

CAPE Business News



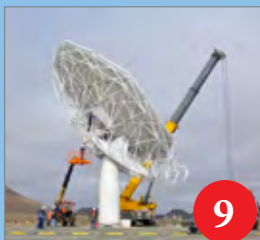
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JANUARY 2015

Building the SKA support infrastructure

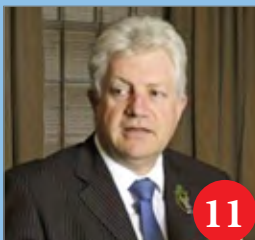
NMC give details on the Square Kilometre Array (SKA) being built in the Northern Cape.



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Cape industry reinforced for 2015

The past year has been a most trying period for industrial concerns throughout SA – their very viability threatened by a combination of higher energy and labour costs as well as a weak rand and brittle economic conditions locally and abroad.

It is heartening, however, to note a certain vibrancy to the Western Cape industrial cluster of late ... which hopefully bodes well for a productive and profitable 2015. Some companies – as will be detailed below – are even actively seeking acquisition opportunities.

Two local empowerment stalwarts – Grand Parade Investments (GPI) and Brimstone – committed to job creation by backing respective manufacturing ventures.

In August last year GPI announced that it had entered into a manufacturing joint venture with leading electronics contract manufacturer Tellumat. The deal will see GPI acquire 51% for R25.5m of the joint venture company Grand Tellumat with Tellumat owning the balance of 49%. The business will manufacture mainly gaming slot machines, a venture that could significantly bolster Tellumat's contract manufacturing capacity.

Tellumat itself has fallen under new ownership after Cape Town-based Afrasia Bank re-configured technology company ConvergeNet as an investment company. ConvergeNet – which boasts retail tycoon Christo Wiese as a major shareholder – will hopefully drive new business towards Tellumat's highly regarded manufacturing plant in Retreat in the year ahead. Acquisitions to complement Tellumat's existing manufacturing capabilities can't be ruled out either.



Brimstone has not made a new investment in industrial assets, but its commitment to sustaining operations at its clothing manufacturing subsidiary House of Monatic (HoM) is most commendable. HoM turned a small profit in the last financial year, but its viability could be boosted in 2015 via initiatives to shift more production to its own factory shops and specialist menswear outlets. HoM is over 100 years old, and one of the few surviving clothing manufacturing concerns in Cape Town.

In the same vein (or should we say 'vine'?) empowerment giant Hosken Consolidated

Investments (HCI) is making a spirited attempt to secure a sustainable turnaround at wine and liquor producer KWV. Recent interim results saw KWV turn a small profit – thanks mainly to the weaker rand's effect on export wine sales.

Unfortunately the push into RTDs (ready-to-drinks) does not seem to be finding traction in a competitive liquor market. This is a pity considering KWV's production capacity in Paarl and surrounds, and CBN wonders if 2015 won't see KWV resorting to acquisitions to improve its brand diversity.

HCI also had a hand in the unbundling of new look industrial conglomerate, Deneb Investments, from Seardel Investment Corporation (which will now house exclusively media assets.) Deneb looks an interesting proposition for the year ahead, its operations comprising property letting, branded product distribution as well as the manufacturing of chemical, agriculture, mining, textile, and automotive products.

Deneb directors – led by the unflappable Stuart Queen – are determined to focus on growing and developing its existing investments while “opportunistically looking for new investment opportunities.” Some of Deneb's best known brands include office equipment business Sharp, Prima Toys and swimwear Speedo.

But there is a clinical outlook on the current portfolio of operations – which might mean a fairly active 2015. The company's pre-listing documents suggests “businesses with good growth potential will receive the necessary support and guidance to help them unlock that potential. Businesses that do not have realistic prospects of delivering suitable returns in the medium- to long-term will either be transitioned away from low margin areas into areas with better prospects or the group will divest of these businesses.”

What is interesting is Deneb's admission that because the company is currently focused and dependent on the South African economy, there will be a move by the manufacturing businesses into servicing the agriculture, mining and construction sectors as part of a longer-term plan to take

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Bid to halt CTICC development

In the tender issue that won't go away, architecture companies are lodging papers in the Western Cape High Court to try and stop further development of the R800m Cape Town International Convention Centre (CTICC) extension, regardless of the fact that the project is already underway.

Stefan Antoni Olmesdahl Truen Architects director, Greg Truen confirmed to IOL that notice has been served on the CTICC and the architects who won the tender for the CTICC 2 project, amid allegations of irregularities in their appointment.

IOL reports that an interdict is being sought to prevent the architects working on the

project from doing work on the next stages of the project.

Gary Fisher, Convenco Chief Executive confirmed that they had been served with notice to appear in court in February.

Questions have been raised about the city's forensic report, presented as a final report to the CTICC in August 2013 after recommendations to raise the finance needed for the expansion were approved.

This issue is a thorny one, with Convenco's company secretary stating in the 2013 annual report:

“The board takes note of the contents of the report of the Forensic Services Department of

the City of Cape Town on the CTICC's tender for architectural services for its planned expansion. While the board is pleased that the report confirms that there has been no fraud or corruption, an independent legal review is being conducted to enable the board to comprehensively respond ... The board will consider the outcome of the review once it is finalised ...” Dated August 30, 2013.

It appears that after the fact in October 2014, the 2013 final report was then changed into a “draft” version so that there could be further input, just days after the release of the CTICC's 2014 annual report.

About a year later the forensic report was

revised and this amended version, dated October 21, 2014, was also reportedly presented to the CTICC before the release of the 2014 annual report.

Fisher said then, “At the time of the auditor-general's report, dated October 16 2014, the Forensic Services Department report had indeed not been finalised.”

But written confirmation from Fisher, dated September 14, 2014, stated: “We respectfully eschew the process proposed by the city, as in our view the city's approach is fundamentally flawed. Furthermore, the

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Cape industry reinforced for 2015

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advantage of the growth in these primary industries within neighbouring territories. On the building products and infrastructural side, local steel and aluminium claddings specialist Mazor certainly has its work cut out for it in 2015. In the six months to end August Mazor's profit margins buckled under the collective pressure of disruptive labour unrest and shortages in materials. Mazor's revenue slumped 21% to R200m as construction activity dwindled.

External revenue in the aluminium division decreased 24% to R103m and the steel division saw revenue fold 28% to R37m. Gross profit more than halved to R32m, and headline earnings slunk R9m into the red. This leaves Mazor with a hill to climb in the second half (which includes the holiday shut-down for the construction sector.) On the other hand, it's a slightly happier picture at Cape Town-based wood products supplier Kay-Dav. The Ottery-based company showed perky revenue growth of 14% to R342m in the year to end June. Profits were stout, but dragged down somewhat by a poor performance in the wood manufacturing segment (which made an operating loss of R3.4m.) Next year should hopefully show some improvements with Kay-Dav directors deciding to restructure the manufacturing operation, re-locating it from Epping to Ottery. This effectively brings

the lagging division under the management of the company's Ottery headquarters outlet to ensure a swift return to profitability (even though the relocation will cost R1.6m.) Looking to the year ahead, Kay-Dav CEO Gary Davidson said management remained focused on increasing its market share in the wood distribution sector at acceptable gross profit margins while exercising effective cost and working capital control. He noted that a component of Kay-Dav's strategy was to enter other industries of scale via acquisition of smaller businesses. "This provides a low-risk entry into an opportunity for high growth." Davidson said that as a first step towards executing this strategy, KayDav, had acquired a small packaging distribution business, Packit Packaging Solutions, in August for R12.3m. Packit is based in Maitland and is mainly involved in the dis-

tribution of packaging materials and to a lesser extent in the sale of packaging machinery. Davidson says, "We believe this acquisition provides an appropriate entry into the packaging distribution industry." Whilst on the subject of packaging, there will be considerable attention focussed on Ottery-based plastics packaging specialist Bowler Metcalf (Bowler.) Bowler has recently re-focussed on its core plastics packaging operations by spinning out its soft-drink beverages business, Quality Beverages, into a larger entity called SoftBev. Bowler has secured a 40% stake in SoftBev, which will market brands like Jive and Coo-ee nationwide. For the year ahead CBN would not be against Bowler rebuilding its margins in the packaging business, and – even though it loses some soft-drink business in the short-term – getting a steadier flow of profits

from the sales of R1bn a year that SoftBev will generate. Another soft-drink topic worth pouring over in 2015 will be the fate of Pepsi, which is currently bottled by Pioneer Foods controlled Ceres Beverages. Pioneer has indicated that it will make a controlled exit from the Pepsi bottling arrangement. Now could SoftBev step into this breach... or might KWV be keen to add a high profile soft drink brand to its alcoholic brands? While it's clear that the year ahead could be a hive of industrial activity, CBN is willing to bet that the upstart of the local industrial sector, Torre Industrial, continues to move and shake. Corporate activity aside, CBN is very keen to see what Torre can eke from recently acquired Retreat-based automotive component specialists Control Instruments in 2015. Control might well be the extra driver of Torre's profit growth.

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New 'Pam Golding on Main' building to use ground water

WITH the concrete frame of the building now cast right up to third floor and roof level, the new 'Pam Golding on Main' P-Grade office and retail building in a busy commercial node in Kenilworth, Cape Town is growing impressively out of the ground at a considerable rate.

Situated on the corner of Main and Summerley Roads, and developed at a total project cost in excess of R100m, the 4,100m² development is set to become a landmark focal point in the area, incorporating a lively streetscape with al fresco dining after working hours.

"Passersby can now gain a good sense of the scale of the building, the design of which will enhance the appeal and ambience of this area of Main Road," says architect Daniel Nugent of Vivid Architects. "What strikes one on site is the expansive view from the upper levels. Due to the generally low-scale nature of the built fabric along this portion of Main Road, tenants on these floors will enjoy virtually uninterrupted views to the north, east and west. While the west-facing views towards the close mountain ranges of Table Mountain and the Constantiaberg are particularly scenic, the views to the north and east offer glimpses of the two oceans – something we had

not even imagined."

With the final section of the concrete roof slab just cast, more or less completing construction of the concrete structure of the building, brick work is currently being carried out in all areas. Garry Sheard, senior partner of consulting structural engineers, De Villiers Sheard, says the main reticulation pipes for the building services such as water, waste water and storm water are being installed, while the basement levels are being cleaned out and brick linings constructed. The area about the site is also being backfilled to bring it back to the level of the surrounding streets.

"The look of the building should change rapidly as work is on track for completion towards the end of May 2015," says Sheard. He says one of the challenges encountered by the contractor on site has been the proximity of overhead electrical cables along Summerley Road, which turned out to be too close to the building for comfort, so construction on that façade had to be postponed while the City Council moved the cable. In addition, as Summerley and Main Roads are both busy, congestion around the intersection complicated deliveries to the site.

"A further issue was the presence of ground water, coupled with the significant amount of rainfall experienced

while the large excavation was open to the sky. While earlier geotechnical investigations conducted in early 2001 - which were for a shallower basement, showed no evidence of ground water, the addition of a third level of basement parking did intercept water. This has been interpreted as a 'perched' water table, supplemented by underground run-off from winter rains. It is expected to diminish over the drier, hot summer months and even dry up completely.

"The developer has decided to use this water positively and it will now be pumped to storage tanks which will be located at ground level, close to Main Road. The volume that will be stored will be balanced against the available supply and the demands of irrigation, with capacity of up to four 5,500 litre tanks available. This water has been tested and proved suitable for irrigation and will be used for the site. The water is collected in a sump in the basement and a float switch used to keep the level to just below the level of the lowest floor," says Sheard.

Peter Golding, who is project managing the upmarket redevelopment on behalf of the Pam Golding Property group, says there is some office space available in Pam Golding on Main, at a

rental rate of R155/m² with a rate of R80 for balconies, and with secure basement parking at a monthly rental of R1,000 per bay. Parking access and exit is via Summerley Road, with 45 minutes' free parking for customers of Pick n Pay, which will occupy 500m² on the ground floor for their new small-store offering, which will include a coffee shop and bakery. Pam Golding Properties will occupy over 1,000m² - comprising the entire first floor and some retail space on the ground floor, while a restaurant is planned for the ground floor corner site, spilling out onto the pavement.



One of the scenic views from the roof level of Pam Golding on Main, a new P-Grade building which is under construction in Kenilworth, Cape Town.

Pam Golding on Main

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Bid to halt CTICC development

Continued from P1

city's approach was adopted without any reference to us whatsoever. The Forensic Services Department report is not a 'draft' report. It was presented to the board as a final report on August 29 2013 to deal with as we saw fit."

The Foreshore Professional Team was appointed by then chief executive Rashid Toefy on the basis that it was a natural continuation of previous work done for them. But the forensic report found that was not the case, and there was no written agreement with the Foreshore Professional Team regarding the na-

ture and extent of the work to be done. This was in contravention of the Municipal Finance Management Act, the report noted.

Convenco paid the Foreshore team R4.4m for Stage 2 work. The report fingered the CTICC for failing to comply with the laws and regulations in its internal controls.

In his chairman's report for this year, Fisher said, "As a state-owned entity, the CTICC takes any such claims seriously. The Convenco Board therefore co-operated fully with the City of Cape Town's team that was requested by the Public Protector to investigate the claims.

"In August 2012, the board received a comprehensive report, which significantly found no evidence of any corruption or collusion by any parties in the tender process. To further validate these findings, the board then undertook its own exhaustive internal investigation process. While there were certain minor flaws in the tender process, it was found that these did not constitute grounds to overturn the tender award, and CTICC officers were cleared of wrongdoing."

The findings of the 2013 and 2014 forensic reports were unchanged. (Article source: IOL)

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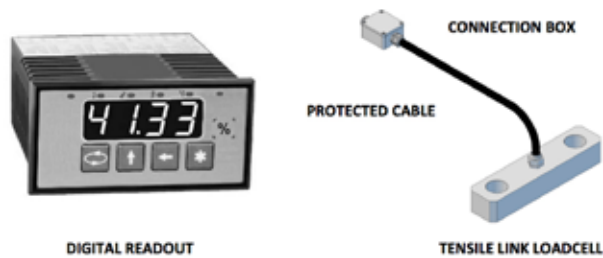


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Readout panel for load cells



DYMOT Engineering is pleased to introduce readout panel that works in conjunction with tension load cells to provide a digital readout and can be integrated into any standard panel. This solution uses load cells with standalone tension display units. The unit is specifically developed as an improvement on Mechanical Tension Meters as it is calibrated to the load cell and gives a digital readout. A spring return selector makes this solution extremely energy efficient as it only displays the reading when turned and it switches off when released.

Housed in an I.P. 65 enclosure, it also has programmable readout with retransmission capabilities. The readout panel is available with various power supply options (supply voltage or battery-powered) including 110 VAC, 220 VAC, 12 VDC and 24 VDC. The 12VDC unit is self-powered by battery. Dymot is involved with many mining projects and have products in more than 40 countries.



A developmental journey with USB-ED

USB Executive Development (USB-ED,) the public executive development and training company of the University of Stellenbosch Business School (USB,) ended 2014 on a high note with top honours in a number of esteemed surveys of executive education in South Africa and are looking to 2015 for the same success.

USB-ED was one of the top South African business schools to be listed in the prestigious 2014 Financial Times global ranking for executive education open and customised programmes. This followed on USB-ED again being awarded the PMR.africa Diamond Arrow Award in a national survey of academic institutions offering executive education in South Africa.

This was followed by a PMR.africa Diamond Arrow Award under the category of Foreign Business Schools offering Executive Education (short courses) in Botswana.

Commenting on the rewards USB-ED CEO, Frik Landman, said these are testament to the company's commitment to quality executive learning and development. "We consider ourselves a learning partner that is not only conscious of the bigger development picture. We want to encourage people to start or continue a personal development journey. This is not only in South Africa, but on the whole continent of Africa.

Willemien Law, Director: Open Programmes at USB-ED said, "For us at USB-ED it is about a journey in learning new skills and to keep up with the times and the environment in an ever changing world. It is almost like climbing a ladder."

"To climb this ladder and for someone that feels strongly about a career, the following questions should be asked: At what level are you at this moment of your life? Are you ready to move to the next level on the ladder? What is your career development plan for the future?"

"People often do not take the time to consider these questions and therefore find themselves not knowing what to do next."

"My advice in finding answers to these questions and a suitable development opportunity is to identify where you currently are in your learning journey and then to consider where you would like to be. You should specifically identify which areas need further development and which development opportunity would be best suited to your need."

"The choices you make now will impact your future. Our mission is to create the learning space to enable, through uniquely designed interventions and applied research, a network of globally responsible leaders to forge a sustainable future," Law says.

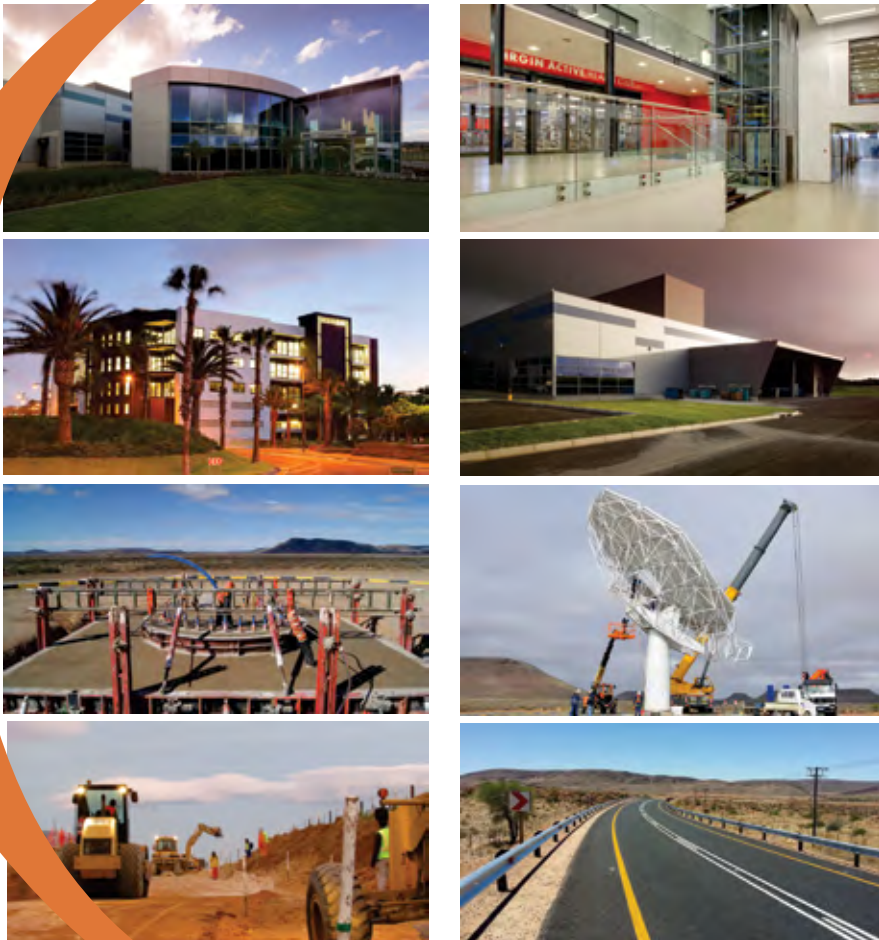
USB-ED offers open-enrolment programmes for the individual; in-house and customised programmes for organisations as well as strategic consulting. They collaborate with international business schools and leading partners to offer participants world-class business learning opportunities - including a number of discipline specific training programmes, ranging from coaching, financial and business management, human resources, leadership, marketing management, entrepreneurship and project management.

These discipline specific programmes are supplemented by specialist programmes, which include commercial negotiation, management programme for NPO's and MBA Foundation programme.

To support both academic and practical learning, four core areas of research were inaugurated: Centres for Business in Society, Applied Entrepreneurship, Business Management of Projects and Positive People @ Work.

USB-ED has offices in Cape Town and Gauteng and has recently opened an office in Durban, KZN. The programmes are presented throughout the year.

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MOTOVARIO now fully represented in SA



The South African machine builders and plant managers will be pleased that, although Motovario has been available in SA over the past years, they are now fully represented in SA with their own footprint in MOTOVARIO SOUTH AFRICA (Pty) Ltd, as the company enters its 2nd year in SA after much pre-planning.

Motovario, who manufactures in excess of 2 million units per annum, now turns 50 – with deep heritage as a major supplier and leader in both, the Italian worm gearbox market, and more interestingly – a major competitor into the global mid-large power (15-90kw) geared motor industry.

Motovario is synonymous for cost effective worm gear reducers and actually initiated the square design – which is now being followed by most manufacturers, and no doubt that this is the result of NMRV® being the most widely copied unit worldwide.

“The global crunch of 2008 has seen most manufacturers looking to China, India and most recently Vietnam in an attempt to remain competitive with emerging far eastern manufacturers.”

In some cases entire assembly plants have been relocated to these regions and so also follows the sourcing of raw material, components and cheaper labour.” Says 28 year veteran Mike Panaino - Managing Director.

