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JUNE 2015

Barloworld to assemble Cat Generators in SA

The generators are supplied in kit form and assembled from scratch.



5

Engineering for clean water across Africa

A Tanzanian chemical engineer has won the first Africa Prize for Engineering Innovation with his specialised water-filtration system.



18

South African wines off to Peru

After a successful meeting with a Peruvian businesswoman, SA wine makers are expecting to be sending hundreds of tons of wine to this lucrative market.



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CAPE INDUSTRIAL SHOWCASE SPECIAL EDITION | 1 - 3 JULY 2015 | CTICC (See P15)

The irrepressible Mr Wiese



Retail tycoon and irrepressible investor Christo Wiese

It's difficult to comprehend that such bold global investment strategies can be concocted from an office tucked away in a factory precinct at the bottom end of unfashionable Parow East, but believe it. Fashion retailer Pep's headquarters in Stellenberg Road in Parow East is where retail tycoon and irrepressible investor Christo Wiese probably plots most of his investment decisions. And the man – who is clearly not a retiring seventy something – appears to be on a roll ... again.

Wiese originally built his fortune on low cost fashion store Pep, before branching out into other successful retail ventures like supermarket chain Shoprite (which swallowed Checkers and OK Bazaars along the way.) In recent years Wiese has broadened his investment outlook considerably – taking in, at various times, marine diamonds, gold mining, platinum mining, property, industrial supplies, technology and liquor (being once ranked as one of the biggest shareholders in KVV.)

Certainly he has enough investment laurels to rest on. But last year the restless Wiese – who purportedly is worth over R60bn – signalled his next big move by shuffling three of his key investments. This entailed Wiese moving his major stake in unlisted fashion retailing hub Pepkor – which owns the Pep and Ackermans chain – into furniture aligned conglomerate Steinhoff

International. This saw Wiese gain more shares in Steinhoff, a company in which he already held a significant minority interest after swapping in his PSG shareholding some years ago.

The Steinhoff deal also involved buying a large shareholding in Pepkor from specialist investment company Brait, where (yes, you guessed it) Wiese is also a major shareholder. Brait took payment for its shares in Pepkor in Steinhoff shares and in cold cash. With Wiese clearly a major influence at Brait, it should perhaps be no surprise that the substantial cash pile is not burning a hole in the company's pocket.

In recent months Brait has struck two key deals – snapping controlling stakes in international gym group Virgin Active and specialist UK retailer First Look. Both businesses appeal to Wiese's key investment criteria of being strongly cash generative with great profit potential and having respected management teams that are dominating vibrant trading niches. The collective value of these deals is worth around R28bn, and certainly elevates Wiese onto the world stage as a big league investor.

What is interesting is that First Look has strong growth prospects in France, Germany, Poland and especially China (cited as a priority market.) Although trading in a completely different market segment Pepkor's Pep and Steinhoff's fur-

niture retailing operations are also moving rapidly into eastern European markets – including Poland.

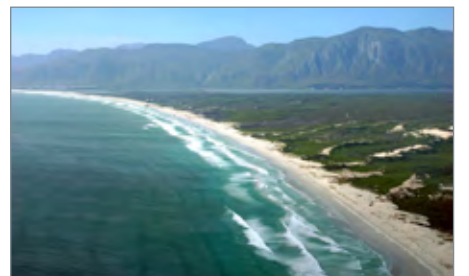
Watching Wiese – in conjunction with the highly-rated teams at Brait and Steinhoff – working his deal-making magic in international economies will be fascinating to watch. The financial muscle on Steinhoff's and Brait's balance sheets do allow considerable leeway for corporate action, and CBN suspects the next year or two could be busy ones for both companies.

On the other hand, Wiese also has plenty on his plate at his other 'smaller' investment interests. He is also the major shareholder in Cape Town-based industrial supplies conglomerate Invicta, which recently gained a foothold in the Far East with the acquisition of specialist engineering supplies and services business Kian Ann. There is persistent talk of the well capitalised Invicta chasing down more offshore opportunities.

