an even better business-resilience solution."

ContinuitySA's new-

est business continuity facility offers extensive work-area recovery capabilities with either laptops or desktops and voice-over-Internet protocol telephones and a data centre. The site boasts excellent communications supplied by Internet Solutions, ContinuitySA's parent company, 24-hour physical surveillance, a gas fire-suppression system in the data centre, and fully resilient power supply with backup diesel generators and a centralised uninterruptible power supply for all services. Ample parking is provided, along with a modern canteen and shower facilities.

Davies says that one innovative service offering is Production Management Services, which allows clients to use the Willowbridge Centre for some of their day-to-day business activities. "This effectively means that the work-area recovery and disaster recovery capabilities are being constantly tested—thus ensuring business resilience," he explains. "One of the drivers behind this expansion is the undoubted greater attention South African businesses are giving to business resilience, and a consequent focus on business continuity management."

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- Commercial fishing
- Food, beverage, wine and dairy: manufacturing / packaging/ distribution
- Industrial gas: production / packaging / transportation
- Logistics and supply chain management: transportation / movement / storage / tracking
- Machine manufacturing: original equipment manufacturing
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- Motoring
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- Operation Phakisa: Maritime

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# A return to the land of More

**T**HIS month we are leaving the company of splendid regulars in the local pub and grill for a historic tour of our unbelievable – and sometimes it really is – country.

I was launched on this nostalgic trip of ineptocracy-in-action by our current Minister of Defence, Nosiviwe Mapisa-Nqakula. When asked in Parliament why we were sending our pilots to Russia and Cuba (sic) for training, she explained:

“We have a problem. Sometimes these young people train and they run short of flying hours before they can get their wings. We can’t give them those flying hours because there are no aircraft ...

“I tell you that some of the aircraft were taken by some of the people who left the Air Force and they belong to them in their museum. “Actually it started ages ago and some of the people stole some of the assets of the people and left with them. So when you talk about shortages it has to do with the fact that some of the assets were stolen.”

This is all fantasy, as you and I know, Dear Reader, but those were her words, look it up in Hansard. So, in honour of Minister Nosiviwe Mapisa-Nqakula, here are the chronicles of the Republic of More for the first month of the year 2005. Please note, I am not making this up.

- On the 13<sup>th</sup> day of the month a brave (as later described by the responsible minister) posse of military policemen, backed up by a crack squad of police officers, stormed the South African Museum of Military History near the centre of Johannesburg, the Republic of More’s biggest city. The scene of the crime was an internationally renowned military museum, which has been maintaining and exhibiting items of military interest for many decades.

Members of the public have full access to the museum. Three arrests were successfully executed by the land of More’s brave warriors: two of the perpetrators being curators and the third a director of the museum. These seemingly harmless suspects were arrested for being in the unlawful possession of “suspicious, stolen military vehicles”.

The warriors confiscated four military vehicles they found on display at the military museum. These were to be destroyed, they announced at the scene. When asked to produce documentation for the exhibits, Ms Susanne Blendulf, one of the curators, asked for time to find it as there were more than 40’000 items in the museum. Shortly afterwards she was handcuffed and led away. Mr Richard Henry, the other curator, was similarly handcuffed and arrested. Major John Keene, a director with the museum for some 37 years, was in bed at home recovering from a retina replacement the previous day. When he heard of the raid on the museum, he went there to assist his colleagues. He was also handcuffed, arrested and locked in a police cell.

Major Dan Mashaba of the military police said he did not need warrants of arrest. Lt-Col. Louis Kirstein, spokesman for the Department of Defence, denied that anybody was arrested.

Dr Pallo Jordan, then Minister of Arts and Culture, and the director-general of his department, Prof Itumelang Mosala, were at the scene during the raid. Mosala commented that they did not know what was going on and could not comment.

The three museum executives were locked up for the night.

Major Keene’s daughter Justine, 20, took his medication and eye drops to the police cells but was refused permission to administer these to him. When she explained that he could lose his eyesight, the military policeman in charge responded that it was not his problem.

- After midnight, at about 1 a.m. on the 14<sup>th</sup> day of the month, permission was obtained for a doctor to examine Major Keene in his police cell. After the examination, the doctor arranged for an emergency operation to be performed on his patient.

Later in the morning Major Keene’s two colleagues were released from custody after the public prosecutor in the Johannesburg Magistrate’s Court refused to prosecute them. Lt-Col. Kirstein, on behalf of the Department of Defence, still insisted that nobody had been arrested.

By that time Major Keene was recovering in a Pretoria eye hospital from his emergency operation. He was kept under police guard.