Motovario have turned quite the opposite and looked inward to redesign the latest NMRV® with improved performance & patented identification on castings and caps and is believed to be the “only” manufacturer completely made in Italy.

The NMRV® range is the only known manufacturer to boast specialized powder coating to casings – prior to machining for improved cooling and aesthetics, with stainless screws and highest quality internals.

Coupled with universal foot mount machined sides & innovative bolt-on-bolt off small (B14) or large (B5) motor interface flanges and side mounting flanges & torque arms on every size unit, makes this foot/flange/torque arm unit truly available “off the shelf” without disturbing the Italian quality control.

Motovario Helical/Worm gear reducers are now the industry leaders with 10 input ratios allowing 1000:1 in a single unit - offering German high efficiency at a fraction of the cost.

The larger Helical and Bevel Helical units have vast mounting options, mostly designed to exactly match the mountings of popular German dimensions, with same or higher torque values across the range.

This interchangeability at competitive pricing and proven global quality is what the market is succumbing to with great enthusiasm and support.

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The Motovario SA sales and technical team has a collective experience of +60 years, and clients are well versed in the service & after sales service they have become accustomed to.



Sales Technician Maurice Engel, Managing Director, Mike Panaino and Sales Manager Eugene Marais.



Clinton Foster - Jhb Regional Manager.

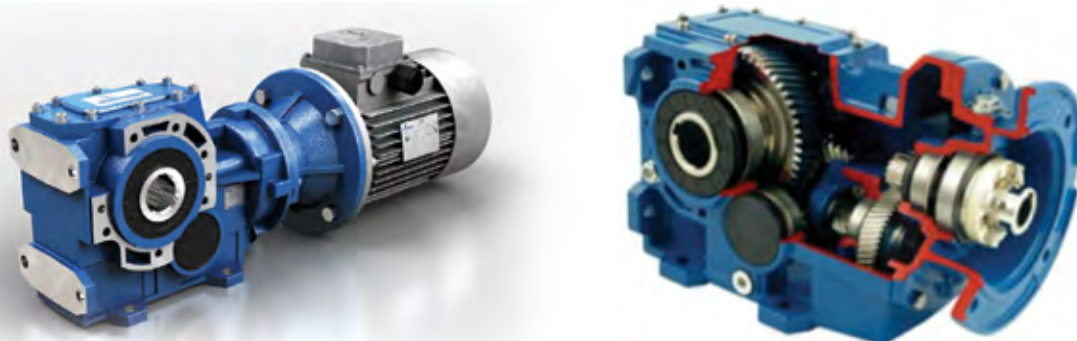
Mike adds that Motovario offers a streamlined quick service as they are not bound by multiple level logistic IT program systems which have extended delivery service & influenced the market negatively in the industry over the last few years.



Orders awaiting same day despatch - with no handling charges on returns or speed changes, Motovario offer this as a standard service coupled with a 2 year warranty on all products.

“We look forward to ongoing growth with our good team & full support and alliance with our factory and technical department in Formigine, Modena” says Export Manager Riccardo Ori.

Motovario fully automated assembly lines are of the latest design and feature well within the Modena Industry, which includes Ferrari, Maserati and Lamborghini as close neighbours.



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Motovario SPA, Formigine (Modena) Italy, Headquarters

Spraying Systems Co. launches new website



MONITOR Engineering, sole agents in Southern Africa for Spraying Systems Co. for over 50 years, announces the launch of their redesigned website, www.spray.co.za. The updated site features a wide range

of spray technology including spray nozzles, automated spray systems, spray injectors, manifolds and testing/modeling services. New and improved navigation menus and advanced search features make it easy for

visitors to find information of interest based on their market, application or product use. There are also links to six of the company's corporate websites, as well as options to subscribe to its newsletter. Other additions to

the site include an extensive video library of product demonstrations and simulations, an expanded literature section complete with a number of interactive catalogs and new results-based case studies documenting process improvements and cost savings that customers have achieved using the company's products. Visitors will also find timesaving tools that assist with flow rate, spray coverage and pressure drop calculations. "The global leader in spray technology, Spraying Systems Co. has the broadest product line in the industry, with several manufacturing facilities and sales offices in more than 90 countries. Spray nozzles, turnkey spray systems, air systems, custom fabrication and research and testing services comprise the 77-year-old company's offering," says the company spokesperson.

Partnerships in action

IF business is not assertive about what it needs from government to achieve inclusive growth, we are unlikely to achieve it. Business should secure a better understanding with government and also understand it better. This was the advice of Songezo Zibi, author of *Raising the Bar* and editor of Business Day, at the Western Cape Economic Development Partnership (EDP's) second annual general meeting on 14 October 2014 in Stellenbosch. Fellow speakers – who also called for improving the relationship between government and business – included the Western Cape Minister of Economic Opportunities, Allan Winde; Deputy Director-General at the Department of Science and Technology, Imraan Patel; and the EDP's Chairman, Barbara Hogan.

In opening the AGM, Hogan said, "I'm pleased to report that the EDP has grown and matured as an organisation in the year since our last AGM. We have added even more experience to an already well-qualified team, and you can judge our increasing relevance in the region from the fact that most of our programmes are now in response to direct requests from you, the economic stakeholders in the Western Cape. This clearly demonstrates that the EDP is having a positive impact in the region – which is particularly encouraging,

given the volatile economic times in which we live." In his CEO Report, Andrew Boraine said: "The majority of SA's economic trends are moving in the wrong direction. This is owing to a number of weaknesses that exist in our economy, including competing policy approaches; priorities that are not set on the basis of accurate data; non-collaborative institutional behaviour; limited governmental cooperation; the public sector's compliance culture and risk aversion; and a weak and fragmented civil society voice. "To arrest, and reverse these, we need carefully orchestrated efforts by all players – the public sector, the private sector, civil society, labour and academia – to collaborate for growth. Providing safe spaces for constructive dialogue and action-oriented collaboration as well as ensuring that the right people are in the room is at the heart of what we do," he explained before providing detail on some of the broad range of programmes with which the EDP is engaged.

Currently, the Western Cape has a relatively weak economic identity, as indicated in all prominent global indices that measure city or regional economic performance. To help remedy this, the Western Cape needs a strong economic, or business, profile. The EDP's role in developing this economic 'narrative' is to facilitate

building a shared economic brand and sharing its implementation with its partners. The objective of the EDP's IRIS programme is to strengthen regional innovation networks through structured collaborations designed to overcome intrinsic barriers and promote innovation in the Western Cape. IRIS stems from the recognition by the EDP and its partners that innovation is at the heart of moving SA from its present mix of resource- and efficiency-driven economic activity to the generation and application of knowledge. IRIS aims to strengthen collaboration and cooperation between universities, research institutions and industry, as well as government at a regional level. A characteristic of a well-performing regional economic development eco-system is well-organised and articulate business leadership. This programme aims to help strengthen the voice of business in engagements with local, provincial and national government; unite business interests around a common agenda; and demonstrate that business is able to work together, without necessarily being in full agreement on all fronts. Over the course of 2014, the EDP has also put partnerships in place to measure the effectiveness of the Western Cape economy and improve the accuracy of the data that informs its economic decisions.



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USB-ED ranked no. 50 in the 2013 *Financial Times* Global Executive Education Survey.

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CATERPILLAR says its new generation Cat D10T2 track-type tractor takes cost per ton production to new levels of proficiency.

For decades Cat D10 track-type tractors, in successive model configurations, have delivered on mine sites worldwide in roles that include truck dump maintenance, ripping, stockpile management, stripping overburden, dragline support, trapping, or road building.

Keeping pace with industry requirements, the latest generation Cat D10T2 launched globally in the first quarter of 2014 debuts as its safest and most fuel efficient model to date. Refined large structures in key areas, such as the track roller frame, increase the machine's durability, plus there are new features such as the Advanced Productivity Electronic Control System (APECS) and Enhanced AutoShift (EAS) that improve output.

"APECS is a key enabler to obtaining the full benefits of EAS, which improves fuel efficiency and productivity by automatically selecting the optimal gear and engine speed combination based on power train load and desired ground speed. This feature is similar in function to an automatic transmission," explains Barloworld Equipment's Product Application Group manager, Johann Venter. (Barloworld Equipment is the Cat dealer for southern Africa.)

The D10T2 is powered by a Tier II Cat C27 ACERT engine that performs at a full rated net power (ISO 9249) of 447kW at 1,800rpm in forward drive with a high torque rise of 21% (in forward gears,) enabling the machine to doze through tough material. (The previous D10T model has a net flywheel output of 433kW for all modes of travel.)

On the move, the A4E4 engine controller automatically switches power settings based on direction of travel. In reverse mode, this translates to a rated net output (ISO 9249) of 538kW, an approximately 20% power increase when compared to the previous model.

New safety features include an in-cab emergency stop device, a seat belt warning alert, and an 'operator not present' monitoring system, which locks out the power train and hydraulics under certain conditions to prevent unintentional movement when the operator is not in the seat.

During the dozing cycle, an auto downshift feature adds value by

enhancing safety and productivity when not in EAS mode and when significant load increases are detected. "However, this feature won't automatically up-shift when load is reduced," Venter expands. (The operator can override these automatic shift features at any time.) To further enhance

durability where operating loads are highest, the Cat D10T2's newly redesigned roller frames consist of three main castings to resist bending and twisting. The new roller frame improvements also include larger rear major bogie pivot pins, redesigned carrier roller mounting pads, and

improved major bogie mounting locations to consistently deliver in varied and demanding mining conditions.

The undercarriage system also features a redesigned track master link with single tooth and coarse thread bolts, which provide superior reliability and durability.



The latest generation Cat D10T2 has an approximate operating weight of 70,171kg.



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Mobility, BYOD and Big Data - Making the most of 2014

THROUGHOUT 2014 you must have heard these terms repeatedly mentioned, and for good reason. The mobility, BYOD and big data trends have reshaped the business landscape, and will continue to do so. With 2014 drawing swiftly to a close, here is what to expect in 2015, with tips on how to approach it:

Mobility

Mobility in the workplace has prolifically increased. Data is often stored across

several devices which each seem to perform different functions. Smartphones, iPods, tablets, laptops and desktop computers all contribute to creating a significant challenge for collecting fragmented data.

Cloud Storage

Cloud storage ensures that all devices have access to the same information, whether you are the sales manager or the sales executive, both have access to the same informa-

tion across all platforms, in real time. It also is much cheaper than hosting your own servers, and not so reliant on Eskom's power supply.

Integrated systems

Invest in a good sales management system. This will enable you to empower both sales managers and their sales forces. A complete management solution can not only decrease time wasted on admin, but add value in ways never

before even imagined. Use technology to your advantage.

Empower your sales force

A good sales management system should empower your business in every facet, from the person in the field to the manager in the office. Greater transparency, efficiency, communication and simplicity will empower employees by overcoming the limits of existing systems.

BYOD

Initially, bringing your

own device seemed to be a necessary evil, today, it is an indispensable advantage. Companies cannot function without the use of smartphones and tablets anymore, and it becomes too expensive and impractical to provide each employee with a new, company device.

Embrace BYOD

Encourage use of own devices by offering to contribute to the cost of the device. Employees already need to have their own smartphones / tablets for personal use, by contributing to

the cost you not only reduce the amount of devices, but you reduce fragmentation and promote efficiency.

Secure your data

Obviously your company data is of paramount importance, it is therefore a good idea to invest in a program that protects your data across several devices, while still allowing ease of use.

Big Data

We are currently in the information age. It has become easy to capture vast amounts

of data, however, we are not always perfectly equipped to make sense of it.

Choose your metrics

This may seem simple, but many companies make the mistake of pursuing data just for the sake of it instead of gathering specific, relevant information.

Translate to useful information

The value of raw data that can be translated into simple, measurable and useful information is incalculable. It could lead to dramatic increases in productivity and efficiencies, and offer incredible new insights into your business.

Having a system that can offer all of the above is not only possible, but surprisingly affordable for the value it can offer. Mobility, BYOD and big data has changed the business environment and will continue to do so. It has enabled unprecedented productivity and efficiency. So go ahead and make the most of 2015, and don't get left in the wake of progress.





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7,000 OSRAM LEDs illuminate the Sistine Chapel

THE Sistine Chapel in Rome is now illuminated by a novel lighting solution from OSRAM. After 500 years, this extraordinary piece of art history

can now be experienced in unprecedented quality, bathed in the light of more than 7,000 LEDs. The installation that has been put in place over

the last few months is designed to protect the artworks while enabling much stronger lighting. At the same time, it will use up to 90% less electricity than the previous installation. The European Union supported the project.

Dr. Klaus Patzak, OSRAM'S Chief Financial Officer and also responsible for the Luminaires and Solutions segment: "OSRAM has developed an LED lighting solution that sets standards in terms of technologi-

cal strength, quality and innovation. It's the first such solution in the world and paves the way for completely new possibilities for our clients. We will now rapidly turn this potential into reality."

Prof. Antonio Paolucci, Director of the Vatican Museums: "The Sistine Chapel contains the most extraordinary works ever conceived by the human mind and is Michelangelo's masterpiece. We want to honor the 450th anni-

Continued on P9



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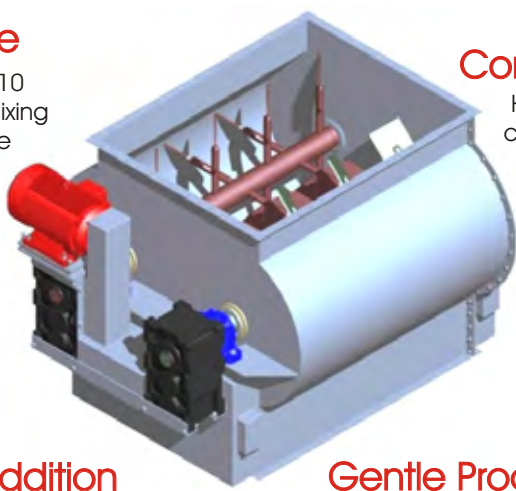
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Final product; Installation of the dish onto its foundation.

Building the SKA support infrastructure

THE Square Kilometre Array (SKA) is currently being built in the Northern Cape, about 80km from Carnarvon. (30°43'16.068"S 21°24'40.06"E to be precise.) The SKA Radio Telescope will be the largest telescope in the world and one of the biggest scientific projects ever ... competing with the likes of CERN in Switzerland for scientific importance.

Construction on the site is well underway and CBN met up with the NMC Civils team that was responsible for upgrading of 40km roads for the Northern Cape Province (allowing access to the SKA site) as well as the initial infrastructure which included the access roads, electrical and support infrastructure and the third project, the construction of 64 concrete antenna bases. The company has now also been awarded a further tender, which encompasses the project management of the design and construction of 80kms of road for the project.

NMC Civils won a Construction World Magazine award for the construction of the 62 concrete antenna bases.

"It is a story of three projects," says George De Sousa, Executive Director of NMC Civils. "It started a few years ago when we did the first gravel road to the then prospective SKA, back in 2008. In 2011 we won the tender for the first phase of SKA and then went on to be awarded the tender for the first phase of the Meerkat."

He goes on to explain that the relationship between NMC Civils and the SKA project management team is one based on reciprocal confidence, built on the back of finishing these projects within budget and on time.

"These projects have not been completed in a vacuum though," continues De Sousa, "Skills are an invaluable resource,



Aerial photo of the SKA core area.

and so we are taking an active role in the local community by buying local materials and using local contractors. We also provided hot water infrastructure to local medical centre and computers to the local school to assist with upskilling the staff and learners at the school."

NMC Civils, previously Brink & Heath Civils, has recently rebranded under the NMC Construction Group umbrella. NMC Civils services most sectors including transport, water and sanitation, renewable energy and infrastructure development while NMC Construction has projects across the board, in industrial, retail, commercials, health care and security (police station etc.)

The company has received ISO certification in the following three standards; ISO 9001, 14001 and 18001. This certification falls under the NMC group umbrella. The collective benefit for the NMC Construction Group to have both its building and civils divisions ISO certified is far reaching. It is an important step in the group's growth strategy. "This is important when tendering for projects, especially for international companies. It also shows our current clients that we are up to spec.

Our systems are up to scratch and our quality controls are exactly as they should be."

The NMC Construction Group has been actively repositioning itself in the market, consolidating its assets and skills to diversify and be able to tackle bigger and more complex projects, while remaining loyal to its existing clients and completing the smaller projects it has

always serviced.

The NMC Construction Group has expanded its footprint nationally, "The whole position of the group has changed – we are now a national business. We are well positioned and have branches in Gauteng, Durban, Eastern Cape, Northern Cape and Namibia," says Mike van Coler, Executive Business Development Director.

7,000 Osram LED's illuminate the Sistine Chapel

Continued from P8

versary of Michelangelo's death by providing new lighting for his work."

Neelie Kroes, Vice President of the European Commission and responsible for the Digital Agenda for Europe: "Art exists to inspire us and illuminate our minds."

"Now that we have illuminated the Sistine Chapel with LED, Michelangelo's art can fulfill this role even more than it has up until now throughout history."

Supported by the European Union

The lighting of the Sistine Chapel is a pilot project with the working title of LED4Art, supported by the European Funding Program for Information and Communication Technology within the Framework Program for Competitiveness and Innovation (PSP-CIP). The aim of the subsidy program was to demonstrate new possibi-

ties for LED technology with regard to energy efficiency and improved quality of light, and thus to achieve more rapid market penetration for the new technology. In addition to the project coordinator OSRAM, other partners involved are the Pannonian University in Hungary, the Institut de Recerca en Energia de Catalunya in Spain and the planning offices of Faber Technica in Italy.



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ESAB strengthens position in South Africa with BBBEE deal

ESAB has concluded an empowerment deal with Xeon Holdings (Pty) Ltd, of which Xeon Gas and Welding is a division, making Xeon the first BBBEE Level 1 contributor in the industry in terms of the new scorecard to be introduced in April 2015, according to the company.

Country Manager and Marketing Director for ESAB Region Africa, Kim Brightwell, said the agreement between ESAB and Xeon would see Xeon become the official importer and distributor of all ESAB welding and cutting products into South Africa.

“Consequently with ESAB products being supplied in South Africa

by a Level 1 BBBEE contributor, all our other distributors and customers will be able to claim empowerment supplier points on the new scorecard,” Mr Brightwell said.

While ESAB will cease operating in its current form in southern and east Africa, measures have been implemented to ensure that the company will continue to support its products with the necessary service and process support, where required.

The majority of personnel, including ESAB Africa Managing Director, Chris Eibl, have moved over to Xeon. Eibl will become the Xeon Holdings (Pty) Ltd Group



Xeon Holdings (Pty) Ltd Group CEO, Chris Eibl, and Country Manager and Marketing Director for ESAB Region Africa, Kim Brightwell, shake on the deal that the company says will make Xeon the first BBBEE Level 1 contributor in the welding and cutting industry.

CEO, and customers and distributors will be working with the same personnel from the former ESAB

Africa operation. Moving personnel will ensure that Xeon is able to offer the same high standards of

customer service and knowledge that our customers have come to expect from ESAB. The ESAB Demon-

stration Centre and Service Repair facility will also be relocated to Xeon’s Pomona premises. Customers will experience the same level of support from the technical team that is still employed by ESAB and the service team employed by Xeon.

Specialist technical, process and marketing support for Sub Saharan Africa will be supplied through a new ESAB Regional office based in Johannesburg. This office will be managed by Brightwell.

“In essence our customers will still receive the products and quality support to which they are accustomed with the advantage

of a BBBEE Level 1 contributor, and in essence it will be business as usual,” Brightwell said.

ESAB has a well-established, successful relationship with both Xeon Gas and Welding and Xeon Logistics, another division of Xeon Holdings. Xeon Gas and Welding have had a distribution agreement since 2013, and Xeon Logistics has warehoused and distributed ESAB products for the past four years.

Xeon has excellent supply logistics capability, with warehousing and freight forwarding facilities in Cape Town, Port Elizabeth, Johannesburg and Durban.

ATEX product and service range extended



Some of AESSEAL’s ATEX-certified mechanical seals.

FOLLOWING recent ATEX certification of the LabTecta bearing protection product

range, AESSEAL has additionally announced ATEX certification of all its standard me-

chanical seals. These products are certified to comply with ATEX directive 94/9/EC, and are backed by an ATEX assessment and support service, included at no additional charge to the customer.

ATEX is the certification that allows product installation in environments with potentially explosive atmospheres.

It is extensively specified in applications throughout South Africa and Europe. Compliance was achieved after considerable investment in developing the necessary technical expertise, experience

and know-how to assess ATEX applications and ensure compliance with this standard as well as ISO 29001.

AESSEAL is actively involved with various industry bodies to ensure that the mechanical seal industry properly advises its users in hazardous area applications.

The AESSEAL range of mechanical seals and seal support systems is suitable for a wide range of industries including oil and gas, mining, water and wastewater, power generation, pharmaceuticals, chemicals, and food and beverage.