Wiese is the chairman of mining conglomerate Pallighurst Resources, which holds interests in platinum, precious stones, base metals and luxury goods (via Faberge.) When the commodity cycle – especially in platinum – spins up again then Wiese (who has endured mixed fortunes in mining) might be keen for Pallighurst to play a key role in consolidating some of the smaller resources interests.

While Shoprite is well known for its strong African presence, there seems to be moves afoot by Wiese to also position his offshore property company Tradehold to capture new growth opportunities in the African retail real estate place.

Wiese is also – on a relatively small scale – involved as an anchor shareholder in newly constituted investment company Stellar Capital, which recently took an influential stake in struggling Cape Town-based asset manager Cadiz and holds control of retreat-based electronics manufacturer Tellumat. There have been suggestions that Wiese is using Stellar as a training vehicle to groom his children – two of whom serve on the company's board – in the ways of the investment world. But that's not to say Stellar won't throw up some inspirational activity in the years ahead. In fact, CBN would not bet against Stellar turning into a vibrant little investment vehicle that is willing to take to the less travelled roads in seeking out attractive deals.



Coastline near Hermanus.

For sale: Largest approved development on Hermanus coastline

South Africa's serious property developers are gearing up to bid for one of the largest pieces of approved development land to have ever been made available for sale along the exclusive Hermanus Coast Line in the Western Cape. Comprising of 46.026 ha (460,260m²) this prime development opportunity offers a total of 244 plots, of which 51 are on the water's edge.

This is according to Aubrey Miller, CEO of sealedbid.co.za, an online property sales platform that has been entrusted to bring this rare development opportunity to the market. Miller says that there is an undisclosed reserve price on the approved development land, and bidders have until 14h00 on 14 July 2015 to submit a bid. He notes that this is the first time an approved development opportunity of this size, in this area, with such a unique position, has been released to the market.

"Vacant land of this size on a sought after coastline with all the necessary development approvals in place is extremely rare and very sought after. Properties in the Hermanus area in particular offer an inherent capital appreciation, and as such we are expecting a rush of interest from not only local and national developers, but also foreign investors and developers.

"Property values along the Hermanus seaboard have continued to climb over the recent years, notwithstanding challenging economic conditions. A 4,000m² sea-front plot in Hermanus sold for approxi-

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Bowler thirsts for new business

PLASTIC packaging specialist Bowler Metcalf, based in Ep-ping, is reinventing it-self now that it can no longer be able to sip from lucrative supply pool agreement with former soft drink bot-tling subsidiary Quality Beverages (QB.)

As previously re-ported in CBN, Bowler opted to exchange its 100% holding in QB for a 43% stake in newly merged SoftBev, a R1.2bn a year soft drink bottling operations with operations in the West-ern Cape, Gauteng and KwaZulu-Natal.

While the deal al-lows Bowler to focus on its core competencies in packaging – as well as retain exposure to some of the potential upside in the soft drinks businesses – there will



be a profit outflow for the company.

Basically Bowler will lose the bottle blowing contract, which will now be undertaken in-house at SoftBev. The company, though, does keep the pre-forms supply contract with the old QB operations.

According to a cir-cular to shareholders Bowler stands to lose al-most R25m in operating profits from giving up the blown bottles agree-ment. It is envisaged that Bowler will give up the bottle blowing contract in September – although there are con-

tingency plans to con-tinue supplying blown bottles beyond that date if SoftBev's facilities are not up and running as scheduled.

The loss of the bottle blowing agreement comes at a time when Bowler is also wean-ing itself off one of its mainstay, multi-nation-al packaging clients after pricing dropped to levels that were no longer viable.

In other words Bowl-er – which termed the developments “the conspiracy of circum-stances” - needs to find replacement business...

and rather quickly too.

Officially, the new focus targets rapidly growing middle to high income group needs by committing the re-sources to new tech-nologies and solutions relevant to the local packaging market.

At a recent presen-tation during a general meeting of sharehold-ers, Bowler CEO Frie-del Sass stated there was still a massive op-portunity for specialist plastics packaging com-panies in South Africa.

He noted the ‘rigids’ market had collapsed with many players en-

gineering their own de-mise with irresponsible pricing policies.

“Gaps are opening up...the market is look-ing very interesting.”