The executive officer of the body responsible for the museum’s management, Mr Makgolo Makgolo, was puzzled by the events. “Everything in the museum belongs to the state. How can the state be guilty of the possession of stolen state property?” he asked.

- On the 15<sup>th</sup> day of the month, a Johannesburg newspaper editorialised that someone somewhere was suffering from persecution mania and that the whole business might have been the consequence of scandalous incompetence. It hoped Minister Jordan would provide an explanation sooner rather than later.

The minister presumably still did not know what was going on as an explanation was not forthcoming.

Lt-Col Kirstein said the Defence Force was continuing with its investigation and was considering the confiscation of more museum pieces.

Ms Sandi McKenzie, the museum’s acting director, noted that the weapons systems on the confiscated vehicles were inoperative and that school children had regularly been taken for rides on some of them. “It’s not as if we were hiding them,” she added.

- On the 16<sup>th</sup> day of the month Major Keene learned that he would have to undergo a follow-up operation some six weeks later.

Mr Helmoed Römer-Heitman of Jane’s Defence Weekly described the invasion of a military museum as “medieval”. It makes the Defence Force look like a gang of fools, he opined, adding that in any other country the minister of defence would resign after such an embarrassment.

Then Minister of Defence of the Republic of More, Mr Mosiuoa (“Terror”) Lekota, gave no indication of any intention to resign.

- On the 17<sup>th</sup> day of the month Maj. Gen. Mohato Mofokeng, head of corporate

communication in the Defence Force, declared that the military police who had carried out the confiscations and arrests had acted in line with “the new crime prevention strategy of the Department of Defence”.

The military police had followed standing, prescribed procedures after receiving reports of alleged crimes, he asserted, adding that the investigation was continuing.

On the same day, a military museum in Bloemfontein, a provincial capital in the Republic of More, was refused permission to obtain rusty military vehicles dating from World War II.

- On the 18<sup>th</sup> day of the month, the responsible minister, the Hon Mosiuoa Lekota MP, responded. He expressed his appreciation for the brave actions of the military police, who had tracked down “weapons of war” and “neutralised” them. He was grateful for the quick and efficient actions of the military police.

Lekota added that he did not wish to say anything more as he did not have all the facts.

- Welcome to the land of More, home to the Morons.

- We have Beeld columnist Lood to thank for chronicling another ineptocratic episode. It transpired in the gilded halls of gambling casino Caesar’s Palace on the East Rand. The occasion was a meeting of the inter-ministerial committee tasked with aiding the countries of South-East Asia after a recent tsunami disaster.

Captains of industry leading South Africa’s major companies were representing the private sector. All were waiting for the meeting to end and a scheduled information session to begin. As is usual when the government of the land of More is involved, events were running behind schedule. First to appear from the meeting, some 40 minutes late, was the land of More’s

## OPINION

### ON THE CONTRARY



Pieter Schoombie

then Minister of Health, Dr Manto Tshabalala-Msimang. Obviously aware that time was of the essence, she made an urgent beeline, arms flailing, for the buffet table.

She was not concerned, possibly not even aware, that she was the only person in the conference room with a plate full of food. As the other participants shifted uneasily from one leg to the other, waiting for proceedings to begin, she devoured her ample meal. Even her colleague Sydney Mufamadi looked somewhat perturbed.

After long minutes of observing the minister’s healthy appetite, the captains of industry concluded that the decent thing to do, in order not to appear rude, was to follow her example. So they made their way to the buffet table and started to dish up.

But before they could start eating, Manto had emptied her plate. Storming towards them in her ever-growing obesity, she declared: “You people are always only here for the food!”

Finally it was time for the information session to begin.

E-mail: noag@maxitec.co.za

## Lockheed promises to clean brak water

**I**magine a filter one atom thick, 1,000 times stronger than steel, looking like chicken wire when seen through under a powerful electron microscope, and you get some idea of what lies behind Lockheed’s new product it calls Perforene.

The Lockheed Martin Corporation, to give it its full name, is best known for the innovative technology its Advanced Development Programme, colloquially-known as the Skunkworks, has produced over the years.

Lockheed in its 2015 annual report describes itself as, “... a global security and aerospace company principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services.”

### THE OTHER SIDE OF THE COIN



Keith Bryers

It is a modest description for a company that designed and built the F-35 Lightning fighter jet, the first stealth fighter, the C130 cargo plane, the F16 jet fighter, the massive Galaxy transporter and the F22 Raptor – to name few.

Now it has branched out with Perforene which, when it comes into production with in water filters, will make water shortages a thing of the past, especially in drought-prone continents like Africa and Australia.

Water filters using reverse osmosis have been around for some time. They are expensive and energy intensive. The prototype

Continued on P43

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