A series of bold strategic decisions sets path for growth potential

FESTO South Africa had an exciting year in 2014, compelling the company to reflect on its business decisions of the past year. 2014 year saw Festo engaging in some bold strategic moves; despite a difficult economic climate, Festo actively participated in growing the company through expansions that have paid off.

Festo says it is a company with a long-term perspective that recognises the importance of developing, maintaining and expanding infrastructure and facilities. “In order to realise our growth potential and to continue

to grow our market position worldwide, we need to take proactive decisions that will enable sustainable growth moving forward,” explains Brett Wallace, General Manager, Festo.

During the first quarter of 2014 Festo South Africa made the strategic decision to significantly increase its stock holding capacity. “As a worldwide leader in automation and a world market leader in industrial training and development, our company always seeks to stay one step ahead,” reiterates Wallace. “Our 16,700 employees in 176

countries continue to pursue a common goal of maximum productivity and competitiveness.”

This first initiative required expansions in both resource and facilities investments in order to be able to cope with an immediate stock increase of more than 30%. “As a company, we keep our fingers on the pulse to ensure that we make correct and timeous business decisions that will benefit both our customers and our brand,” continues Wallace. “This decision was based on market understanding and a desire to enhance service delivery performance, supporting our customers through ever increasing complete demands.”

This was a bold strategic initiative, during a declining and conservative market period. Despite this, the move was well executed and the results inspired confidence in our move to expand.

Reflecting on the past and current success of this proactive initiative, an even bolder strategic move was made to once again expand facilities and resource support during the final quarter of 2014. “This is in preparation for yet another increase to our national stock capacity by an enormous 50%,” says Wallace. “As with our previous proactive approach, we made this decision in anticipation of market expectations and future growth potential.”

“It is imperative that we remain proactive in our business strategy and our decisions have clearly paid off. These decisions we made have seen a twofold increase from both a sea freight and volume perspective” concludes Wallace.



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Western Cape ministers on: Energy Efficiency

CAPE Business News met up with Alan Winde, Minister of Economic Opportunities and Mzwandile Masina, Deputy Minister of Trade and Industry, to give a quick insight for companies and households on how to preserve and be responsible with power usage.

"We must preserve electricity and use it only where necessary," Masina explains. "With the energy crisis at the moment, Eskom is doing its bit, but it would be useful if the industries will help contribute in saving power."

"We've been on this power-shortage wagon for a while now," Winde



Alan Winde, Minister of Economic Opportunities.

says. "Be efficient in your power usage, make sure you are responsible in your usage because it's not only about you, it's about all of us."

"As the cost of electricity goes up, you will see companies investing in ensuring they

are more economical within their power supply. Households are also changing - the average man and woman is sick and tired of load shedding and it will be with us for a while, so many are investing in getting off the city's power grid.

Eventually every square roof in a factory, shop or house will become a potential solar strategy," Winde adds.

"We as government play our role in this instance, which allows us to focus on companies and households putting excess power back into the city's grid. We are currently running pilots with such cases in Cape Town. The power that goes back into the grid is not being done for money, but for vouchers - therefore bypassing the red tape."

"Before long, you're going to see a very different landscape with regards to energy supply," Winde concluded.

Solar gradually settles in Cape Town

A multimillion-rand manufacturing facility was opened in Cape Town by SMA Solar Technology, a German manufacturer of solar inverters.

The facility includes a production line and quality test centre for SMA's Sunny Central inverters, warehousing, as well as the African branch of the SMA Solar Academy training centre. This is the third renewable energy manufacturing facility, supported by the Department of Trade and Industry (DTI), to open in the country in the past few months. The factory would contribute to the drive to expand the capabilities of the South African manufacturing industry and to increase the country's industrial base, the DTI said.

Green economy

The green economy has been identified as a key focus area of the Industrial Policy Ac-

tion Plan, and provides significant opportunities for job creation and economic growth. Minister Rob Davies said that Trade and Investment South Africa (TISA,) a division of

Minister Rob Davies said that Trade and Investment South Africa (TISA,) a division of his department, had facilitated investments to the value of R3bn in the manufacturing of equipment and components for the renewable energy industry since the 2013/2014 financial year.

his department, had facilitated investments to the value of R3bn in the manufacturing of equipment and components for the renew-

able energy industry since the 2013/2014 financial year.

"Investment in the green economy therefore contributed significantly to Tisa's 2013/14 investment pipeline of R60bn. The current pipeline for the 2014/15 financial year is at R27bn, with a significant contribution from the green economy (at R10bn)," Davies said.

Supply chain

SMA said it had made the decision to invest in South Africa's manufacturing capacity in response to the government's Renewable Energy Independent Power Producers Programme (REIPPP) through which 1,484MW of solar photovoltaic projects have been procured. Thorsten Ronge, the managing director of SMA South Africa, said the group chose to set up its manufacturing base in Cape Town as it was close to the

existing solar supply chain. The company has already supplied inverters to the recently completed 40MW Linde PV plant in Northern Cape province, as well as to the 75MW Kalkbult project, also in the Northern Cape.

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Fish or fowl? Not a concern for DAS



Schöder: Whole bird in injector.

FEW consider more than the succulent taste when tucking into chicken, steak or wors on a family braai - how does their favourite food make it from the field to the fire?

This is the business of DAS Food Systems, a small, but dynamic company that directs its nationwide operations from its headquarters in Cape Town's Montague Gardens with a service branch in Gauteng.

Founder of the business, Bart Das, who is a second generation South African from Dutch parents,

took his first tentative steps into the food processing business from an engineering background in 1992.

"We started out by representing York freezer division, which led to frequent contact with the poultry industry and approached Tieleman, then a major Dutch poultry processing machinery company mainly to become more directly involved in the poultry industry, when I heard that they were looking for an agent to represent them in South Africa," explained Das. Tieleman are today part of LINCO of Denmark.

"The Netherlands has many well established companies that specialise in food processing and it wasn't long after successfully developing the relationship with LINCO that I saw opportunities in the red meat and fishing industries and was able to secure similar agency agreements with these specialised companies. By securing exclusive representation agreements with some of Europe's biggest names in the food business, did DAS flourish and today we still represent these major brands.

Poultry

For the poultry industry DAS supply systems and equipment that handle between 500 - 13,500 birds per hour, covering all operations from live bird handling, kill-

ing and defeathering, eviscerating, chilling, weighing and grading - through to deboning, meat separation, recovery of by-products, even down to abattoir hygiene and effluent water treatment.

The Steen range of poultry processing machines embodies an industrial concept for skinning and deboning of poultry in the most efficient way.

Poultry skinning

The range includes handfed and fully automatic machines for processing wet and air chilled poultry products such as chicken, turkey and ducks.

Poultry deboners

Chicken and turkey deboners use a patented design to achieve high yield and maximum speed while deboning 'anatomically' cut drumsticks, thighs and wings.

Mid-Wing deboners

The firm's mid-wing tulip processor has been specially developed to create unique and trendy "tulip" wing snacks.

Spare-rib cutters

The Spare-rib cutter optimizes the revenue

of the thigh production by transforming the thighs into value added snacks.

Fillet splitters

Optimized yield of the fillet splitting is accomplished by removing the membrane to make single fillets out of butterfly.

Red Meat

Through its representation of MPS (Meat Processing Systems,) DAS supply to the red meat industry automated slaughter lines for pigs, cattle and sheep, cutting and deboning lines, as well as intra-logistics systems for the food industry. Its pig and cattle slaughter lines have capacities from 10 to 1,400 pigs per hour and cattle slaughter lines with capacities from 10 to 150 cattle per hour.

As a dedicated process technology company Haarslev Industries supplies complete systems and equipment for the processing of animal by-products, domestic waste, sewage sludge, bio fuels and by-products from food and beverage production.

Fish

As agents for Haarslev, a leading supplier of process equipment for fishmeal and fish oil pro-

duction, DAS provide special processes for low temperature meal, white fish meal, fish oil, process water concentration and odour control. The range of equipment covers the process from off-loading to grinding and bagging with many levels of automation. Compact plants for on board processing are also offered.

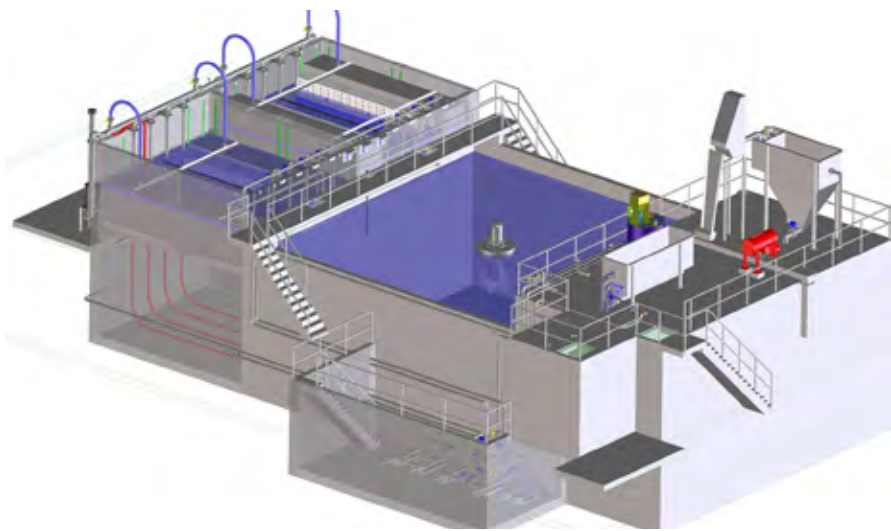
Fruit, veg and pet food

DAS are also active in the fruit and veg and pet food processing industries where its expertise lies mainly in separating equipment and freezing systems.

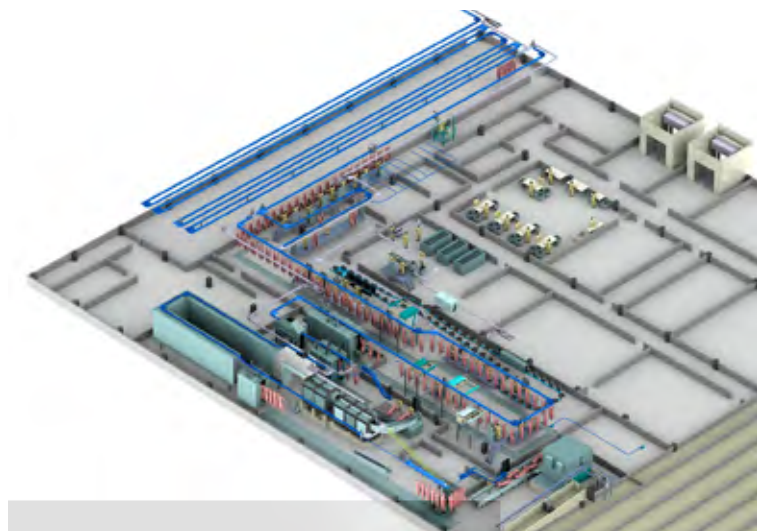
Van Hees Food Solutions

A joint venture company between DAS and Van Hees GmbH in Germany, which manufactures and supplies a variety of functional ingredients to all meat industries, Van Hees Food Solutions provide the Van Hees experience to the process meat industry supplying:

- Preservatives
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Redox diagram.



MPS plant layout.



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Fish or fowl? Not a concern for DAS

Continued from P12

Sophisticated Systems

"The handling of every type of food product is today very sophisticated involving technologies found in the most advanced process industries" says Das.

Some specific examples include the LINCO Weigh Transfer model 520, a highly accurate system for weighing and transferring birds at high speed. The system incorporates state-of-the-art technology that provides ultimate weighing accuracy. This patented principle makes it possible to weigh whole birds with an accuracy better than $\pm 0.25\%$ – in other words, with a tolerance better than $\pm 3g$ for 1,200g birds – at a speed of up to 12,000 birds per hour.

The birds are weighed and distributed in standard two-leg shackles. This means that the Weigh Transfer model 520 can be incorporated anywhere in the process, e.g. from slaughtering to evisceration, or from evisceration to chilling, through to cut-up and distribution. The system is capable of re-hanging the birds from any pitch to any pitch – and from any leg spread to any leg spread – with a transfer efficiency of up to 99%.

Also from LINCO is its Vacuum Transport technology – an interesting alternative to move product in poultry and meat plants

over long distances. Often excess production in one area will need to be transported to a place where additional capacity is available. When it is not convenient to use conveyors, vacuum transport technology can be an interesting alternative. Systems have been commissioned that transport food grade chicken portions over a distance of 100 meters.

Food process machinery systems company Schröder, manufacture injectors and massagers used in poultry marinating applications. This technology may be used to add brine mixes, flavours and colour to all poultry products. Its new generation IMAX Injectors, Brimax Mixing Systems and Max Massagers are equipped with intelligent technology, which provides live process monitoring and traceability. New process technology allows the addition of poultry trimmings to whole muscle cuts improving sensory quality and yield.

Abattoir hygiene and waste water treatment

In addition to process engineering equipment and systems for the food industry, DAS' portfolio of agency agreements extends to abattoir hygiene and waste water treatment through its agreement with Redox Water Technology, a

global supplier of water and wastewater treatment systems for more than thirty years. Redox has successfully completed the certification process for ISO 9001 and 14001.

Redox installations are designed for primary, secondary (biological) and tertiary wastewater treatment. From early pioneers in water treatment, Redox now specialises in the field of advanced water treatment equipment and techniques.

Poultry processing industry

Numerous different production processes are applied to process broilers, turkeys and ducks. Together with the bird's specifications (species, weight, sex and age) they are responsible for the waste water flow and contamination. Different systems can be applied for a number of production processes which can have a huge impact on the waste water.

Red meat abattoirs

The pollution load per animal depends on the species, animal's age, ambient temperature, transport and holding time (urine/manure production,) stunning method, blood collection time, skinning/dehairing, guts/stomach cleaning, cut-up, meat processing (tumbling/injection/sausage making etc.) further processing

(battering/ frying etc,) meat scrap disposal policy, floor cleaning procedure and water temperature. The plant's water usage eventually determines the final pollution concentration.

Fish processing industry

A widely diverse industry in which a multitude of processes is applied, the pollution load depends on the species, fresh or salt water, farm raised or wild caught fish, handling of the fish (off-loading,)



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Van Hees spices.

Fish or fowl? Not a concern for DAS

Continued from P13

seasonal supply and final products to be made: frozen fillets, canning, de-scaling, etc.

Products

Redox has developed a number of products to handle the wide variety of pollution conditions

- Rake screens
- Curved screens
- Rotary drum screens
- Dewatering presses
- Feather presses
- Pipe flocculators, type RPF
- Flotation units,
- Sedimentation systems

- Oil/water separators
- Biological waste water treatment systems
- Trennbag systems
- Sand separators
- Mini Batch systems

“Complementing the Redox range is our locally built range of Boot Washers designed for single boot and walk through applications. They all feature cleaning of the soles of the boots or shoes. Walk through models are available with hand sanitation and access control sensed by hand sanitation,”

explained Das.

“Although we have a relatively small team at DAS – 15 technicians and admin staff and eight in the Van Hees operation, each of our staff members is highly trained and knowledgeable of all the principles products and service offerings. As can be imagined, our technical staff receive training and upskilling on a continuous basis and that way we ensure that we can offer the quality service that our clients demand,” he concluded.



Haarslev Batch Cooker.

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Lifting tackle inspections – Why, how and by whom?

LIFTING tackle, also referred to as loose lifting gear, must be inspected at regular intervals to ensure safety in the work place, as well as for the user to be legally compliant. Additional legal requirements are proper sling and component traceable markings, correct certification, keeping of proper records as well as storage. It is also a legal requirement to only use lifting tackle that conforms to acceptable quality standards such as SANS, DIN, EN or other ISO aligned standards.

Why inspect?

The OHS Act lifting equipment requirements are specified in DMR 18. Inspection requirements are covered in DMR 18.10 (e.) which specifies visual inspections of lifting tackle in use at regular intervals not exceeding three-month periods. Although the lifting equipment regulations of the MH&S Act do not specify inspections parameters, it is up to mine management to include these requirements in their written operating procedures and implement accordingly. Some us-

ers inspect monthly or even weekly, but three months is the accepted norm, not only for lifting tackle but also for hoists, including chain blocks, lever hoists and electric or air hoists.

How to inspect?

Inspections must be conducted in accordance with maintenance schedules and procedures. The results of these inspections must be recorded properly in an inspection register or file, which needs to be kept on the users premises, and available for scrutiny by

auditors or other interested parties. These registers must contain proper checklists that specify what the inspector must look for on each separate item of lifting tackle that he inspects. It is not good enough to simply put a tick mark or cross on a checklist or, simply state "suitable for use, or not," on a generic checklist.

Apart from the inspection register, the user also needs to have an up to date inventory of all lifting tackle on site, as well as 'certificates of test' or 'certificates of conformance,' for each item in use.

Who does the Inspection?

Firstly, lifting tackle does not have to be inspected by a registered LMI, but can be inspected by a contracted service provider, normally a supplier, or an in house appointed Inspector. This person is referred to as the LTI, and should be appointed by management in writing. His appointment should be based on his experience, skills and knowledge of lifting tackle inspection requirements. It must be stressed that lifting tackle must never be load tested once it has been put into use. This

practice is illegal, as the user is not allowed to subject lifting tackle to a load in excess of the OEMs (Original Equipment Manufacturer's) stated WLL.

Therefore load testing a sling in use not permitted and serves no purpose if one considers the applicable factors of safety, which varies from 4:1 for alloy chain, to 7:1 for webbing slings. Lastly, if service provider's LTIs are used, their appointments, from the service provider, should also be scrutinized.

Phakamisa Safety Consultants conduct on site LTI courses for existing or

potential Inspectors.

Each candidate receives a comprehensive training Manual as well as an Inspection Register to enable him to inspect and record the results of the three monthly inspections. The one day, unique and comprehensive course is validated by ECSA, for CPD as well. Candidates write a test after each module, and on successful completion of the test, they are then appointed by their management to inspect their own lifting tackle, providing the person also has lifting tackle experience and other required skills.

ABB launches new hoist assessment service 'Hoist Performance Fingerprint'

STRUCTURED and customized concept of new Hoist Performance Fingerprint helps mining customers reduce maintenance costs and improve safety and asset performance.

ABB, a power and automation technology group, has launched a new service product called Hoist Performance Fingerprint to help its customers assess and optimize the condition of their mine hoists. It consists of a structured audit of complete hoist systems – covering all electrical and mechanical parts to ensure reliable and safe hoist operation.

Hoist Performance Fingerprint is a consulting and audit service developed and performed

by highly experienced ABB service experts. The entire hoist system is assessed, analysed and tested using high quality data collected from over 20 pre-defined points and a structured tailored analysis tool. This data forms the backbone for any further analysis done after leaving the site. All results, findings as well as corresponding recommendations for optimizations and improvements are then presented to the customer in a detailed report for follow-up.

"The Hoist Performance Fingerprint is a cost-effective service that provides diagnostics, key findings and recommendations in less than a week," said Remy Lanoue, Global Head of

Service Mining, "By assessing and analyzing all electrical and mechanical parts of the hoist system we offer our customers a comprehensive service solution from a single source. This holistic concept is unique in the underground mining market."

A mine hoist system is an intensive and important carrier in the mining process. It is not only essential to keep production running, it also transports mining staff below ground. Therefore, its reliable and safe operation is key for mine operators, particularly, as many countries have special legislative requirements in place defined by the respective mining authorities. The expert

concept of the new Hoist Performance Fingerprint ensures that all these requirements are met allowing customers to focus on their daily business.

ABB has a proven expertise in the underground mining business: ABB experts can engineer, deliver, install and

perform services for entire mechanical and electrical mine hoist systems of all types – friction hoists, single- and double-drum hoists. Since the first hoist system was delivered in 1937, more than 700 ABB units have been installed all over the world.



Hoist Performance Fingerprint
- expert hoist condition check.



FIGURE 1: ABB

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The need to pursue innovation



Serco at IAA Commercial Vehicles Show in Germany.

A Serco technical team was among an estimated 250,000 people who attended the 65th IAA Commercial Vehicles Show in Hannover, Germany, recently. The focus of the show, themed: "Driving

the Future," was on connectivity (through automation,) efficiency and flexibility.

Clinton Holcroft of Serco said, "This year's show emphasised the need to pursue innovation in the commercial

vehicle industry by preparing for the future. Also that a well-trained and efficient logistics industry is necessary for growth, prosperity and employment in the global economy."

"The continued drive

and advances being made to reduce CO₂ through technical innovation was evident, with aerodynamic fittings for trailers prominent. Local legislators would do well to consider how to accommodate these rear fairings for trailers which are proving very effective."

Unveiled on the innovation stage was the world's first fully automated truck that can drive safely on Germany's autobahns without the driver having to intervene!

The Serco team noticed the high importance placed on load securing to improve vehicle safety and reduce damage to cargo. Furthermore the use of cameras to assist drivers

during docking and reversing to reduce damage and improve safety was also noticeable.

The team noted the innovative solutions available for the growing home delivery market, where lightweight multi-temp vehicles were on display.