Sass stressed that dur-ing the tough trading period for plastics pack-aging companies Bowl-er had grown its skills base as well as trained in new technologies and methods.

He said the compa-nies so-called Pipeline 1 on new projects was secured, while Pipeline 2 was 70% secured. The company has Pipeline 3 targeting the 2017 fi-nancial year. “It is our hope that we will weath-er the ‘conspiracy of circumstances’... there are signs of a pricing clawback and we think we have gone through the dip and things will get better.”

Sass notes that entre-preneurial ventures pro-ducing food, beverage and household items were also springing up and offering further new opportunities. “En-trepreneurs are estab-lishing brands in mar-kets we weren’t even aware of...”

Conservative hiring intentions for Q3 2015

SOUTH African em-ployers report conserva-tive hiring intentions for the July-September time frame, with 11% of em-ployers expecting to in-crease staffing levels, 5% anticipating a decrease and 81% forecasting no change. Once the data is adjusted to allow for seasonal variation, the outlook stands at +8%. Hiring prospects are 2% weaker when compared with the previous quarter and decline by 5% year-over-year.

Lyndy van den Barse-laar, Managing Director of Manpower SA, pro-vides insights into why the South African employ-ment market is expected to provide conservative opportunities for job seekers in Q3 2015, “The majority of companies are not necessarily look-ing to hire new candi-

dates during the third quarter of the year, which could result in the quar-ter on quarter decline. Paired with the country’s energy crisis, which is impacting negatively on

business productivity and expenditure, hiring inten-tions have also declined since this time last year. However, the energy crisis has created some opportunities for those

businesses and individu-als with the right skills sets and product and service offerings.”

Employers in four of the

Continued on P4



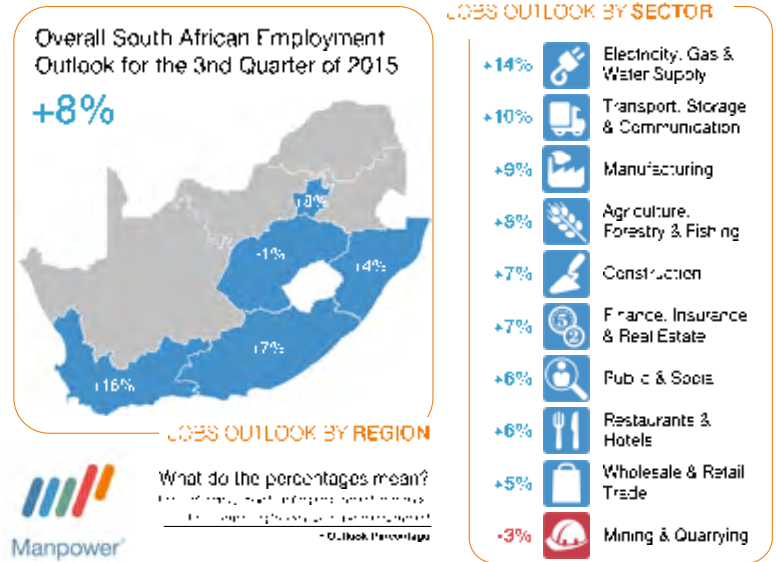
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The company's total turnover increased by 12% to R3.8bn and income increased by 14% to almost R3bn. The pre-tax trading margin was just under 4%, which is strong for a hybrid-supermarket retailer. The performance is commendable considering that 15% reduction in fuel prices during the trading period had a deflationary effect on income. It's worth remembering that these days fuel sales represent a considerable chunk of Kaap Agri's turnover. The bottom line performance remained stout with Kaap Agri's headline earnings increasing by 8%, but directors seem very confident about future trading because the dividend

Kaap Agri's directors did not offer a detailed

forecast for second half trading. They did, however, reiterate that due to the seasonal nature of clients' activities profits are not earned evenly throughout the financial year. But the directors appear to be leaning to another solid showing, noting that the generally positive sentiment - which supported Kaap Agri's business during the first six months - was expected to prevail for the rest of the year.

Saint Pie, which started in 1994, produces pastry products - mainly savoury pies - which are distributed to fuel station fore-



By CBN's calculations the acquisitions will add more than R700m to Rhodes' turnover this financial year and a great dollop of extra profits too.

Rhodes already has a pies and pastries production facility, which produces a range of pastry products under the Mag-

The company disclosed that Saint Pie was expected to generate revenue of about R60m in its current financial year.

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Sponsorship bears ‘fruit’

AIR Products South Africa has once again demonstrated its ongoing support of young agriculture students with the sponsorship of Inmed’s aquaponics unit at Carel de Wet High School in Vanderbijlpark, close to the company’s flagship production facility.

Inmed, a global children’s organisation, launched the unit in August 2013 in partnership with Air Products South Africa, in order to introduce students to aquaponics, an agricultural technique which combines aquaculture and soil-less crop growing. The aquaponics project has generated much interest overall among students taking agriculture as a school subject.

The first group of students, Grade 10 and 11 learners at the school, who are studying agriculture as a subject, were re-



Grade 10 pupil, Matshepo Maduna from Carel De Wet High, who received top honours, is presented with her award by Barry Little, Project Director at Air Products South Africa.

cently honoured at an awards ceremony. Of the sixteen students who took part, twelve received graduation certificates, while the remainder received participation certificates. Grade 10 pupil, Matshepo Mad-

una, got top honours with her impressive 95% mark. “It has been an honour to be involved in this exciting initiative, which teaches young people an innovative and environmentally-friendly method of

farming to help combat hunger among communities in our country,” says Josua le Roux, General Manager: Central Support at Air Products South Africa.

The aquaponics training programme includes a combination of ‘hands-on’, practical experience at the school’s farming facility, plus a theoretical component.

Air Products South Africa’s sponsorship has paid for the training and the development of course material. In addition, Air Products donated a gift voucher for each student who achieved a pass mark of 80% and above; and a prize for the top student.

“As a company, we feel strongly that the key to a healthy and sustainable future lies in developing our youth, thereby allowing them to become resourceful and self-reliant,” le Roux concludes.

Conservative hiring intentions for Q3 2015

Continued from P2

five regions expect to increase staffing levels during 3Q 2015. The strongest labor market is anticipated in Western Cape where the Net Employment Outlook stands at +16%. Elsewhere, some hiring opportunities are forecast by employers in both Gauteng and Eastern Cape, with Outlooks of +8% and +7%, respectively, while the outlook for Kwazulu-Natal stands at +4%. Meanwhile, Free State employers report subdued hiring intentions with an Outlook of -1%. “The Provincial Government of the Western Cape continues to promote employment growth in the province through its initiatives and projects. The province’s economy is dominated by the City of Cape Town, which is not only one of South Africa’s top tourist destinations, but also an increasingly popular choice for foreign investment as South Africa is seen as a stepping stone

into Africa,” says van den Barselaar.

When compared with the previous quarter, employers report weaker hiring prospects in four of the five regions, with the most notable decline of 9% reported in Kwazulu Natal. The Free State Outlook is 5% weaker and a decrease of 3% is reported in Eastern Cape. However, employers in Western Cape report an Outlook improvement of 5%.

Hiring intentions also weaken in four of the five regions when compared with 3Q 2014. Declines of 8% are reported in both Kwazulu Natal and Free State, while outlooks are 6 and 5% weaker in Gauteng and Eastern Cape, respectively. Meanwhile, hiring plans remain relatively stable in Western Cape.

Employers forecast workforce gains in nine of the 10 industry sectors during 3Q 2015. The strongest labor market is expected in the Electricity, Gas and Water

Supply sector, where the Net Employment Outlook stands at +14%. Elsewhere, Transport, Storage and Communication sector employers report an outlook of +10% while outlooks stand at +9% and +8% in the Manufacturing sector and the Agriculture, Hunting, Forestry and Fishing sector, respectively. Some hiring opportunities are also anticipated in two sectors with Outlooks of +7% – the Construction sector and the Finance, Insurance, Real Estate and Business Services sector. Meanwhile, Mining and Quarrying sector employers forecast a decline in staffing levels with an Outlook of -3%.