An increasing reliance on Telematics to reduce risks and improve the management of vehicles continues to grow exponentially with Telematics systems being used for monitoring temperature, service intervals and load security.

Staying abreast of global trends and innovations is an important part of how Serco is striving to give its customers the edge in a competitive African market.

Energy absorbers made of fibre composite plastics



Front nose of the new German ICx high speed train.

VOITH introduces a lateral energy absorber made of glass fibre reinforced plastics (GFRP) and aluminum. Compared with standard steel absorbers a weight reduction of 60% could be achieved. This new lightweight energy absorber is part of the mutable vehicle head concept Galea, but it can just as well be integrated into other front end systems. The crash energy systems focus on vehicle safety and efficiency, as well as ecological benefits through a reduction of CO₂ emissions. Their modular design allows short replacement times and an individual vehicle design.

Train front ends have to bear extreme loads when impacts occur. Therefore, they need to be provided with special structural and energy absorbing components. The new GFRP energy absorber by Voith comprises a fibre composite crash tube, along with a bearing and an anti-climber plate, both made of aluminum. They excel in corrosion resistance and longevity, complying with the fire protection requirements according to EN 45545-2:2013, class R7/HL3.

The main characteristics of this absorber are a constant energy absorption behavior, a low total weight and an outstanding energy to weight ratio. Its total weight of only 70 to 95kg means weight savings of 60% compared with standard steel absorbers. For a vehicle equipped with four absorbers, this amounts to 600kg less weight.

This lightweight solution does not only bear economic and ecological benefits, other strong features are its size and the required mounting space. In case of a crash, the crash tube defibrates and thus can be easily deflected below the vehicle underframe. This way, the mounting space behind the absorber can be reduced to 30cm. For force levels between 600 and 1,600kN at a maximum consumption length of 1,000mm, it can be exactly adapted to the customer's requirements.

The new energy absorber is part of the mutable Voith vehicle head Galea. It has been de-

signed for intercity railway transportation and consists mainly of glass fibre reinforced plastics (GFRP). This makes the Galea a lightweight solution compared with steel front ends, considerably reducing the vehicle's fuel consumption. Furthermore, the axle load and thus the wear of train and tracks are minimized, or – respectively – the load capacity of the train is increased. Its modular and flexible concept makes the Galea a standard platform for all types of exterior designs. Mounting and replacement times are minimized, and with them the train's downtimes. In terms of safety, the Galea integrates an energy absorption concept according to the EN 15227 standard, also taking into account further requirements such as the fire protection standard for rail vehicles (prEN 45545-2:2013.)

Apart from the Galea, Voith also shows the front nose of the new ICx high speed trains of Deutsche Bahn (German Railways.) From 2016 on, these will gradually replace first the current Intercity/Eurocity trains and later the ICE1 and ICE2 vehicles. Weight reduction and energy savings have been realized through new developments in aerodynamic design and an optimum exploitation of the floor space.

Apart from the weight benefits, fibre reinforced plastics also allow the forming of complex geometries and free-form surfaces. This way, aerodynamic surfaces as well as specific geometries of the vehicle can be realized in an easy and cost-saving way.

Adapter couplers are used whenever a train needs to be towed, and legal requirements state that every train needs to have one on board.

For conventional steel couplers, the possibilities of weight reduction for this type of coupler have long since been exhausted. With their adapter coupler made of carbon fibre reinforced plastics (CFRP), Voith went along different lines. So far, this lightweight material has mainly been used in aviation technology.

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Imperial Cargo adds 60 MAN long-haul trucks to fleet

Imperial Cargo, a division of JSE-listed Imperial Group, has procured 60 MAN TGS 26.440 6x4 BLS (LX) truck-tractors to service its line-haul operations in southern Africa. The new vehicles will join the 44 MAN TGS 26.440 BLS units currently operating in the Imperial Cargo fleet which now numbers a total of 360 trucks.

Established in 1997, Imperial Cargo fields a mix of truck brands and deployed its first MAN trucks in 2012 following successful in-fleet trials on the TGS 26.440 BLS. According to Christo Theron, Group Managing Director, Imperial Cargo Group, "we run rigid test programmes on all new trucks entering the fleet, primarily looking at fuel consumption figures. The MAN TGS 26.440 BLS is the only derivative in our line-haul fleet achieving an average of 2km per litre (50L/100km), compared to an average 1.8km per litre (55.6L/100km) by competitor brands."

MAN Truck & Bus SA's Managing Director, Geoff du Plessis states: "A key objective of MAN in southern Africa is to gain market leadership in the long-haul sector by supplying fuel efficient trucks that significantly lower total-cost-of-ownership. The injection of 60 new MAN TGS 26.440 BLS derivatives into the Imperial Cargo fleet is testimony to the technological leadership of the vehicle. It is also extremely encouraging to know that as an organisation committed to safety, quality and environmental protection, Imperial Cargo has found the MAN TGS more than capable of meeting its stringent criteria within these areas."

As a purpose-built long-haul prime-mover, the 6x4 MAN TGS 26.440 BLS is equipped with a 12.419 litre in-line MAN D26 common-rail diesel engine with a power rating of 440hp [324kW] at 1700-1900rpm, and a torque output of 2100Nm at 1000-1400rpm. It boasts a double sleeper cab, automated manual transmission with a ZF interarder, air suspension and hypoid rear axles.

Servicing blue-chip FMCG clients like Distell, Woolworths and Nam-pak, Imperial Cargo's line-haul operation extends across South Africa and Namibia, adds Theron. "Each truck carries a payload in the region of 36 tons and the TGS strikes the perfect balance between power, tare-mass and fuel economy, giving us new benchmark total-cost-of-ownership figures. Furthermore, our drivers say it's the best truck in the fleet;

comfortable and easy to drive. They are quite reluctant to get behind the wheel of anything else."

With its headquarters (and three depots) in the Western Cape, Imperial Cargo also has depots in Gauteng, Kwa Zulu-Natal, the Eastern Cape and Namibia. Its cross border services include freight transport to other sub-equatorial countries including Zimbabwe, Zambia, Angola, Botswana and Mozambique.

Spearheading MAN's entry into the Imperial Cargo fleet was Warren Atkinson, Key Accounts Manager: Cape Region, MAN Truck & Bus SA, who states: "Aftersales service is a critical factor behind our securing this second order from Imperial Cargo. As a quality-driven, RTMS-accredited fleet, Imperial Cargo requires hands-on service support and round-the-clock availability of MAN technical personnel, factors which are integral to our service level agreements with Imperial Cargo. Our team at MAN Cape Town is fully geared to satisfy all requirements with regards to keeping Imperial Cargo's MAN fleet downtime to a minimum."

With 15 of the 60 trucks in this latest order representing fleet expansion units, MAN is fast becoming the truck brand of choice for Imperial Cargo, says Theron. "Apart from the impressive fuel consumption figures which have remained consistent over the last two years in our existing TGS fleet, the aftersales service we get from MAN's Cape Town branch is exceptional. Response times are swift and monthly performance meetings between my team and MAN's Cape Town branch ensure our service-level agreements are adhered to. Onsite vehicle servicing by MAN technicians at our workshops keeps our up-time levels at an optimum."

For Geoff du Plessis, Managing Director, MAN Truck & Bus SA, "being chosen by high-profile fleets for our superior technology and customer-focused aftersales service is hugely significant for MAN and this order of 60 TGS units proves that we not only have the right product for long-haul applications in Southern Africa, but also the right people to service both the trucks and our customers in a manner that builds their business. All of us at MAN are proud to be associated with Imperial Cargo and we look forward to a partnership that continues to grow in strength."



Ceremonial MAN key handed over from left Geoff du Plessis, Managing Director of MAN, Key Accounts Manager Warren Atkinson hands over the MAN key to Christo Theron, Managing Director of Imperial Cargo with Sally Rutter, Head of Key Accounts (MAN) and Dave van Graan, Head of Truck Sales (MAN)

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Hatfield Truck and Bus and MAN open Hatfield dealership

PASSENGER car and commercial vehicle retailer, Hatfield Group, officially opened its new, dedicated MAN truck and bus dealership situated on the N4 highway, a few kilometres east of its Hatfield dealership. The state-of-the-art heavy commercial vehicle servicing facility will significantly enhance the capacity of both the Hatfield Group and MAN Truck and Bus SA to set new benchmarks in aftersales service and customer satisfaction.

Hatfield Truck and Bus has been an independent Volkswagen Truck and Bus dealership since 2007. The dealership obtained the MAN Truck and Bus Service Partner

franchise in 2009, operating out of the original facility in Hatfield, Pretoria, servicing clients in the Tshwane region. Increased demand for vehicle servicing in the region spurred the decision to build the new facility with construction work commencing in January 2013.

Situated on a 21,422m² site with building covering 3,400m², boasting ten fully equipped service bays; the new facility was established at a capital cost of R45m.

"MAN and Volkswagen are well known truck and bus products and there was a natural fit with Hatfield Group's retail expertise. Initially, the MAN franchise

shared facilities with the Hatfield Commercial Service Centre in Hatfield itself. The customer service ratings have been at benchmark levels for some years. The decision to invest in a new large facility and expand our customer service offering was essentially driven by customer demand. Location is always critical in the world of retail. We secured the corner property in the N4 Gateway Business Park just off the Solomon Mahlangu (old Hans Strydom) off-ramp on the way to Emalahleni. This facility has easy access and awesome highway visibility," says Brad Kafel, Managing Director, Hatfield Group.



The facility was designed to comfortably accommodate heavy commercial vehicles as well as their drivers who can stay overnight free-of-charge and enjoy a complimentary dinner in one of six bedrooms with on-suite facilities. Apart from its convenient off-highway location, the new dealership sports a large parking area, a huge turning space for trucks and trailers, on-site security as well as security within the larger industrial complex. The facility is also equipped with fully-integrated waste control and recycling facilities.

The new dealership has been in operation since April 2014, employing 22 people, including

six qualified technicians and six apprentices.

The vehicle servicing department includes a large Parts warehouse, adds Kafel. "On average, we carry R4m worth of stock. MAN Truck and Bus SA's Parts Distribution Centre in Germiston carries significant stock levels which are always on tap for its dealers. Hatfield Truck and Bus replenishes stock with MAN on a daily basis."

Since opening the doors of its new facility to customers in April 2014, Hatfield Truck and Bus has serviced just over 700 vehicles and is focusing its business activities on "acquiring fleet and corporate service business,

growing our reputation for service excellence within the truck and bus markets, building relationships with our customers, suppliers and our principal, as well as continuously up-skilling our technicians and all our administrative personnel," Kafel explains.

Integral to the establishment of the new facility has been the involvement of MAN Truck and Bus SA's Network Development division which, says Kafel, "brought extensive support in assisting with the design of the premises and with regard to the international MAN corporate identity standards within the facility. MAN's Network Development Programme is also effective in benchmarking key performance variables, determining facility compliance in terms of international standards, as well as bringing invaluable technical support and parts back-up and supply support to our operation."

Hatfield Truck and Bus has also secured a VW Truck and Bus Sales franchise from MAN, effective from January 2015. "Our targets for 2015 are sales of Volkswagen trucks and buses registering 100 units. We have also targeted servicing volumes of MAN and VW trucks

and buses at 2,400 units for 2015, with a parts turnover of R60m," says Kafel.

With a high-profile client-base including Digisitics, DHL, HDJ International, the South African National Defence Force and the SA Postal Services, Hatfield Truck and Bus is enjoying enhanced levels of vehicle throughput at its new premises with, according to Kafel, "very positive client response with outstanding customer service ratings. Our customers deal directly with the service technician working on their vehicle which brings unprecedented levels of transparency, communication and immediacy to our service offering."

According to Geoff du Plessis, Managing Director of MAN Truck and Bus SA, "full commitment to customer satisfaction forms the heart of our organisation and Hatfield Group shares this ethos unequivocally. MAN and Hatfield Group appreciate the value of building enterprise capacity, both in our people and our material resources to establish viable platforms for Best Practice operations.

"MAN's independent dealerships form an integral part of its national dealer footprint and our Network Development Programme has been equipped to support entrepreneurship within our private capital dealer partners, giving them the necessary skills, technical support and marketing collateral to foster continuous improvement in customer service levels and brand equity. The capital investment that has gone into this facility is indicative of Hatfield Group's faith in the MAN and VW brands, a commitment to excellence that will be reciprocated by all of us at MAN Truck and Bus SA."

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Pick n Pay DC upgrades Crown warehouse equipment from Goscor



(L to R): Roger Moore GLTC regional sales manager, operator John Louis, Anthony Fouché GLTC and Shamiel Rylands (Pick n Pay Cape Town Airport DC Operations Manager) with the four Crown WT3000 pallet trucks.

PICK n Pay Cape Town Airport Distribution Centre (DC) has bought eight new Crown machines from Goscor Lift Truck Company in an upgrade exercise. The machines include 4 X Crown WT 3020 pallet trucks, 2 X Crown SC 5340 counterbalance trucks and 2 X Crown ESR 5260 reach trucks.

Pick n Pay's Sedick Hill says he is more than satisfied with the performance of both the machines and the service from Goscor in Cape Town. "We have been working with Crown equipment for some time and when it came time to upgrading some of the older Crown equipment we had no hesitation in continuing with it," says Hill.

He adds that this decision is also due to the good service he has received from Goscor over time. "There is never a problem if we need service or parts. They understand that downtime can significantly affect our bottom line," he says.

In terms of the WT 3000-series pallet trucks, which play an important role in the PnP Cape Town DC solution, they are, according to Goscor Lift Truck Cape Town's Anthony Fouché, an excellent choice and, for good reason, are one of Goscor's most popular items. "They offer the widest model variation available including four platform configurations, capacities of up to 2.5 tons and electronic steering. The entire pallet truck line is loaded with innovative features: FlexRide operator suspension, e-GEN braking system, Access 1 2 3 control system, Entry Bar Safety Switch and quick-exit side restraints," he says.

Fouché says another of Goscor's best-selling

"There is never a problem if we need service or parts. They understand that downtime can significantly affect our bottom line"

machines is its range of Crown ESR reach trucks, which also play their part in the PnP solution. "From the narrow-chassis 5220 model to the top performing 5280S, Goscor customers benefit from this machine's superior ergonomics, visibility, durability and proven technology that assist the operator and keep running costs low. The unique features of these machines – like the Integrated

Control System with Access 123, advanced AC steering system and Crown's exclusive MoveSeat – have made them legendary sellers world-wide," he says.

He adds that he regards it as a feather in Goscor's cap that Sedick Hill and PnP continue to have faith in his company and the Crown brand. "They are a thoroughly professional company and their continued support means a lot to us."

The right equipment gives you a hand up

MANHAND says it is dedicated to solving the challenges involved in the movement of your products. It combines a solution which incorporates efficiency, affordability, safety and support.

The efficiency of a product is mainly dependant on the job at hand. MANHAND supplies options from light applications to heavy duty projects. These options include:

- Pallet jacks; built to transport pallets from one destination to the next. Pallet jacks are rated to carry a load up to 3,500kg. They are easy to operate and robust. Pallet jacks can either be manual or powered.

- Stackers; built to not only move pallets, but also to lift and lower the load. Stackers are rated to carry a load up to 1,800kg. Stackers can either be manual or powered.

- Forklifts; built to move and lift loads. MANHAND supplies forklifts rated to carry a load up to 32 tons. Forklifts are rated for loads at a specified maximum weight and centre of gravity.

The company says its team of specialists are available to ascertain the perfect machine for your application.

The affordability of a solution walks hand in hand with the maxi-

mum requirements set by the application. The MANHAND specialists scrutinise the environment, loads, required heights, fuel types and ergonomics prior to submitting a proposal. The pro-

posal submitted will include outright, rent to own and rental options that will be your tool in making an informed decision. Choosing the correct solution is important for your business as it will affect ini-

tial costs, operational costs, productivity and even employee morale. MANHAND takes safety seriously. Forklifts should only be operation by individuals

Continued on P21



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Willie Haasbroek, head of the Barloworld Equipment Operator Academy, goes through the set-up programmes on the new Cat articulated truck simulator.

EACH year, Barloworld Equipment's Operator Academy, based in Johannesburg, qualifies around 700 candidates, some of whom attend for refresher training, whilst others are brand new to the industry.

"We don't take

short-cuts and every operator trained by the Academy will pass on measureable savings, both in terms of operating efficiencies and downstream maintenance costs," says Willie Haasbroek, who heads up the Academy. (Barloworld Equip-

ment is the Cat dealer for southern Africa.)

In the following interview, Haasbroek responds to frequently asked questions on the services provided by the Academy, as well as the legal requirement for operator certification, and recertification.

Q: What is defined by the term 'full training'?

A: The successful completion of the NQF Level 2 Plant Operation course presented by Barloworld Equipment's Operator Academy.

The Plant Operation programme comprises a five-day theoretical component, which is classroom based, together with an additional 15 days (on average) of practical in-field machine operator training. This practical component will vary depending on the machine class, some being more complex than others to operate.

Q: What is defined as a 'machine handover' in the sphere of operator training?

A: No formal training takes place during a machine handover as it is done in one day. The purpose of the handover is to familiarize operators with the machine's

features and benefits. That's why we don't issue a certificate, as this would imply that competency training has taken place, which would in turn have legal implications for Barloworld Equipment as a training provider.

Q: What is refresher training?

A: Here we focus on up-skilling experienced operators. We have also found that refresher training (or retraining) highlights and corrects bad habits that operators tend to pick up over the years.

Retraining has resulted in immediate and measureable bottom line improvements in key areas such as slot dozing, truck loading cycle times, utilization, mechanical availability and lower diesel consumption figures.

The training duration is typically three to five days, depending on the size of the group and customer requirements.

Q: How long are competency certificates valid for?

A: 24 months. Thereafter, reassessment and recertification is required in terms of South African legislation for all earthmoving machine classes, irrespective of industry segment.

Q: What happens if a competency certificate is not renewed?

A: Operators without a valid competency certificate are legally non-compliant.

Q: Can I get my operator trained faster, in days rather than weeks?

A: There are two ways to do it: the short way, which takes into account 'Recognition of Prior Learning' (RPL) or the 'full training' route for those who don't qualify for the first option.

Please note that if the applying RPL candidate falls short of the Academy's minimum requirements on assessment, then full training will be required to obtain certification.

Q: Why does the full training take approximately a month to complete?

A: For each machine family, there is a unit standard that dictates how many hours of training needs to be completed. The average is approximately 120 hours, which equates to three to four weeks of training (theoretical and practical.)

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The right equipment gives you a hand up

Continued from P19

who have been trained properly and hold a licence to operate the equipment. MANHAND provides fully-accredited operator training at its premises. Load testing is performed on all forklifts, be they new, used or rental fleet units.

MANHAND caters to all sectors, including distribution, warehousing, manufacturing and farming.

MANHAND supports its clients with back up service on all products. It states that "Keeping customers moving is our priority." The company keeps extensive stock of parts and spares to ensure that any necessary downtime for service or maintenance is kept to an absolute minimum. Its highly skilled field service technicians are available 24 hours a day and seven days

a week. Due to customer demand MANHAND has now also included servicing and repairs on all makes of forklifts as part of its support package.

MANHAND caters to all sectors of the market, including distribution, warehousing, manufacturing and farming. The recent farming season was very successful and MANHAND supplied over 150 units for short-term rental to this sector. MANHAND has advised that the time has come to replace these used units with new units and after the season it will off these units for sale to the market. Prior to the season all these units were refurbished, load tested and put through quality control. It will be advantageous to take part in the opportunity to procure an efficient, affordable, safety tested product with priority back up support.

Konecranes SA more than quadruples order intake over three years

KONECRANES Southern Africa's order intake for cranes and service and has grown by a spectacular 442% from early 2012 to date. This is an average of 147% per annum.

John MacDonald, Sales, Marketing and Service Director of Konecranes South Africa, attributes this to dedicated and experienced management, supported by equally dedicated and enthusiastic staff.

"We have concentrated on improving our service to all makes of cranes and hoists," MacDonald continues. "In 2013 we introduced a comprehensive Service Document Manual for each crane and hoist under service contract so we can keep track of the performance of the crane and identify any problems before they become a major and expensive issue. This has been very well received by our customers."

"Our focus was twofold", MacDonald explains. "In order to improve our service contract and service package we



John MacDonald, Sales, Marketing and Service Director of Konecranes South Africa, attributes the company's growth to dedicated and enthusiastic staff.

looked at decreasing the maintenance costs and at the same time improving the available and reliability of the crane."

Consequently Konecranes was recently awarded the Sappi Ngodwana service contract for an indefinite period. A supervisor and a permanent service techni-

cian team have been installed on site.

In Maputo Konecranes have been given the BHP Billiton Mozal service contract, where five service technician teams will be based on site, along with a supervisor. Together the contracts are worth R1m per month, excluding repairs

and modifications.

Recent crane sales contributing to Konecranes extraordinary growth include two five ton x 11.8m span cranes to Paterson Simons, two 1 ton x 23m span double girder cranes to Halliburton Ghana, a 15 ton x 22m span double girder crane to ADP Projects, a 3.2 ton x 24m span

single girder crane to Heunis Stelle and a 15 ton x 24m span double girder crane to Walvis Bay Plant and Tool. These crane sales total over R7m.

Konecranes was established in South Africa in mid-2012, when they over took over Dynamic Crane Systems in Johannesburg. Since then another six branches around the country have been added – in Durban, Cape Town, Port Elizabeth, Witbank, Klerksdorp and Ngodwana. More branches are underway in Maputo, Richards Bay, East London and Sishen (Kathu.)

The Konecranes Group has over 12,000 employees at 626 locations in 48 countries. With over 600 service locations in almost 50 countries, the company has the largest service network in the industry, providing high-quality service 24 hours a day.

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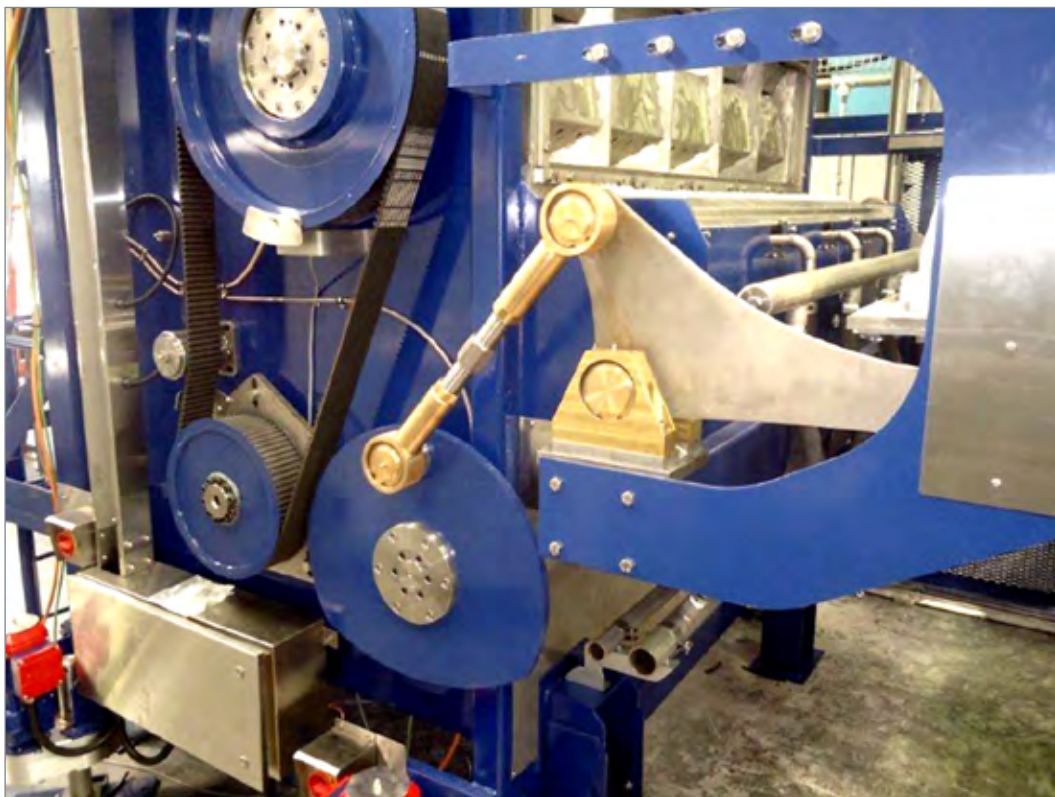
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Moulding a successful partnership

CAPE Town-based SPM boasts an installation footprint that spans across Africa, Asia, Europe, North America and the Middle East. SPM plant engineer, Manfred Habeck, indicates that there has been consistent growth in demand for the company's range of moulded fibre machinery – a trend he attributes to superior quality and support.

"Competition from low-cost machine suppliers in Asia has increased significantly, which has made competitiveness more challenging. SPM prides itself on the fact that it places quality and excellence ahead of pricing. Another major contributing factor to this continued success is the range of drive solutions supplied by SEW-EURODRIVE," he states.

SPM has been specialising in the design and manufacture of conventional moulders, special moulders, thermo forming moulders and end-of-line equipment for more than 26 years. Through-



Pulp fibre moulding machinery design and production specialist, Southern Pulp Machinery (SPM,) maintains its reputation by making use of high quality components across its production line.

out this period, the company has relied on SEW-EURODRIVE's standard AC geared motors fitted with ex-

ternal encoders to drive its machines.

"Our more modern machines utilise SEW-EURODRIVE's

servo motor driven gearboxes to enhance machine capabilities and increase set-up flexibility. Introducing

new technology is always risky. With SEW-EURODRIVE's assistance, however, SPM has developed accurate

synchronised motion that can be adjusted on-the-fly without the need to stop the machines during production," Habeck declares.

Additional SEW-EURODRIVE products utilised by SPM include; Movitrac drives, Movidives, MoviPLCs, brake resistors, and drive set-up and monitoring software. Habeck adds that SEW-EURODRIVE's unrivalled product quality is supported by world-class after-sales and technical support.

"We are dependent on timeous delivery and overall performance, and SEW-EURODRIVE representatives are quick to respond during breakdowns or modifications, and always display commitment to speedily resolving any issues, anywhere in the world. Additional value-added services include; assistance with component selection and accurate online 3D CAD models of geared motors," he continues.

Habeck reveals that SPM has developed a

new thermo-forming machine, which he believes could become a market leader in its field when comparing energy requirement per product produced to similar machines available from competitors. "The first machine is undergoing production trials and results are very promising. This machine utilises at least 11 SEW-EURODRIVE geared motors, in addition to various drives, as well as the MoviPLC motion controller."

Looking to the future, Habeck is confident that the relationship between SEW-EURODRIVE and SPM will strengthen. "SPM continually strives to gain market share through innovation and consistency. We are also reliant on suppliers such as SEW-EURODRIVE that share a similar business ethos. Given the decades of success between the two companies, I am confident of what the future holds for this mutually beneficial partnership," he concludes.

Metric Automotive announces rod bearings for Caterpillar 3500 series

METRIC Automotive Engineering has announced the availability of connecting rod bearings for Caterpillar 3500 series engines from IPD. "This is part of IPD's concerted drive to introduce new products that help cut costs for owners of Caterpillar equipment without jeopardising engine performance or life," operations director Andrew Yorke says.

Metric Automotive Engineering represents IPD in the local market, a leading aftermarket provider of engine components for heavy-duty diesel and natural gas powered engines based in the United States. "The quality of the latest products is in line with the high standards that IPD adheres to, in addition to being competitively priced," Yorke says. He adds that IPD has been synonymous with quality, innovation and service since 1955. Its Caterpillar replacement parts are manufactured in a Lloyds accredited ISO 9001:2000 quality controlled environment. IPD has been producing high quality products for 3500 series engines since the early 1990s. Its complete range in this regard includes gallery-cooled pistons



Cost effective, high quality aftermarket components from IPD, distributed by Metric Automotive Engineering, lower repair costs for industrial engines without sacrificing quality.

for diesel and natural gas applications, induction hardened cylinder liners, heavy duty copper alloy engine bearings and quality valve train components. This makes IPD a market leader in providing the most complete range of aftermarket products available for these popular engines. In addition IPD carries a variety of miscellaneous internal bushings for rocker arms, accessory drive and oil pump bushings.

Metric Automotive Engineering says

it is South Africa's most comprehensively equipped heavy diesel engine and component re-manufacturers. Metric Automotive Engineering can refurbish large diesel engine components and offers services such as cylinder head remanufacture, cylinder block line boring, milling, honing and boring, camshaft grinding, crankshaft grinding, engine assembly and dynamometer testing. Subsidiary Reef Fuel Injection Services offers Bosch-approved fuel injection services.

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Premium brands - Fundamental to equipment reliability

BEARINGS International supplies southern African industry with premium brand products for optimised equipment reliability that enables customers to move their businesses forward through increased uptime and lowest cost of ownership.

"Equipment reliability is the proverbial golden egg for any plant, quarry or mine because uptime, production and productivity levels all hinge on uninterrupted operation," says Bearings International Sales Director, Shuttleworth Ntsie. "But it goes one step further, because the reliability of equipment that operate under extreme conditions like crushers for example, is determined by the quality of its components. This is where premium brands take centre stage, offering world-class quality and the latest technology through ongoing R&D by the respective OEMs (Original Equipment Manufacturers.) We hold the OEMs to account for brand quality and maintain strong relationships with all our OEM suppliers on whom we can rely for excellent technical backup. Because our customers depend on us to supply best-in-class products, we do not just sell brands; we partner with our customers offering end-to-end solutions for optimum equipment operation. In other words, we sell trust."

Bearings International says it excels when it comes to arduous applications like crushing where poor control of product flow or 'heave' after blasting can lead to oversized boulders being fed into primary

crushers, which can badly affect efficiency and reliability with a knock-on effect on production. "Lump sizes larger than between 0,5 and 1,0m can cause crushers to jam, reducing the life of components such as bearings," explains Coenie Van Deventer, National Product Manager – Schaeffler Bearings Products at Bearings International. "Schaeffler's quality range of FAG roller bearings and SNS housings are central to the smooth running of equipment at mines and quarries such as primary, secondary or tertiary crushers that are subject to continuous impact loading as well as for conveyors. Schaeffler has been the OEM for the FAG premium brand for over 100 years and the products are designed to offer best possible cost-to-performance ratios. The FAG range covers 60 industrial sectors and a staggering 225,000 applications."

For main bearings in jaw crushers, Van Deventer recommends FAG E1 spherical roller bearings in X-life quality, which have been especially engineered for extremely heavy loads and are used wherever angles must be adjustable. They work reliably under tough ambient conditions, delivering up to 70% longer service life. Advantages such as high static reliability, lower strain on the lubricant due to reduced friction and low bearing temperatures translate to higher machine efficiency and reduced operating costs for the end user.

FAG spherical roller bearings are also a premium solution for con-

veyors at crushing sites and FAG's split spherical roller bearing solution is recommended to speed up bearing replacement, particularly in difficult to access areas. Van Deventer explains, "The unique design of the split spherical bearings allows for quick and simple mounting and replacement of bearings which can significantly reduce downtime and associated costs."

"We also offer housings solutions for arduous crusher applications. FAG's new SNS housing range extends the life of bearings on conveyor drives and are manufactured from high impact tough, fatigue resistant, high-specification SG50 (spheroidal graphite) cast or ductile iron." In addition to higher load ratings and longer life, the optimised housing design ensures a more even distribution of load through the bearing, which according to Schaeffler, can increase bearing life by more than 50%. The new housing also provides a very high sealing efficiency against the ingress of contamination of foreign matter. "These housings are 100% compatible and interchangeable with any conventional plumber block solution," adds Van Deventer.

Turning to after-sales service, Van Deventer says that reliability engineering that involves the specification of the right product to best suit the required operational reliability as well as the monitoring of the product's condition and performance in the field is without any doubt the smart way to go.

Wrapping up, Van Deventer stresses that

the higher investment cost of a premium brand component is minimal if weighed up against increased uptime and component and equipment life. "No one can afford a plant to stand due to equipment failure which involves production losses due to unplanned downtime and costs for maintenance and replacement parts. This makes opting for premium brand solutions from Bearings International a no-brainer."

Bearings International's premium brand product range covers general and specialist bearings and accessories; transmission and conveyor chains; gearboxes and geared motors; electric motors and variable frequency/speed drives; couplings, pulleys, vee- and wedge-belts; oil seals, conveyor belts, industrial hoses as well as industrial adhesives, hand cleaners and lubricants for a wide spectrum of applications across mining, quarrying, general industry and agriculture.

Regal Beloit showcases electric motors, geared motors and drives

REGAL Beloit South Africa (Pty) Ltd. (previously CMG Electric Motors) showcased its electric motor and drive solutions at Electra Mining 2014.

The local company is part of the multi-national corporation, USA-based Regal, that says its the largest electric motor manufacturer in the world.

Regal Beloit South Africa is a specialist supplier of a comprehensive range of electric motors, worm and geared gearboxes, drives and related equipment to Sub-Saharan mining and industry.

"We have access to Regal's global pool of cutting-edge technological resources and expertise, which we pass on to our customers who ultimately ben-



Regal Beloit SA's energy efficient electric motor solutions.

efit from a comprehensive and superior quality product range supported by a professional and skilled service offering second to none," according to Regal Beloit SA's CEO, Brian Campbell.

Regal Beloit South Africa's Head Office in Johannesburg, Gauteng, is supported by a country-wide network of branches to delivery product and service capabilities to the customers' doorstep.

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Richard Inglett and Mohamed Trabelsi of KSB Pumps and Valves.

Transparent slurry loop on display

KSB Pumps and Valves recently gave technical staff of local mines the opportunity to view the inside working and dynamics of a slurry pumping system with the aid of a fully transparent operational slurry loop model.

The working model depicts a typical mill cyclone feed application and is used as a

training aid to visualize flow of materials and the effects of inclines, declines and different flow rates on sediments. It has a clear casing pump, cyclone and pipes for visualization of flow patterns. It also uses different sized and colored glass beads to represent solids.

Speaking at this year's Electra Mining

exhibition in Johannesburg recently, Mohamed Trabelsi, KSB product manager for slurry pumps, said that the slurry loop model was built to give engineers an opportunity to study various parameters (such as pipe diameters, inclines, flow rates etc) and their effect on a slurry pump system.

"KSB worldwide has done a tremendous amount of research and development on slurry pumping and we wanted to show our customers how the systems work and the do's and don'ts of designing a slurry system. It also showcases the expertise of KSB in terms of design, research and development, as well as

our system integration expertise on any level.

"The model begins with a clear casing pump, driven by a variable speed drive (VSD) which allows speed to vary from 150 – 2,000rpm. The system then splits into two sections with different pipe diameters in order to see the effect of different velocities on slurry transport. The slurry is then transported into two sections where it goes into a 45° degree section followed by a vertical loop. This shows what happens to slurry in different inclines. To do this it uses different size particles of the same specific gravity (2.6 which is a common SG in minerals) with different colours to indicate the effect on settling velocities.

"The flow then goes into the cyclone where one can see both the underflow and the overflow. For purposes of the demonstration both under and overflow go back into the sump, but in a typical processing application the fine material would proceed to the next processing step, while the underflow (Larger solids) would go back to the mill for further grinding," explained Mohamed.

Richard Inglett of KSB Pumps and Valves in the USA continued that the model was purpose built to give users a visual representation of slurry pumping. It was also designed to answer technical dilemmas that face designers and engineers on a daily basis. "Some of the different mines operational staff took the opportunity to see what happens inside a pipe and visually see how bends and velocities effect flows.

"For example, when viewing the two pipes (2 inch and 1 1/2 inch diameter) at full speed you can see settling slurries on the two inch pipe due to the larger diameter and reduced flow. On different inclines it also shows that on the 45-degree pipe you can see unsteady bed developments, which represent the worst case for the transport of settling slurries.

For long distance pipelines it shows that the degree of incline must be taken into account for the system calculations. Even in short systems, inclined sections can cause instability and plugging. It also shows that, when possible, you would rather have horizontal or vertical



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Continued on P25

Zest WEG Group to become a regional manufacturing hub for WEG

THE Zest WEG Group is positioning itself to become a regional hub of WEG, with subsidiary company Shaw Controls "set to become the number one panel builder and systems integrator in Africa," Louis Meiring, CEO of the Zest WEG Group says. This forms part of the Group's overall strategy to ramp up its automation and electrical systems business significantly, which has seen Valtter Luiz Knihis from WEG appointed as Group Automation and Systems Director.

"I am very happy to join the team in South Africa and to assist Shaw Controls in particular in delivering full package solutions," Knihis says. "The strategic focus is for Africa and the Americas to have regional Centres of Excellence in terms of systems manufacture and integration that will service WEG globally. We are working hard on adding more products, having clear pricing and delivery times. It is important for the Zest WEG Group as a whole to become internationally competitive as we strive to achieve the global targets of WEG."

Meiring explains further, "WEG's manufacturing operations are not purpose-built to only service one particular area. It is our aim that all the Zest WEG Group's manufacturing operations will become Centres

of Excellence accredited by WEG to be able to manufacture any product designed by the group for application anywhere in the world."

"Therefore Shaw Controls will not only be building panels for the local market. For example, WEG could receive an order out of Australia and deem it best that the manufacturing be carried out in South Africa. What this means ultimately is full international accreditation for all of our manufacturing facilities, from Shaw Controls to WEG Transformers Africa (WTA.)"

Knihis adds, "WEG is committed to being at the forefront of any new standards and regulations, and is in compliance with all certification wherever it operates. This is critical for health and safety considerations, both from a personnel and equipment point of view, which our latest manufacturing techniques take into account."

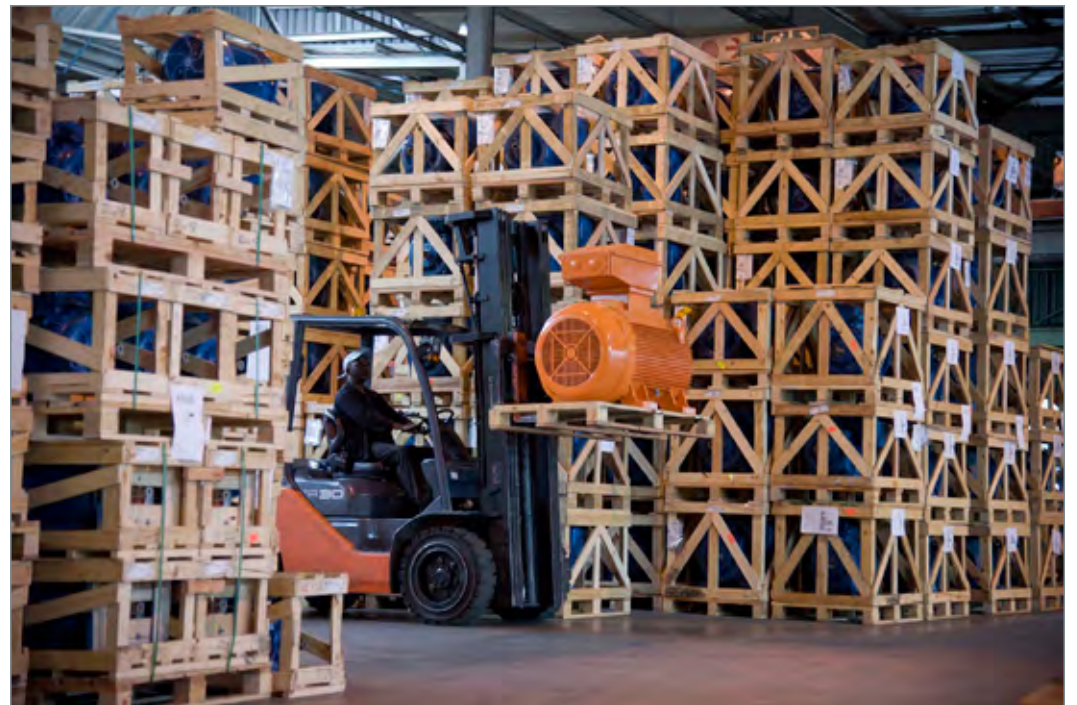
The corollary is that "any of the WEG global operations will be able to approach us from a project management, engineering design or manufacturing point of view. The Zest WEG Group wants to be in a position not only to be able to offer that international level of service and support, but also to have the skill set to be able to do so. It is a huge opportunity not only for us as a

business, but for South Africa as a whole," Meiring comments.

The Zest WEG Group is investing significantly in skills development and training as a result. "We have traditionally been more of a distributor than a manufacturer, but over the last five to ten years we have entered into the manufacturing space. This has meant a steep learning curve for us in terms of developing a full skill set in house, from sales to engineering and manufacturing. The Zest WEG Group has responded to this challenge in a very positive manner and has a fully fledged Training Centre and programmes in place," Meiring says.

The Zest WEG Group is also able to draw on the considerable resources of WEG in this regard, with Knihis having a team of 70 engineers in Brazil hard at work on the Shaw Controls optimisation and upgrade programme. "We are very excited about the opportunities this presents to raise the bar in terms of skills development in South Africa as a whole," Meiring says. For example, an engineering manager from WTA recently underwent a two-week training programme in Brazil.

Knihis adds that WEG has also earmarked three local technical schools to enhance the education and training on offer. "We are in ne-



The Zest WEG Group aims to be a 'one stop' shop for meeting its clients' electrical needs.

gotiations with the management of these institutions so that at the end of the day we have a good pool of technicians to draw on. The areas of electrics, electronics and software are all converging in terms of engineering. This means we will need a highly specialised skill set in the near future, and we are keen to work with these local institutions to nurture this in South Africa."

Although the focus of the Zest WEG Group is complete packages, Meiring says this is not in competition to Engineering, Procurement and Construction (EPC) contractors. "Many of these are our customers. It is more about how we

are aligning our business to be able to add value in terms of selling solutions. We want to be a 'one stop' shop in terms of meeting the full electrical needs for our customers."