“The expected employment gains in the Electricity, Gas and Water Supply sector are possibly owing to Government’s increased efforts to supply those in rural areas with basic housing, electricity and access to clean water,” explains van den Barselaar.

Pirelli new sales app is also a hit

THE name Pirelli is an icon in the global tyre industry, due to its clever marketing tactic through the infamous Pirelli calendar ... as many people know, these calendars are highly desirable and they’re like gold dust. The Pirelli calendar, over the years, has done wonders for the Pirelli brand image. And now, although this might not grasp the same kind of excited attention, Pirelli has struck another goldmine in the form of a new app which is doing wonders for Pirelli’s administration – and some of its internal calendar settings.

Willem Bolleurs,

Pirelli South Africa Pricing and Sales Planner says that this app is just what the business needed to function at optimum level. “One of our area managers in Cape Town told us about Honeybee so we decided to give it a test run.” After only a week-long trial last year, they decided this was superior to the sales app they had been using.

The app’s user-friendly layout and real-time reporting function were deciding factors for choosing Honeybee. “We can actually go online and assist our sales team to achieve their targets,” says Willem. “Order processes



and general flow of information between and among managers has shown increased efficiency, especially when it comes to getting in-

formation about a customer. We no longer need to call the call centre – all interaction history with customers is available at the tap of a

finger.” The app allows managers to capture important useful data like customer credit limits, discount structure, targets and more, mak-

ing the area managers’ jobs much easier and speeds up most of the administrative duties.

After a few months of using the app, Willem says the added advantage of Honeybee in comparison to any other app on the market is its flexibility. “We can create more fields to add more information and this makes the tool of real benefit to the area managers.” Communication between employees at Pirelli has been improved, thanks to the app’s high level of transparency. “The fact that we have better communication at all levels of the business, we can only see

benefit in increased workflow and sales in the future - if our business is more efficient, we can only improve everything we do.

While Pirelli might need to apply a quota system for its various international offices to receive them, at least with Honeybee there will be no similar restrictions, because the app can be adopted and adapted by as many companies, sales offices or global markets as is needed. Pirelli Singapore is now in talks with Field Office, the company that developed Honeybee, to take this clever sales management app to other Pirelli offices.

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Barloworld Power to assemble Cat generators in South Africa

CATERPILLAR and Barloworld Power have launched a combined initiative to assemble Cat electric power generators in South Africa to meet rising demand, reduce unit cost and promote localisation.

As the first Cat equipment assembly unit to be established in South Africa, the new facility marks a significant milestone in the partnership between Caterpillar and Barloworld Power, its southern African dealer for energy and transportation.

The generators are supplied in kit form and assembled locally from scratch, contributing to the drive for localisation and enabling the transfer of new and valuable skills to South African employees. This also enables the Cat units to compete on a more even footing with locally manufactured equivalents.

The new facility marks a significant milestone in the partnership between Caterpillar and Barloworld Power.

“The assembly facility is a major step forward in Barloworld Power and Caterpillar’s growth aspirations across southern Africa,” says Mark Mencil, executive director of Barloworld Power southern Africa.

“We are now assembling Cat branded generators at our Boksburg, Gauteng, premises that have the same highest quality standards for which Caterpillar is renowned worldwide. Barloworld Power can now offer truly competitive Cat products, while aligning with government objectives in local employment and development.”

“This initiative between Barloworld and Caterpillar promotes localisation and leverages our excellent capabilities to provide a local solution for South Africa,” adds Chris Monge, Caterpillar area manager. “This represents a significant investment in the local economy to support our growth strategy in the power business.”

The assembly unit was set up with the assistance of experts from Caterpillar’s power systems assembly factory in India and is being managed and staffed by Barloworld Power. Initially the facility will assemble the Cat i6 and 400 series generator sets, ranging from

400kVA to 1,000kVA and suited to the provision of standby power for medium to large industries. Barloworld plans to produce about 500 units a year, expanding according to market demand.

Barloworld Power assembly manager at the new facility, Imraan Amod, says this

initiative will give Barloworld Power and Caterpillar greater access to the southern African market.