The decision to upgrade Shaw Controls was as a result of "some limitations we have identified in terms of manufacturing, which are essentially around the capacity and size of our facility. The reality we are faced with is that the existing facility needs to grow or for there to be a new one," Meiring says. Knihis explains that he is adopting a three-pronged strategy, namely adding new products (for example 31kV / 15kV MV switchgear and LV 690V withdraw-

able MCCs), increasing productivity and improving quality. "By the early part of 2015 we will have achieved a high level of product and efficiency improvement. We are moving towards the level of being an international supplier."

WEG is at the forefront of the latest best practices in manufacturing technology. "We are fortunate in that we do not have to start from scratch at Shaw Controls as a result. Our biggest challenge is how to adapt our own manufacturing processes in turn, which has a lot to do with the equipment you have." The Zest WEG Group sees this as a major opportunity, and is gearing up for significant investment in the

latest technology.

Looking to the future, Meiring sees exponential growth for all the other companies in the Zest WEG Group. "We are already taking very clear steps in terms of our long term strategy to enter new markets. This is evident by us adding to the product range of Shaw Controls, which means it will be able to access sectors that it could not enter previously, such as oil and gas or medium voltage. There are areas where we have not been strong historically, but now with our enhanced product and service portfolio, we are starting to be far better positioned to be able to enter such markets, which have major potential in Africa."

Transparent slurry loop on display

Continued from P24

sections than gradual inclines/declines

"The reason for the VSD is to show what happens to materials at different pump speeds and where it reaches its best efficiency point. At this point there is minimal recirculation of fluids in side the pump. Away from BEP, the system shows how recirculating slurry within the pump (that is not discharged) becomes entrapped. These slurries are then driven between the impeller and the suction liner and can lead to premature pump wear and a shortened operational lifespan," says Richard.

Mohamed concludes that the system highlights the importance of proper pump selection and shows users how slurries behave throughout the pumping system.

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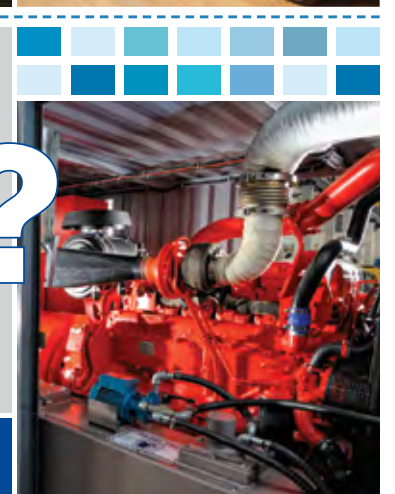
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Dimension Data secures gold sponsorship for eCommerce Africa Confex

KINETIC is pleased to announce that Dimension Data has come on board as a premier sponsor for the eCommerce Africa Confex. They now join the gold sponsor line-up, which includes global companies such as Amazon Web Services and PayPal with FNB.

Dimension Data's General Manager for Cloud, Grant Morgan, will present a keynote during the conference sessions of the two-day conference and exhibition style event while visitors to the expo floor will be able to see Dimension Data's

latest solution being showcased in the tech demo area.

Trustwave and iGroup have secured the positions as silver sponsors for the event. Trustwave helps businesses fight cybercrime, protect data and reduce security risk while iGroup is a technology-driven digital solutions company. Both Trustwave and iGroup will be presenting in the tech demo area and will have teams of experts at their respective stands ready to share more information about the services and solutions they offer.

Other new additions to exhibitor line up include Kode88, ThisIsMe and EpiServer. The expo floor will cover all aspects of eCommerce, from website creation and security to payment solutions, delivery and logistics as well as customer service.

The eCommerce Africa Confex takes place at the Cape Town International Convention Centre on the 3rd - 4th February 2015. There are a limited number of delegate spaces still available so register now to avoid disappointment.

INDUTEC: A Springboard into Africa

AFRICA's growing appeal as a business destination is attracting a wave of regional and international companies looking for new business on the continent. Leading industrial manufacturers will be heading for INDUTEC next year; the influential 10-events-in-one SA Industry and Technology Fair, which takes

place from 20-22 May 2015 at Gallagher Convention Centre in Midrand, Johannesburg.

"Africa is now rated the second most attractive investment destination in the world," says John Thomson of Exhibition Management Services, organisers of the event. "As a cost-effective springboard into Africa's industrial mar-

kets, INDUTEC is hard to beat, and most of the world's top industrial companies actively use INDUTEC to explore these opportunities."

Showcasing, networking, deal making

"Instead of making several trips to various countries in Africa to seek out business opportunities, one visit to the INDUTEC Fair provides a versatile showcasing, networking and deal making platform for companies from all over Africa," adds Thomson. INDUTEC provides an efficient, effective, networking venue enabling exhibitors and visitors to leverage thousands of opportunities from around the world – all in one place at one time.

INDUTEC consists of 10 industry-related shows focusing on manufacturing, engineering, water, petrochemical, plastics, and energy sectors, with hundreds of exhibitors, thousands of decision-making visitors and unlimited business opportunities.

New exhibitors at PVP Africa 2015

The Pumps, Valves and Pipes Africa exhibition welcomes newcomer Thai-German Products Public Company Limited (TGPRO) as a first-time exhibitor in 2015. It's also their first time exhibiting in Africa.

"We decided to

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Continued on P31

Financial Sustainability

Africa's biggest power distribution challenge

FINANCING issues and sustainability have risen to the top of the agenda in Africa's power distribution sector, say experts in the field.

Ahead of DistribuTECH Africa 2015, to be staged concurrently with POWER-GEN Africa 2015 in Cape Town in July, experts from the DistribuTECH Africa's Advisory Board recently convened to assess key themes and discuss the most crucial issues facing Africa's power distribution sector.

The Advisory Board's academics, industry body representatives and experts from a number of African countries noted that sustainability, the business case for new investment and economic regulation were now among the main issues players in the sector.

Dr Willie de Beer, industry expert and Chairman of the DistribuTECH Africa Advisory Board, said: "A high percentage of utilities are currently just in survival mode. We are moving from a KW/h selling business to an energy business, and utilities are going belly up because they don't understand this transition."

Aiming to deliver insights to guide DistribuTECH Africa delegates from their current reality to the models they wished to adopt in future, the Advisory Board highlighted the most pressing issues to be addressed at DistribuTECH Africa.

Sustaining a basic system while at the same time moving toward a smart grid environment was a challenge many African utilities currently faced, said de Beer. Sustainable utility business models and funding to move the industry forward were highlighted as top of mind issues in the sector.

Another key challenge was the rapid spread of renewable energy projects, noted the Advisory Board. de Beer said: "This is a challenge all across Africa. How do you connect renewables to the grid, and where, and once it has been done, what does it do to the grid?"

The DistribuTECH Africa Advisory Board identified viability and sustainability, outage management, the integration of renewables, asset management, smarter grids, smart meters and workforce management as areas to be explored at the next DistribuTECH

Africa conference and exhibition.

The event, to be hosted by PennWell Corporation from 15-17 July 2015 at the Cape Town International Convention Centre, Cape Town, South Africa, will again bring together up to 3,000 global

thought leaders and stakeholders to consider the challenges, trends and relevant technologies around Africa's power distribution, under the theme 'Emerging opportunities in the world's fastest growing continent.' It will attract a broad range

of delegates, including regional electricity distribution companies, power producers, utilities, oil and gas companies, energy and engineering consultants, government and regulators, environmental agencies, development agencies and investors.



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Invitation to Participate

POWER-GEN Africa and DistribuTECH Africa, will once again provide comprehensive coverage of the power needs, resources, and issues facing the electricity generation and transmission & distribution industries across sub-Saharan Africa.

The events will feature multi-track conference sessions covering strategic, technical and renewable topics with practical solutions and benchmark case studies and concurrent exhibition floor featuring prime movers showcasing the very latest equipment and technologies.

POWER-GEN Africa and DistribuTECH Africa have quickly established themselves as sub-Saharan Africa's leading events that cover the full power spectrum from supply to delivery, focusing on the current and future trends, as well as the needs and resources within this region of the world.

Nowhere else provides you with the opportunity to reach and meet over 3,000 high-level industry professionals in one place, allowing networking, business and sales opportunities with key industry buyers and influencers from around the continent.

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Coatings for Africa to advance production and use of coatings



COATINGS for Africa Symposium and Expo is set out to advance the production and use of paints and coatings in Africa and beyond. An open exhibition and a three-day conference programme, which has taken shape over the past few weeks, will kit attendees with the necessary tools and skills to succeed in the rapidly evolving paint and coatings industry. In contrast to previous years, Coatings for Africa offers not

only a technical symposium, but also caters for a wide spectrum of users of paints and coatings products from the construction, infrastructure and industrial sector in two additional days of content.

The technical symposium – on 11 May 2015 – will highlight the importance of innovation and education. Throughout the day, attendees will learn about the latest developments available to the African market

place and how these advancements help servicing their clients. Industry leaders such as BASF, BYK, Wacker, Nubiola and University of Stellenbosch will share their findings throughout the day. The programme includes topics around high performance additives, latest generation nonionic synthetic associative thickeners, methods to improve substrate wetting of aqueous coatings and developing new coating systems. Techni-

cal professionals from the paint and coatings industry are invited to attend this unique Africa-centric opportunity to learn and network.

The Coatings for Construction and Architecture seminar on 12 May 2015 aims to discuss novelties in decorative coatings for the construction industry. The session will start off with an interactive panel discussion on urbanisation in an African context, leading experts will discuss parameters of urbanisation from various angles: architecture, technology, business and socio-economic. The keynote session will be followed by contributions around innovation in wall coatings, restoration and maintenance, cool roofing technology and quality control. Members of the construction industry such as architects, quantity surveyors, engineers and specifiers are invited to attend this seminar.

The Protective Coatings seminar on 13 May 2015 will highlight novelties in the industrial protection and maintenance space. The seminar is preceded by an opening session highlighting business innovation in Africa's construction and infrastructure sectors. The Protective Coatings seminar includes investigation into new developments and testing methods in protective, especially anti-corrosive coatings in an infrastructure context, from mining, automotive to industrial developments. Infrastructure experts such as engineers (civil, structure, consulting), design consultants, specifiers and quantity surveyors are invited to attend this seminar.

Coatings for Africa, will be hosted from 11 – 13 May 2015 in Sandton, South Africa, by the Oil & Colour Chemists' Association (OCCA) and the South African Paint Manufacturers Association (SAPMA) in conjunction with Hyphenica and is the biggest showcase of coatings technologies, paint and related products on the continent. Coatings for Africa connects the entire value chain, from raw material suppliers to end users of the finished paint or coatings products. Attendees can expect 120+ exhibitors, 2,000 attendees, 10+ African countries represented and 30+ expert speakers. A full conference programme will be available from January 2015.

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Empowering the concrete and construction business in 2015

THE World Population Bureau estimates that the population of Africa will rise from 1.1 billion in 2013 to 2.4 billion in 2050.

What this means is, that most of the continent's economies will have to double in size in the next 36 years. If that is to happen, then the stock of Africa's infrastructure assets, including all of its residential, industrial and commercial buildings and power, transport and sanitation systems, will have to double in size. In other words Africa will have to be built again in a single generation.

This will require unthinkable amounts of cement, building materials, construction planning, manpower, products and services to accomplish such a momentous task. And, for this reason, infrastructure investment is providing the platform for the strong economic growth trends that will pave the way for businesses, to explore a number of exciting commercial and business development opportunities in Africa's construction sector.

The African Construction and Totally Concrete Conferences and Expos will be returning to the Sandton Convention Centre, between 12 and 14 May 2015. These platforms not only facilitate open dialogue but provide a unique opportunity for a diverse group of professionals involved in the transformation and development of the African construction, cement and concrete industries to network, share knowledge, best practices and the latest thinking.

Africa's only three storey expo

The audience comprises 600 – 700 key decision-makers from Africa's construction, cement and concrete industries who attend the conference; and over 6,000 mid-to-senior level executives who visit the expo. Over 200 companies will display their products and services in the first ever three story expo in Africa.

"For 2015, we're creating five unique experiences to culminate into Africa's biggest gathering of qualified buyers and sellers for the entire cement, concrete and construction industry value chain which includes African Construction Expo, Totally Concrete Expo,

Coatings for Africa, Housing for Africa and African Roads Evolution, together all 5 conferences and expos will tell the story of shaping the future of Africa's cement, concrete and construction industries value chain," says Soren du Preez, 2015 Programme Director.

Over 170 speakers will present contents

in a variety of formats and cover topics as diverse as 3D printing, mega-project development, self-healing concrete, pavement design, enterprise development and investment in infrastructure.

"Our stimulating conference programme pushes innovation in format delivery! We have

reliably built an interactive, participant-led experience leveraging expertise and experience to create a conference that you want to be at and actively participate in," concludes du Preez.

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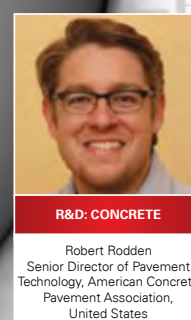
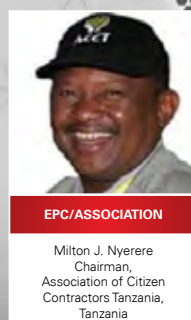
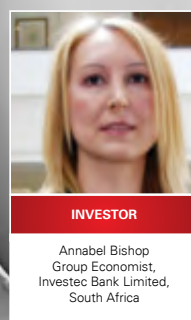
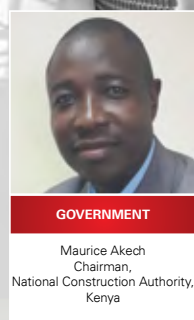
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CTICC contributes to the knowledge economy and business tourism

THE Cape Town International Convention Centre (CTICC) once again delivered an impressive economic performance for the 2013/2014 financial year, spurring economic growth and job creation in the city, province and the country.

Addressing attendees at the CTICC's Annual Financial Results Press Conference, Chief Executive Officer, Julie-May Ellingson said the CTICC played an instrumental role in advancing the meetings and events industry and

promoting business tourism in the region.

CTICC exceeded all its key performance targets for the year in review and hosted 535 events against an event target of 500.

"Cape Town is renowned for its medical and scientific fraternities, which is an appealing value proposition for international conferences. These conferences remain one of the pivotal drivers of the knowledge economy, which contributes to knowledge exchange and skills

"These conferences remain one of the pivotal drivers of the knowledge economy, [contributing] to knowledge exchange and skills transfer in key sectors," she added.

transfer in key sectors," she added.

33 international conferences across a broad spectrum of sectors related to agro processing, the green economy, ICT, property, mining and medical were hosted at the CTICC. These are sectors that are aligned to the City of

Cape Town's and Western Cape Government's economic growth strategies. A few large scale events hosted include the International Food and Agribusiness Management Association Congress, World Green Building Council Congress, Gartner Symposium/ITxpo, Investing

in African Mining Indaba and the 8th World Congress of the World Society for Paediatric Infectious Diseases.

The ability of the CTICC and Cape Town to secure major international conferences is a significant component of its success. Twenty bids have been secured up until the year 2020 during the year under review.

Event highlights include the International Renewable Energy Conference in 2015 and the 17th World Congress of Psychiatry

in 2016, which is expected to attract 5,000 and 3,000 delegates respectively. The Annual Meeting of the World Aquaculture Society in 2017 will see over 4,000 delegates converge on Cape Town. In 2018 the CTICC will host the International Congress of Linguists and the World Congress of Neurorehabilitation in 2020. Combined these events will attract in excess of 3,000 delegates.

"In addition to the international conferences hosted, 28 national conferences, 31 trade

fairs and exhibitions, 53 banquets, 40 special events and 350 other events, which are meetings taking place mainly of a local or provincial nature and smaller than 50 delegates, were hosted by the CTICC," said Ellingson.

"The expansion will allow the CTICC to stage more events, offer more flexibility and allow for an increase in the concurrent hosting of various sizes of meetings, conventions, exhibitions and other events," concluded Ellingson.

African Halaal: Big business at AB7



12 companies exhibited with Matrade and generated 175 business meetings at AB7 which amounted to sales of over R72m.

WITH global sales of Halaal products ending at US\$1.1tn last year, the Halaal sector is no longer seen as a niche

market. A report from the Dubai Chamber of Commerce estimates the global Halaal market to reach US\$1.6tn

by 2018. Africa shares this growth, with the continent's Halaal food market estimated to top US\$160bn in 2014.

Africa's Big Seven (AB7), which the organisers say is the largest food and beverage expo on the African continent, will once again host a Halaal World Pavilion showcasing Halaal products to the African market. AB7 takes place from 21 to 23 June 2015 at Gallagher Convention Centre, Midrand.

"New Halaal foods and beverages are an ever-growing trend amongst Muslim communities around the world, especially the Middle East, North Africa, and Southern and South-east Asia," says John Thomson of Exhibition Management Services, organisers of AB7.

"In Africa, over 40% of the population is

Muslim, and Halaal products comprise 25% of the continent's Gross Domestic Product. It's a vitally important, growing market, and AB7 gives producers and distributors an effective networking platform to explore trade in Africa."

South Africa is strategically positioned for manufacturers and suppliers of Halaal products to African and Middle East countries, as well as other potential markets such as South East Asia, the Asian sub-continent and Europe. This is the view of Ebi Lockhat, Public Relations Officer for the South African National Halaal Authority (SANHA.)

"SANHA has been exploring trade op-

portunities with Africa's Big Seven for a number of years," says Lockhat. "We host a SANHA pavilion at AB7 where businesses certified with our organisation can showcase their products to the world."

"Almost 20 million Malaysians – 61% of the population – follow Islam and a Halaal lifestyle," says John Thomson. "The country is a major producer and exporter of Halaal products, and a regular exhibitor at Africa's Big Seven."

Last year, the Malaysian External Trade Development Corporation (Matrade) brought 12 companies to exhibit at AB7. They attended 175 business meet-

ings during the show, and concluded almost R22m (US\$2.44m) in sales of popular products such as palm oil products, edible gelatine, pre-mixed coffee, dried fruit and frozen fruit cakes.

One Malaysian exhibitor, Soy Asahi Food Service, displayed its popular marinades for grilled meat and seafood, offered in a variety of flavours. All its products are Halaal certified.

"I saw huge potential for my products at Africa's Big Seven as there is great demand from Africans who are big meat lovers," says Bernard Cheah, a Director of Soy Asahi Food Service. "We generated over 50 leads and we are still in contact with those companies, most of them from South Africa, Botswana, Lesotho and Ghana."

Regular Malaysian exhibitor Oya Sweets, also Halaal certified, is already well known in South Africa for its high quality sweets, and had great customer response at the show.

"We attracted many good leads, especially from neighbouring African countries," says Batuhan Koksai, the company's Production Manager. "Africa's Big Seven is always a success for us."

AB7 provides a powerful networking platform for the world to find business in Africa. This seven-in-one trade show incorporates several related exhibitions, including the Pan Africa Retail Trade Exhibition, AgriFood, FoodTech Africa, DrinkTech Africa, Interbake Africa, Retail Solutions Africa and FoodBiz Africa. The Halaal pavilion will again form part of the Expo as a major attraction for companies interested in the latest Halaal products.

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Cape exhibition industry continues to grow, but is under threat



Cape Town International Convention Centre (CTICC.)

DURING 2014, the exhibition industry in the Cape experienced continued growth with high levels of interest from international companies and organisers looking to launch into the African markets. However, this growth was threatened by the limited size of Cape Town and surrounds' major venues. The pending expansion of the CTICC and the new venue at Century City will go a long way to lifting this threat, and see many new and larger conferences and exhibitions making their home in the Mother City over the next few years.

This is the view of Andrew Keymer, director of 3D Cape, a major supplier to the exhibition industry in the Western Cape and one that has quadrupled in size in just four years.

Acquired as a going concern in 2010, it is one of the operating arms of the 3D Group, the turn-key exhibitions and events company with international affiliation and that received seven EXSA awards in 2013 for excellence in stand design.

The Mother City business focuses on exhibition stand design and construction as well as shell and event infrastructure and services including furniture hire and the provision of audio visual and electrical services.

Major events for which it provided full

infrastructure during 2014 included African Utility Week, Career Indaba and African Education Week (all for client Spintelligent,) Cape Town Book Fair (for Thebe Reed Exhibitions,) World Travel Market (for Thebe Tourism Group,) Hostex Cape (for Specialised Exhibitions,) Windaba (South African Wind Energy Association,) Mama Magic (for Exposure Marketing,) Huntex Cape (for Huntex) and Hobby X Cape Town (Expo Trends.)

However, Keymer ranks securing the contract to build Design Indaba 2015 as the year's most rewarding moment.

"The appointment to build Design Indaba 2015 was, and will continue to be, an extremely exciting milestone in 3D Cape's history, as it brings us alongside the international design industry," he said. "We are working closely with organiser Interactive Africa on this very prestigious international event, and are looking forward to a great show in February 2015."