The first two pilot 550kVA generator kits, supplied by Caterpillar in China, were sold before they arrived in South Africa. They were assembled and delivered by Barloworld Power in the last week in February 2015.

The team operating the assembly line has been supplied by the Barloworld Power Customised Solution Centre in Boksburg and received specialised training from Caterpillar’s international experts to assemble Cat generator sets.



A significant milestone is reached as a 550kVA Cat C15 diesel generator set is assembled at Barloworld Power’s Boksburg facility.

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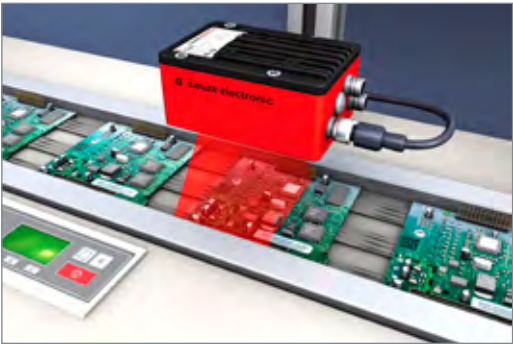
Spray nozzles, turn-key spray systems, custom fabrication and research/testing services comprise the 70-year-old company's offering.

Leuze smart camera equipped for measuring

THE Leuze LSIS 462i smart camera brings additional functionality to detection applications with its ability to provide accurate measurements. The new measurement function is based on edge scanning and enables the reliable and reproducible detection and measurement of different objects

This innovative smart camera offers the option of measuring distances and geometric shapes such as circles, lines and edges with high detection reliability, all within a single user interface. It also facilitates Blob analysis and code reading.

The Leuze LSIS 462i camera combines all the required components from image processing to illumination, data




The Leuze LSIS 462i camera combines all the required components from image processing to illumination, data storage and interfaces as well as a display for operation and viewing results in one compact unit.


storage and interfaces as well as a display for operation and viewing results in one compact unit. A number of standard measurements are available for various applications including contact gap measurement in the electronics industry, tolerance

tests and quality assurance in the automotive industry, dimensional accuracy tests in the mechanical engineering sector and specification of label positions and alignment within the

Continued on P8



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The Cat 745C sets new standards in the 41 ton class

THE new flagship in Caterpillar's articulated truck range, the Cat 745C comes to market with an all new power train, more power on demand, improved fuel efficiency, plus greater payload capacity.

Rolling out to the southern African market from May 2015, the latest generation Cat 745C is an advance on the previous world leading Cat 740B model launched locally in 2011, and features a host of new performance features designed to lower owning and operating costs in mining, construction and allied industrial segments.

"Tons moved per hour and per litre of fuel burned are key drivers to business success in today's contracting market, and Caterpillar has made this a key focus during the research and development, and pilot testing phases of the Cat 745C," explains Barloworld Equipment group product and application manager, Johann Venter, adding that this includes comprehensive in-field trials in South Africa. (Barloworld Equipment is the Cat dealer for southern Africa.)

Along with more power and improved operational efficiencies, the rated payload on the Cat 745C has increased to 41tons, compared to the Cat 740B's 39,5 ton capacity. The Cat 745C has a newly designed dump body with a capacity (heaped SAE 2:1) of 25m³.

Manufactured in Peterlee, England, the Cat 745C will be available alongside the current 725C, 730C and 730C EJ (Ejector) models launched in southern Africa during 2015. Production of the first Cat 745C units at Peterlee commenced from March 2015.

Powering the Cat 745C is a Tier II Cat C18 engine delivering a gross power of 381kW (SAE J1995) compared to the 365kW Cat C15 power plant installed on the Cat 740B.

Driving the Cat 745C is a new CX38 High Density Power Shift (HDPS) transmission with Advanced Productivity Electronic Control Strategy (APECS) and nine forward / two reverse gears, combined with Electronic Clutch Pressure Control (ECPC,) Shift Torque Management (STM) with improved Shift Control Logic (SCL,) and Part Throttle Shifting (PTS.)

The Cat 745C features permanent six-wheel drive, with four

open differentials for optimum traction in undulating ground conditions and during steering manoeuvres.

"Together, these advanced features allow smoother shifting and greater acceleration on grades as torque is maintained through the shift changes," explains Venter.