Keymer admitted that the biggest challenge his team faced during 2014 was coping with a dramatically increased workload – a problem many other industry participants would have loved to have shared!

"With the increased number of shows that we handled in 2014, our equipment levels came under enormous pressure and this real-

ly tested our ability to respond and manage projects. Thanks to considerable investment in infrastructure and systems, and invaluable support from other group companies, we came through with flying colours.

"One of the developments that truly made a big difference was the implementation in early 2014 of a customised IT system. This provided us with real-time, live visibility of all our projects literally 'at our fingertips' and meant that actually keeping track of and project managing the volume was actually an easy task," he said.

According to Keymer, two of the trends characterising the industry are that event organisers are demanding higher and higher levels of service, plus they expect greater levels of communication given the ever increasing connected environment in which we work and play.

In anticipation of these, 3D Group has launched its on-line services portal, which enables it to manage and service ever increasing volumes in a seamless manner, while simplifying the organiser's interface with company exhibitors.

"The portal has been well received by our organiser clients and is a testament to our philosophy of partnering with them for the long-term to improve the company exhibitor experience of the event, as well as that of the visitor.

INDUTEC: A Springboard into Africa

Continued from P26

exhibit at PVP Africa 2015 because we heard this event will help us introduce the company and its products to African markets, and expand our business," says Rinalda Panpoonsub, the company's International Sales Executive. TGPRO manufactures stainless steel pipes, tubes and sheets, and will exhibit its current range of industrial and decorative products. These include high-grade stainless steel 304 and 316L industrial pipes, sanitary tubes, heat exchanger tubes and ornamental tubes.

Another first time exhibitor, Franklin Fuelling Systems Limited, is a world leading supplier of complete fuelling systems. The company will launch its new storage tank overflow protection device, UPP submersible pumping systems and fuel management systems to Af-

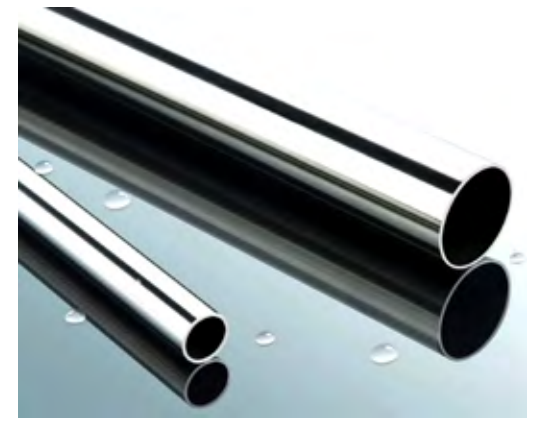
rican business.

"We decided to exhibit at INDUTEC because the PVPA expo has major synergy with allied industries such as petroleum," says Natasha Pratley, Marketing Executive for Franklin Fuelling Systems. "Our brand fuel management product range includes sensors, probes and consoles which together provide continuous inventory monitoring and tank testing through proven magneto-strictive probe technology," adds Pratley.

Magnetostriction is a property of ferromagnetic material that causes it to change shape or size during the process of magnetisation.

Regulars return again

Spanish manufacturer Sera ProDos SA returns to PVPA in 2015 for the third time, to launch its new dosing systems. It supplies



High-grade stainless steel industrial pipes

a range of precision chemical dosing systems and metering pumps with many accessories available.

"We decided to return to PVP Africa 2015 for brand exposure and networking; we always find new customers at these shows," says Marco Josephs, General Manager. "The expo also helps to grow the pumps industry by raising

awareness of business opportunities amongst potential investors."

Multi-sector support

"INDUTEC is traditionally endorsed and supported by 33 leading professional associations and organisations, making it the leading showcase for industry on the continent," concludes show organiser John Thomson.

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Deloitte and WC Government partner to boost Western Cape business



Andre Pottas (left) answers questions at the launch of the Western Cape Funding Fair today, and he is flanked by Western Cape Minister of Economic Opportunities, Alan Winde.

Call for applications for Western Cape Funding Fair 2015

IN response to the pressing need to accelerate economic growth and job creation, the provincial government of the Western Cape has joined forces with Deloitte to launch a new initiative, the Western Cape Funding Fair. The event aims to kick-start business initiatives across the province and provide impetus for job creation in both urban and rural areas by facilitating face-to-face contact between project promoters, entre-

preneurs and various funding institutions.

This week Deloitte and the Western Cape

“... project funding is a stumbling block for many entrepreneurs. Through this Funding Fair ... we are aiming to address this.”

Department of Economic Development and Tourism (DEDAT) announced a call for applications via the official website www.westerncapefundingfair.co.za. The inaugural Western Cape Funding Fair will be held at the Cape Town International Convention Centre on 18 March 2015 and will provide a unique platform for Western Cape-based bankable, sustainable, profit-seeking projects and businesses that require a minimum of R10m in funding to connect with funders.

Alan Winde, Western Cape Minister of Economic Opportunities, says he is confident that the Western Cape Funding Fair 2015 will go a long way in assisting budding entrepreneurs. “We know that project funding is a stumbling block for many entrepreneurs,” he says. “Through this Funding Fair, which is a joint initiative between government and business, we are aiming to address this better, together.”

The Western Cape Funding Fair also aims to educate and empower project promoters and entrepreneurs on the holistic approach and processes to follow in turning ideas into bankable business plans. These plans have a higher probability of attracting the right type of funding and investment.

“Put simply, the rationale is to get as many project promoters in front of as many possible funders and investors in a focused one-day session,” Marius Alberts, Deloitte Western Cape regional leader, explains.

Increasingly, entrepreneurship is being viewed by both government and the private sector as the primary means to drive economic and social development. Recently the Western Cape Government announced that

30,000 entrepreneurs had accessed its small business support services in the past year. SMEs are seen as key in tackling the country's high unemployment rate, with the National Development Plan envisaging that about 90% of jobs will be created in small and expanding companies by 2030.

“We encourage businesses from all over the province and across a broad range of industries to enter,” says Alberts. “Targeted business sectors include, but are not limited to, ICT, clothing, the green economy, agro-processing, oil and gas, tourism, aquaculture, metals and engineering, as well as business process outsourcing.”

The application process for funding closes on 31 January 2015. The Western Cape Funding Fair comprises three elements, namely project pitches, entrepreneur-focused presentations and an exhibition on 18 March 2015:

- The top 50 qualifying entrepreneurs and project promoters will be given the opportunity to pitch their business propositions and funding requests to a panel representing major funding bodies. These sessions will be closed to the public.

- Topical entrepreneur-focused presentations will be held throughout the day and the full programme details are available on the website.

- Various funding institutions will exhibit at the Fair to promote their business products and network with other attendees.

The public may attend the topic presentations and exhibition free of charge, and are required to register via the official Western Cape Funding Fair website for access.

After the event funders will have the opportunity to hold one-on-one follow-up meetings with projects that interest them at Deloitte in Cape Town.

Qualifying projects will be contacted by 16 February 2015 and will be invited to attend preparation workshops in early March.

Do you want to take your project or business to the next level?



The Western Cape Funding Fair 2015

Empowering economic growth and job creation

A partnership between Deloitte and the Department of Economic Development and Tourism

18 March 2015
Cape Town International Convention Centre

Open to projects based in the Western Cape that require R10 million or more in funding

Applications close 31 January 2015!

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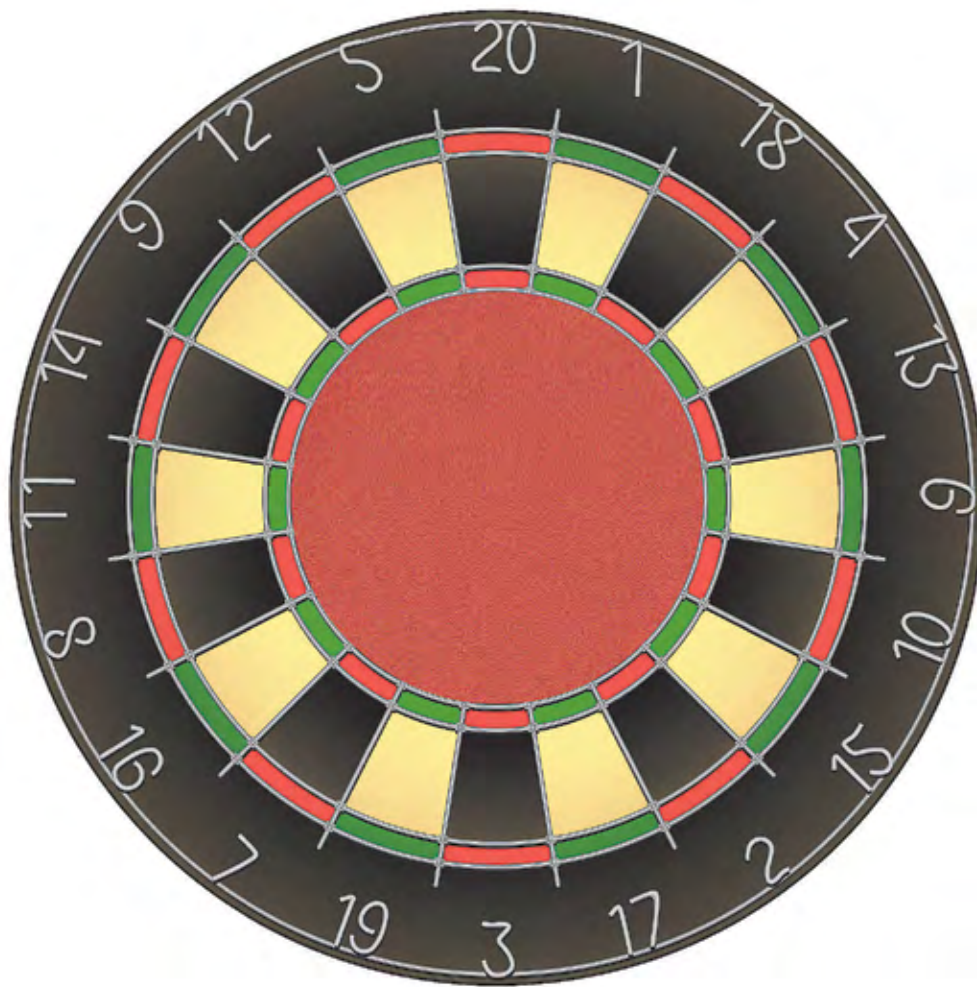
ing to allow you to buy out a competitor or partner or develop a new division.

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We see trade and asset finance differently

Two noteworthy tax changes effective from January 1st, 2015

TWO noteworthy taxation amendments come into effect on the 1st of January 2015.

The first tax amendment relates to the deductibility of interest paid to a person who is not liable to tax in South Africa, for example non-residents. The section in question, section 23M of the Income Tax Act, intends to protect the South African tax base by limiting such deduction. Views have been expressed that the limitation could deter foreign direct investment into South Africa. For example, local subsidiaries could suffer higher effective tax rates as a result.

Based on the principle that tax laws should not interfere in the markets, section 23M applies where a 'controlling relationship' between the debtor and creditor exists and includes back-to-back arrangements.

Initially it was proposed that only a 20% holding of equity shares or voting rights was re-

quired to establish a controlling relationship. Institutional investors (including retirement funds and long-term insurers), amongst others, raised concerns that the threshold was too low and could have unintended consequences for certain taxpayers.

This resulted in the latest proposal which increased the 20% threshold to 50% to ensure that the section addresses what it should.

In the context of section 23M the Minister of Finance has also amended the definition of debtor or to, in addition to the inclusion of "a person that is resident", include a non-resident with a permanent establishment in South Africa in respect of debts effectively concerned with the permanent establishment. These non-residents could therefore also be subject to the interest deduction limitation envisaged by section 23M with effect 1 January 2015.

The second tax amend-

ment relates to transfer pricing adjustments. Section 31 of the Income Tax Act, requires a secondary adjustment to be made which is currently treated as a deemed loan. The secondary adjustment will, with effect from 1 January 2015, be treated as a deemed dividend in specie, and be subject to a dividend tax of 15%.

For example, where a foreign-based holding company buys good from a South African subsidiary at below value, the primary adjustment reflects this in the taxable income of the local subsidiary. Goods sold at 60% of value will increase taxable income to 100%.

The difference between the full price and the undercharged price is currently treated as a deemed loan. An arm's length rate of interest is imputed on the deemed loan which is then subjected to tax.

The move from a deemed loan to a deemed dividend is more

practical and easy to administer as a deemed loan is never repaid in practice and there is no contractual obligation to do so. Deemed loans also create uncertainty in terms of accounting treatment and exchange control.

Disputes with SARS are likely to arise over the impact of the new dividends tax in terms of, amongst others, the potential for double taxation that may arise where the secondary adjustment is in relation to interest or other charges that attract withholding tax.

To 'remove' or 'clear' existing deemed loans, it is proposed that deemed loans in existence prior to and not yet paid on 1 January 2015 be treated as dividends in specie. These dividends will be deemed to have been declared and paid on the last day of a period of six months following the end of the year of assessment in which the adjustment is made.

10 top tips for saving for your child's education

By Lisa Griffiths, Financial Advisor, and David Crossley, Wealth Manager at BDO South Africa



FOR many prospective parents, the burden of providing for a child's education becomes more and more of a challenge as costs escalate and the general level of public school education appears to deteriorate. It is not uncommon for a public secondary school to charge an annual fee of R30,000. This is R150,000 over five years, not allowing for increases.

Nursery and primary education are no less expensive and parents wanting to ensure that their children receive the very best are going to have to dig deep to make financial provision for these expenses. Here are some examples of what a degree will cost on a yearly basis:

1. Medicine (5 years) – R52,000 per annum for five years escalating at 10% per annum – R317,465 (Fees only)
2. Engineering (4 years) – R45,000 per annum for four years escalating at 10% per annum – R208,845 (Fees only)

So how do prospective and existing parents plan to provide for this essential part of their children's upbringing?

Here are 10 helpful tips that will go a long way towards easing the burden.

6. **Growth Assets**

1. Start putting aside funds from your child's birth

You only have six years before the child commences school. In these six years, you can build a substantial fund. Remember that generally, the older the child gets, the more expensive the annual costs become.

2. Cutting your coat according to your cloth

It just may be unrealistic to save for primary, secondary and tertiary education. Remember that whilst nursery and primary education are important, they provide the foundations for the important secondary and tertiary levels and there are excellent low cost alternatives for public primary and secondary schooling. It is a myth to say that there are NO good public schools – you just have to find them. Focus on putting together a sum for tertiary.

3. Take advantage of Fundisa

This is a government sponsored, education savings scheme. Households earning less than R180,000 per annum are eligible for this benefit, which is used to fund a child's tertiary education.

4. There are a number of affordable, flexible investment vehicles on the market

The real magic is to decide on a disciplined approach to the challenge and set up a monthly debit order to assist you with the discipline and frequency of saving.

5. Family Resources

Encourage grandparents, godparents and other family members to add their contribution to the plan, in place of gifts at Christmas, birthdays and

other events. Suggest to grand-parents and god-parents that the best legacy they can offer your children is a contribution to their education. This can even extend to a testamentary legacy in their Will and what a wonderful gesture that would be.

Putting money in the bank is one thing, but interest rates do not realise the sort of growth that such a savings plan demands. A competent financial planner will advise you that the investment should be in assets that are going to grow and to this end, he will likely as not recommend something with growth potential without a very high risk. After all, if you start early enough, an equity based investment linked to the JSE will ultimately reward you with an above average growth rate.

7. Invest in your own name

Whilst it is your child that will ultimately benefit from your prudent savings, it is your money and you should exercise whatever decisions that need to be taken to make it work for you.

8. Involve your child

Children need to be taught the value of money and the necessity to save for eventualities. Involve them in the finances and show them what you are doing for them.

9. Take advice

History has shown that people who make use of a financial adviser do 25% better than those who do not.

10. Evaluate your plan

Circumstances change as the years go by and what was a good plan last year may be insufficient this year. Involve your financial planner in all aspects of your educational savings on a yearly basis. The only real legacy you can provide for your children in order to help them through the challenges of life is a good education – make sure that you start early enough to ensure that this becomes a reality for them and for you.

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Toyota Forklift scoops German Design Award Special Mention 2015 and Good Design Award 2014

THE new 8 series 3.5 – 8.0 ton engine-powered forklift won the prestigious German Design Award Special Mention for 2015; the first lift truck to ever receive this accolade. The new 8 series was selected for the Special Mention award from 2,250 nominated products.

The company calls the Toyota Forklift 8 series a stylish workhorse powered by Toyota's in-house built diesel engine, which is a unique feature. "Robust and strong, Toyota Forklift will deliver high reliability in operations, while still looking good."

Behind the internationally reputed German Design Award stands the German Design Council, currently celebrating 60 years of identifying, presenting and honouring unique design trends, with the explicit aim of advancing the design scene.

Toyota Forklift products have also

received praise from other high-ranking design bodies, such as the respected Japan Institute of Design Promotion and saw the new 8 series walk away with the Good Design Award 2014 from the globally

esteemed institute.

Having won some 25 design awards to date, Toyota Forklift is proud to be part of that design scene.

Toyota Forklift, a division of Eqstra Industrial Equipment is the sole distributor of

Toyota forklifts, BT, Raymond and Flexi warehouse equipment in Southern Africa. Toyota Forklift also celebrates 30 years of partnership with Toyota Industries Corporation and Toyota Tsusho Corporation this year.



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MAS completes move to JSE main board

THE listing of MAS Real Estate (MAS) was moved on 18 December from the AltX to the property section of the JSE's main board following the substantial expansion of its operations in 2014.

MAS CEO Lukas Nakos said the main board listing was expected to bring considerable benefits for the company. "In particular, the increased visibility should improve the liquidity of the traded share and further strengthen the positive standing MAS enjoys among investors." MAS reports its results in euro and also pays dividends in euro. This rand-hedge counter has declared dividends twice a year ever since its first full year of operation.

MAS was established in 2009 as an initiative of certain large South African property investors keen to diversify their holdings into overseas markets. Its main shareholder is JSE listed Attacq, while the Merteck group and Sanlam maintain substantial holdings.

In preparation for its move to the JSE main board,

Continued on P37

Warehouse management and outsourcing

IN our experience when working with businesses looking to maximise their costs and reduce their risks within their supply chain, many businesses have been surprised how significantly optimised warehousing can influence this. It is often one of the most underutilised effectiveness initiatives available. We help businesses leverage this opportunity.

Outsourcing in any industry has grown significantly over the last decade for three fundamental reasons:

- Businesses outsource operations that don't form part of their core business – thereby allowing them time

and energy to focus on where they are strong, and leave non-core functions to the experts.

- Businesses benefit from shared resources in an outsourced environment, with the benefit of not having to manage human resources challenges.

- Businesses benefit from the specific expertise that a dedicated outsource partner can bring to their business, thereby reducing the learning curve and maximising the effectiveness.

Although attractive, there are some unique challenges businesses face when looking to outsource any aspect of their supply chain. Some of these include

their current infrastructure, their current staffing and their legacy systems. Any one of these could prevent businesses from even considering the idea – and this is often at the cost of some major opportunities to reduce costs and risk.

Here's why. A supply chain, like any other chain, is only as strong as its weakest link. This link is often the warehouse. Businesses struggle with challenges ranging from staff issues to overstocked warehousing to underutilised resources to aging systems. These problems manifest themselves everywhere along the supply chain, and their knock-on effect

and cost implications are significant.

With aging systems, businesses fail to compete – and their supply chain as a result is often caught up in the reality of the status quo created by aging infrastructure and technology. Value Logistics continue to invest significantly into the technology, processes and people that enable efficient supply chains. Not only do Value Logistics offer fully owned end-to-end supply chain solutions where we control own and manage each part, more specifically we offer state-of-the-art facilities backed by leading

edge technology and professional people.

What Value Logistics are saying is this: If you believe that warehousing is only about space, then there is never a good time to make the shift.

If you believe that outsourcing your warehouse management is about expertise and system, you may make a step in the right direction and find a partner. But when you realise that outsourced warehouse management is about space and people and systems and structure – and is central to your supply chain efficiency – then you are likely to give us a call.

PPC De Hoek's partnership with Linde Forklift



The four -D's that were recently delivered to PPC de Hoek - testament to the partnership between PPC and Linde. (Left Sheldon Uys/Branch Manager : Linde CT; Elzet van Jaarsveld/Area Sales Manager : Linde CT; Rodney Campher : Despatch Manager, PPC and Frank Scheun : Operations Trainer, PPC.)

FIVE years have passed since the Linde H70D were delivered to the PPC de Hoek site and in this time, combined

with its virtually maintenance-free direct hydrostatic drive that played a major part in the reduction of tyre wear, resulted in the first tyres only being replaced after 8,000hrs of use.

According to the company, Linde Material Handling's virtually maintenance-free direct hydrostatic drive delivers seamless acceleration, reversing and precision load handling.