SCL provides automatic shift selection that is more specific to the desired machine operation, and downshifts when needed for maximum acceleration when increased throttle is applied. PTS allows shifting at lower speeds during part throttle operation. This results in improved part throttle

fuel economy, quieter machine operation, and better manoeuvring in reduced speed operating conditions.

Standard fitment on the Cat 745C is an updated Automatic Traction Control (ATC) system, which leads the market in terms

Continued on P13



The Cat 745C has a newly designed dump body with a capacity (heaped SAE 2:1) of 25m³ and an increased payload of 41 tons.



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What growth?

THE Reserve Bank has warned that interest rate hikes are inevitable, given the medium-term inflation outlook and that this will not unduly sacrifice growth. What growth?

Luke Doig, Senior Economist at Credit Guarantee Insurance Corporation, comments, "The composite leading business cycle

indicator is trending ever lower and the country is unlikely to realise growth of 2.5% by 2017. Stats SA informs us that almost 470,000 people were added to the ranks of the unemployed over the course of the last year. June has seen fuel prices hiked by almost 50c per litre and with current under-recoveries run-

ning at almost 70c per litre for petrol and 50c per litre for diesel, this could take petrol prices to within reach of the peak of R14.39 per litre seen in April last year. That was when the exchange rate was around R10.50 to the US Dollar; it is some 15% weaker now. And then we have mooted electricity price hikes

of an additional 12.6%, which will hit industry and consumers hard. The OECD expects global growth to slow this year to 3.1% from 3.3% last year, so local manufacturers and exporters have their work cut out."

This was further reinforced by HSBC's local manufacturing PMI falling to 50.1

in May from 51.5 in April, indicating that a meagre majority felt that operating conditions were satisfactory. Consumer spend grew at a pedestrian pace of 1.4% last year while savings by households (as a percentage of disposable income) contracted for the ninth consecutive year in 2014. So

as the economy limps along, is it opportune to hike rates? To counter that, it may not be wise to just hike prices like every utility does.

The much-lauded National Development Plan is in effect a lame duck as factions within the ruling party seek to benefit where they can. The country needs a game

changer in order to boost potential growth from 2.5% to above 4% but that is unlikely given the myriad of constraints facing the economy. Cadre deployment has been a dismal failure and taxpayers are being asked to foot the bill.

"We remain concerned at the brittleness in confidence at present, but this reflects the challenging environment. Our payment default leading indicator remains elevated and is likely to remain so in the coming months," concludes Doig.



**Leuze
smart
camera
equipped
for
measuring**
Continued from P6

beverage industry.

A recent installation at Audi's A3 vehicle body construction plant in Germany highlighted the flexibility and accuracy of the camera. The camera was able to ensure that, in spite of the great measuring distances, it could recognise bolt holes in the vehicle bodies with absolute certainty, and could simultaneously check multiple holes to minimise the number of devices required.

In addition to type detection, specification of position and location as well as monitoring for presence, completeness and dimension, the Leuze LSIS 462i smart camera is ideal for detecting and evaluating labels at high speed. The camera is able to read printed and directly marked 1D or 2D codes with high levels of reliability, irrespective of contrast or whether the labels are in reflective or inverted form.

Configuration of the camera is simple, using a web-based standard browser. Other notable features are the motor driven focal adjustment and homogenous illumination via free-form surface optics.

The Leuze smart camera range is available from sensor solution specialist, Countapulse Controls. The company is the official representative for Leuze in southern Africa and with its depth of technical expertise is able to assist customers in the selection of the most appropriate sensor for any application.

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Why risk it without us?

Time to sing the song of small business

By KEITH BRYER

POLITICIANS of all sorts often prove that statistics are in the same basket as lies and damned lies, but there are also times when statistics reveal truths – in some ways like clichés that, though boring and tedious, often contain universal truths. Take unemployment figures. These statistics are an important yardstick with which to judge the success or failure of an economy and – in a democracy – to judge the performance of the party in government.

An unemployment rate of 10% in a developed economy like Britain's often leads to a change of government at the next general election. A British unemployment rate of 40% would be a national disaster worthy of revolution.