"In fact, there simply isn't a better alternative to Linde forklifts' unique engine and transmission combination. Others have tried, but after 50 years of continual improvement, Linde engineers have elevated their hydrostatic drive system to a level of performance, which puts it in a class of its own," says the company's spokesperson.

The cost efficiency of Linde forklifts is also enhanced by many features built into every model, including exceptional ergonomics that minimise operator fatigue and hence the risk of accidental damage and by durability.

Linde is proud to be a supplier of PPC de Hoek and congratulate them on receiving their four H70D 396 Series fork trucks.

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Mobile racking in South African fruit stores

TRADITIONALLY pallets of packed fruit were stored by securing steel corner posts to each pallet and then storing another level of pallets on top. While doubling store capacity, this form of block storage effectively prevented stock rotation, increased stock damage and in some situations prevented adequate cooling. As fruit packaging became further differentiated, accessing stock quickly for an order became practically impossible.

Pallet racking was introduced into existing fruit stores to solve these problems. "Drive-In" racking made better theoretical use of the chilled space and reduced product damage. However the accessibility problem was not solved leading to "drive-in" lanes being only partially utilised for immediate access to individual product lines. The alternative was to use fixed selective racking, giving immediate access to every pallet but greatly reducing storage capacity.

Mobile racking was first used in 1997 in fruit store outside Grabouw in the Western Cape. The mobile bases were 30 pallets long and stacked four pallets high with a top beam level of 8.251mms. Designed to take a combination of 2,200mm and 2,400mm pallets with a maximum weight of



Pallet Support Beams are important, as most South African fruit pallets are disposable.

1,000kgs, the pallets were stored with the 1,000mm side facing and the 1,200mm side in the depth of the racks.

What is mobile racking?

Mobile racking consists of special rails that are laid in the floor during construction.

Rails can also be retrofitted in existing rooms providing the floor is suitable by levelling the rails on the existing surface and pouring a 150mm reinforced slab. A low ramp is needed at the entrance. The mobile bases run on the rails and support pallet racking which is

specially designed for use in a mobile application. The bases are motorised and energy efficient. Maximum tonnage per base varies, but should not exceed 360 tons. In larger stores mobiles are arranged in banks of up to ten bases, each with its own moving aisle. The bases are controlled either by push buttons, remote control, or by an interface with the warehouse management system. An access aisle is created at the push of a button.

Safety measures include photoelectric beams down the length of each base and across the front of each mobile bank with

additional emergency stops. To move one or multiple bases takes approximately one minute twenty seconds. Mobiles are designed to give lighting signals so that the lights come on only in open aisles. This results in energy savings as each light produces heat which must be removed by the refrigeration system.

The first phase of the Grabouw facility stores 2,504 pallets on a floor footprint of 40.3m by 33.8m or 1.84 pallets per square meter. The possibility of pallets breaking was removed by using a pallet support or saddle beams in the middle of each pallet slot.

These were painted yellow to assist with pallet placement especially on higher levels and increase rack strength. Another challenge arose when packed fruit stores remained in use for extended periods. Improved ventilation in the mobiles allowed packed fruit to be chilled and store temperatures were reduced to around 0°C. Frost heave, caused by moisture freezing under the floor, is not good for mobiles and recent installations have under floor insulation and heater mats to make sure this doesn't happen.

"Sixteen years after the Grabouw installation the advantages of using mobiles in fruit stores has become appar-

ent. More expensive than "fixed selective" or "drive in," mobiles can increase the practical capacity of a store by up to 75% or 80% while still giving immediate access to every pallet. If the total cost of a proposed fruit store is divided by the practical pallet capacity the mobile option can be surprisingly competitive," accord-

ing to the Barpro Storage SA team.

Recently, mobiles have been installed in smaller stores, three and two pallets in the height with capacities of less than 450 pallets. Moving aisles have been widened to allow for the use of counter-balanced trucks and pallet bays extended allowing the placement of three pallets

on the longer 1,200mm side. Maximum pallet weights have increased to in excess of 1,300kgs and storing five pallets in the height is now possible.

Pallet heights have increased with the standard now set at 2,450mms for a high cube pallet making the top beam height for four pallets of 8,479mms.

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MAS completes move to JSE main board

Continued from P35

the investment adviser was recently absorbed into the company.

By the end of the year MAS, also listed on the Euro MTF Market of the Luxembourg Stock Exchange, will have trebled the size of its portfolio of commercial and industrial properties in the UK, Switzerland and Germany from the equivalent of R900m to just under R3bn.

As part of the expansion programme, it has just completed the acquisition of a 20 ha income-producing industrial warehouse and office park complex in the market town of Chippenham in the UK's West Country for approximately EU-R40m (about R575m.)

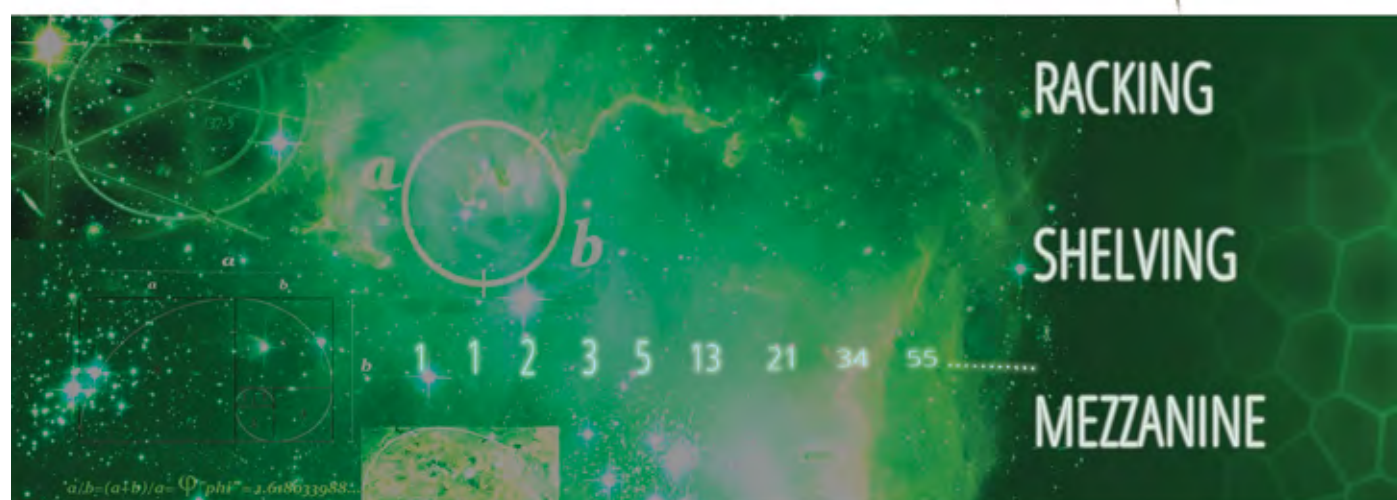
Nakos said that by the end of 2016,

Continued on P38

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MAS completes move to JSE main board

Continued from P37

the company aimed to have 90% of its portfolio in income-producing assets and the balance invested in development and value-add opportunities.

The recent growth spurt followed MAS's private placement of shares in February this year when, because of the demand from some of the country's foremost financial in-

stitutions, it virtually doubled the number of shares offered and in the process raised R2,7bn instead of the R1,5bn originally envisaged. This money funded the acquisition programme in the second half of 2014.

Nakos said the acquisition programme will continue in the new year with the accent increasingly on income-generating properties.

IHS Forklifts supplies ESCO's heavy-item handling

IHS Forklifts, a division of APC Group of Companies, has catered for the heavy-weight material handling requirements of ESCO Corporation's Postmasburg repair facility through the provision of a new CHL 10-ton diesel forklift. The forklift will provide both lifting functionality as well as haul massive trolleyed loads weighing up to 45 tons for the company's high-weight

handling operations.

With a core business revolving around the repair and refurbishment of heavy industrial and mining vehicle attachments, such as jaw crushers, buckets, mechanical shovels and excavators, ESCO Corporation's Postmasburg facility is optimised for large, bulky item handling.

A 90-ton gantry crane erected just outside the building loads and

offloads steel parts and machinery delivered to the facility. The forklift then hauls these parts to the boilermaker, where they are cut to the necessary specifications, before handling and manoeuvring the part within a repair bay while it is being welded into place on the item being repaired. The facility has a floor space of 2,000m².

"We relied on IHS Forklifts' knowledge and

expertise of material handling warehouse applications to provide a forklift that would meet our handling requirements, and their solution delivers exactly what our application needed," explains Rias Rabie, Branch Manager, Kathu ESCO Corporation.

The CHL Forklift, a recent addition to IHS Forklift's material handling solutions catering for loads up to 16 tons, has simplified the electronic infrastructure specifying operational parameters, providing a more robust, durable working machine that is ideal for harsher warehousing

and logistics conditions. Streamlining the electronic components of the machine has not only produced a forklift more tolerant of arduous operating factors, it has decreased its cost of production. "These innovations allowed us to offer a forklift solution that was significantly more price-competitive than the other bidders ESCO Corporation had approached," explains Gus Kruger, General Manager, IHS Forklifts.

This also reduces the more complex servicing requirements of more electronically intense machines, lowering both maintenance expenses and downtime.

On the Dot clinches The Foschini Group e-commerce deal

E-commerce logistics giant On the Dot announced its appointment as supply chain partner to TFG (The Foschini Group,) from their new state of the art warehouse facility in Epping Industria, Cape Town.

TFG, regarded as one of the foremost fashion lifestyle retail groups in the country, offers a range of seventeen prominent household and fashion brands.

Chief executive of On the Dot, Koos Pieterse says, "TFG's success speaks for itself and we're very proud to be associated with them. They're an incredibly dynamic and opened-

minded company with a passion for innovation. The group will initially be taking @home and hi-online into an ecommerce environment. Once the platform has been tried and tested, their other brands will follow."

Andrea Agostini, head of transport and engineering for TFG Logistics says that the decision to work with On the Dot was easy. "eCommerce success is hugely dependant on logistics, fine distribution and managing returns and On the Dot's industry experience and state of the art warehousing and distribution facilities all form critical components of our ecommerce offer." He went on to say that for TFG, the customer experience and fulfilment of an online sale is paramount. "Most importantly, the ability to offer same-day delivery will prove to be a competitive advantage."

With over 2,100 brick and mortar stores and trading from an equivalent of more than 550,000m² of retail space, the decision to go online was a natural evolution for the group explains Agostini. "TFG wants to offer its customers an omni-channel retail experience. We believe that the market is ready to go online. The ease with which our customers are already using technology to communicate with their favourite brands creates an opportunity for TFG to meet the growing expectations of our customers."

Same-day delivery in the Western Cape and Gauteng will be managed by KNUP, a division of On the Dot that has been purpose built for ecommerce distribution.



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Bodily mysteries

Continued from Back Page

in the know tell us that dogs under the age of 6 months are not likely to yawn when faced by a human yawn. Older dogs do, but only if it is a ‘genuine’ human yawn, not merely a wide opening of the mouth. Interestingly, after copying a human yawn, dogs become relaxed and sleepy!

All sorts of reasons have been put forward to explain yawning – from a way to cool the brain to it being a way of keeping a group of animals alert – but as far as I can tell, there is as yet still no consensus of opinion. There is some evidence that yawning increases the individual’s state of alertness (that’s certainly not my experience) and it has been noted that paratroopers tend to yawn before jumping. Not very convincing evidence!

Covering your

mouth during a yawn is common practice – partially from age old beliefs that opening the mouth too wide could cause the escape of the soul or the entry of evil spirits, and

known to result in penalties for contempt of court!) Or, perhaps, we’re scared someone might mistake us for a paratrooper. By the way, the act of yawning and simultaneous body

or Trivial Pursuit. Another bodily mystery has always been the unknown function of that troublesome little organ, the appendix. Now, it would seem



probably because we want to hide the fact that we are bored. (A loud, unprotected yawn in court has been

stretching – a delicious manoeuvre – is known as pandiculation. A useful word to know if you’re playing Scrabble

that the tube like little sac at the junction of the small and large intestine does indeed have a role to play – as a

storage place for useful intestinal bugs (or, to put it more genteelly- ‘intestinal flora’). Or, as researchers at Duke University put it, the appendix serves as a ‘safe house’ for beneficial bacteria in the recovery from diarrhoea or cholera.

Thanks to powerful modern antibiotics appendicitis is no longer quite as life threatening as in the good old days, but it remains a potentially serious problem and it is notorious for striking at the most inopportune moments such as just before a final exam or during your honeymoon. Lone yachtsmen or wilderness explorers have an understandable fear of suddenly developing severe right-sided lower abdominal pain with nausea, and some even choose to have a pre-emptive appendectomy before setting out into the wilds.

In April 1961, at the Novolazarevskaya Station, deep in the Antarctica, Russian Dr Leonid Rogozov was faced with just this sort of problem: a definite case of appendicitis, complicated somewhat by the fact that the inflamed organ was his own!

So, with typical Slav toughness and with the aid of a mechanic as assistant, local anaesthetic and a mirror, the brave man set about removing his own appendix. In one of the historic photographs taken at the time, there is an obvious large coffee mug on the operating tray; and one can’t help wondering if this possibly contained just a little medicinal vodka!

A life-saving procedure in the Antarctic is perhaps understandable, but American surgeon, Dr Kane, decided to remove his own appendix when there were perfectly competent colleagues available.

He was no stranger to self-surgery, having previously amputated one of his own fingers. At the age of 70 he repaired his own hernia although, as a slight concession to his age, he allowed a colleague to assist him. Dr Kane was also famous for tattooing the initial “K” on his patients – in Morse code! A dot-dash doc.

My wish for all readers is that the best of 2014 is the worst of 2015.

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Taking on the tough times

How was your Christmas tree? Did your sparkling lights escape the load-of-bull-shedding by the cadres at Eskom? I hope so – and if not, I trust you still had a happy Christmas with fun, family and friends.

Sadly, it is true that our masters' incompetence is interfering with our lives and, more sadly and seriously, with our businesses. South Africa's businessmen and women, without whom, after all, there would be no taxes, no salaries and no South Africa, do face tougher odds than their competitors in better-run countries. Such were my thoughts when I chanced upon the story of Jimmy Dunne of Sandler O'Neill and Partners.

It was first published in The New York Times on 9 September 2006, written by the American business journalist Joe Nocera. Later it was included in a book by him, lent to me by a bagpiper for holiday reading: Good Guys & Bad Guys – behind the scenes with the saints and scoundrels of American business (and everything in between.) Penguin, 2008.

In 1971, James J. Dunne III was one of the three people who ran Sandler O'Neill, a small investment bank in New York. He was 45 and the junior member of the troika. The other two were Herman Sandler, a co-founder of the firm and Jimmy's mentor, and Christopher Quackenbush, the head of investment banking and Jimmy's best friend.

The firm was doing well enough, to the extent that Jimmy Dunne was thinking of focusing on other interests and playing more golf. As Joe Nocera relates it, "At 45, he had one foot out the door."

Sandler O'Neill had its main offices in the World Trade Centre on the southern tip of Manhattan Island – South Tower, 104th floor. Of the 171 people employed by the firm, about half worked there. On 11 September 2001 the employees at work numbered 83. Then the Islamic terrorist group al-Qaeda struck. In what became known as 9/11, hijacked passenger aircraft were flown into both towers and other American targets.

Of the 83 people at Sandler O'Neill's South Tower offices that day, only 17 escaped death. Among the 66 who were murdered by the terrorists were two of the three leaders: Herman Sandler and Christopher Quackenbush.

Jimmy Dunne survived because he wasn't there. In line with his recent thinking about work and life, he was playing golf well away in Westchester County, attempting to qualify for a tournament. But 9/11 still changed Jimmy's life, totally. Suddenly, without ever expecting it or preparing for it, he was the senior partner of the firm. What was left of it. Gone were the thoughts of golf and other interests. Now his commitment to Sandler O'Neill was fierce and intense. He was "more committed to his work than anyone I'd ever known," wrote Joe Nocera.

The people were gone, the offices were gone, the documentation was gone, the com-

puter systems were gone. Was it even possible to survive? Jimmy was determined that it was. Says Joe, "There was something so raw about him then, so fierce, as if his life truly depended on rebuilding Sandler O'Neill."

He was everywhere and doing everything, comforting the families of those who died, writing eulogies, hiring equity traders – of the 24 traders, only four survived – eating humble pie and asking competitors for help, doing a TV interview to deny rumours that Sandler O'Neill was closing its doors. Those doors that remained.

None of which made him Mr Nice Guy. "He's not always the most patient listener," said Michael Lacovara, a new recruit who by 2006 was joint chief operating officer. "And I think he believes he thinks he can do anybody's job as well as they can do it themselves." But, he added, "if on September 12, 2001, he hadn't felt that way, we wouldn't be here today."

Said Marc Maltz, who worked with the firm for two years after 9/11 as managing partner of the Triad Consulting group, "He made decisions that gave people confidence. Once Jimmy worked it through in the first 48 hours and concluded that the firm would rebuild, he gave it the kind of leadership that was necessary."

Jimmy and the other surviving partners – also suddenly saddled with serious new responsibilities – made two instinctive decisions in those chaotic first days that would later characterise the rebirth of Sandler O'Neill.

Firstly, the firm would take care of the families of the murdered employees. For five years all those families would continue receiving full company benefits. A foundation was set up to pay for the education of the 71 children who had lost a parent. The firm paid for years of psychological counselling for family members as well as surviving employees.

In addition, for the remainder of 2001 Sandler O'Neill paid out all the salaries and bonuses of the murdered employees as if they were still alive and working. On top of that it repaid all the capital of the dead partners to their families, even at the cost of depleting the firm's own capital. And as outstanding deals were being completed, or trades were done in late 2001, the money the firm made was shared with the families of the deceased partners who had worked on those deals before 9/11.

From the point of view of a business trying to make a profit, these decisions may seem overly generous, but they were driven by the culture of the organisation. While bosses often claim, "we are all one, big family here," it was true of Sandler O'Neill: the firm was founded by friends, who hired other friends.

The second instinctive decision was a moral one. On the one hand Jimmy was determined that the terrorists would not suc-

ceed in destroying them, and the survivors believed the victims would have felt the same. On the other hand, it provided a purpose, a motivation to the survivors – to do something after the trauma of 9/11 that felt really important.

"The organisation had such a deep sense of moral purpose," said Maltz.

These actions, the generosity and the moral determination, created motivation and drive within the firm and much goodwill outside it. Everyone was rooting for Sandler O'Neill to make it.

When Joe Nocera interviewed Jimmy Dunne five years later, for the 9 September 2006 article, he found that the overpowering intensity had somewhat relaxed. Sandler O'Neill had not only survived and recovered; it had also become a bigger and stronger firm.

"It was like we were in a cave, and we were making decisions without having any idea what other firms were doing," remembered Jimmy. "And then we saw others doing the same things we did. Usually when you are a small firm, you wait to see what the big firms are going to do. But we didn't wait for anyone's lead. And I think that has given us the confidence to believe that there isn't a piece of business in our niche that we shouldn't compete for – and get."

ON THE CONTRARY



Pieter Schoombee

Shortly before the interview Jimmy Dunne had called all the partners together to take a decision on an important matter. He wanted to extend the company benefits to the surviving families of the 9/11 victims for another three years. His proposal was accepted unanimously.

"Why did you do that," asked the journalist. "We did it because we feel fortunate," said Jimmy Dunne, "more fortunate than when we first did it five years ago. It just felt like the right thing to do." And then, despite the five years that passed since 11 September 2001, his voice cracked.

I wish you success and happiness in 2015.
E-mail: noag@maxitec.co.za

Bodily mysteries

Yawning and the appendix

Strange bed-fellows, the above, but in a way they represent our uncertainty about common bodily functions and organs.

As noted in my last column, hiccoughs, goose bumps and sneezing are only partially understood physiological phenomena. The mechanics and neural pathways involved are mapped out by the clever people in the labs (those who are not in the cages) but not all the 'whys and wherefores' have been answered. Yawning is yet another good example of something that is well known, but less well understood. It is a form of a reflex that consists of the simultaneous inhalation of air (normally with a widely opened mouth) and the stretching of the eardrums, followed by the exhalation of breath.

The word 'yawn' comes from Old English 'ginian' or 'gionian' meaning to 'open the mouth wide', which in turn apparently is derived from the Proto-Germanic 'gin'. To me 'gin' and 'wide open mouth' makes

PAPA DOC

Peter Reinders

linguistic and eminent practical sense.

We know that yawning is associated with fatigue, stress, lack of stimulation and boredom, but why exactly do we do it? And why is it so contagious – even talking to someone who yawns at the other end of a phone can trigger a reciprocal yawn. It has been shown that we are not the only species susceptible to this strange reflex – baboons, guinea pigs, penguins, most fish, snakes and dogs are only some of the yawning species. Siamese fighting fish (a popular tropical fish-tank pet) only yawn when faced by another member of the same species or by the mirror-image of themselves.

Yawning dogs, in particular, have been studied in detail. Well, you gotta study something – not everybody is into nuclear or quantum physics! And those who are

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