Yet, here we are, describing ourselves as living in the most developed economy in Africa (peace to the Nigerians and the Egyptians) enduring an unemployment rate hovering at 23% of those of working age actually looking for work and +-40% when the number of people who have given up looking is added.

Looking at these figures from a developed economy perspective conjures up images of mass starvation yet that awful phenomenon has not appeared here. We have a great number of poor people, but starving people are thankfully few. If they exist, they are dif-

ficult to find and for that, credit must go to the system of State social grants that go to 16 million of our citizens.

However, social welfare grants cannot be the whole picture though their cost seems enormous; to the recipients they hardly keep the wolf from the door.

Politicians may like to believe State aid is the answer, but such grants

must become an unsustainable drain on the tax base without a growing economy and therefore an increasing number of taxpayers.

In developing economies like ours, there is another factor at work. Often below the radar of the statisticians and impossible to accurately measure, it is the innate human entrepreneurial spirit which has driven

material progress since time immemorial.

Economists call it the informal sector. Governments try and regulate it (the kiss of death, some would say.) Socialists grit their teeth and tolerate it, rightly seeing it as the acorn that leads to the oak of capitalism.

Some governments support small business with varying degrees of success, but essentially

small business is about individuals, their drive and their determination to get on with life and feed, clothe and educate their children, without waiting for someone else to do it for them.

In any sane society, such people are gold. Whether they sell fruit at the side of the road, or take their crochet work to craft markets. Often they employ others, often

members of their family and some have literally gone from rags to riches.

The Far East is renowned for such people. Chinese millionaires often began in a small way. India has even more examples of such success, South America has less and Africa the smallest recorded number.

Instead of chasing such people off the streets; instead of prosecuting

them under by-laws of which most are ignorant, small-scale traders should be seen for what they are – part of a network of indigenous self-help, the very type of people who made the US the powerhouse it became.

The entrepreneurial spirit of what socialists sneeringly call the petit

Continued on P14



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Continued from P1

mately R27m recently, and we are therefore expecting to achieve an excellent sales price for this unique property.”

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The Cape Construction Conference and Trade Expo - creating lasting synergies in the construction industry



THE Western Cape is ripe with opportunity; this year alone the province is predicated to experience a growth of 2.1%, with projections up to 2.8% by 2018. With both growth projections being higher than the national average, the Western Cape is a natural hotspot for investment. The construction industry in the province remains crucial to achieving this steady growth to reach the developmental milestones that the government has in place. Cape Town has allocated R6.5bn for infrastructure investment this year, while at a provincial level, Western Cape has

earmarked a further R17.3bn for infrastructural public works. To facilitate this, a major priority this year for the Western Cape government is to break down barriers between themselves and potential contractors and investors and minimise red tape. The Cape Construction Conference and Trade Expo taking place at the CTICC on the 12 – 13 August 2015 will include a programme that aligns itself with the government mandate of transparency by providing a platform for government and industry to meet. The programme highlights industry needs and challenges

and aligns them with government expectations and opportunities. The Cape Construction Conference is solution focused and provides insights into all things construction. Cape Construction Conference headlines industry heavy-weights such as MEC of Agriculture, Economic Development and Tourism, Alan Winde, who will be discussing government opportunities in the province and how government aims to minimise red tape and Koran Grover of Koran Grover and Associates in India will share his vast knowledge on sustainable building and how this can be replicated in the

South African context. Llewellyn van Wyk of the CSIR will also be on hand to facilitate a session focusing on creating effective cohesion in the construction industry and how collectively the industry can prioritise sustainable building and produce buildings that perform better. Together with the Cape Construction Conference, the Cape Construction Trade Expo will attract over 3,000 construction professionals such as property owners and developers, contractors (small, medium and large,) architects, engineers, investors, quantity surveyors and consultants. This is the

only expo of its kind for the region and will also feature over 15 hands on training workshops for industry professionals, an exhibition with over 100 different technologies on display, site visits to interesting local construction projects and live demonstrations hosted by Cape Construction Trade Expo exhibitors allowing visitors to get the chance to preview new machinery, vehicles and products. “Cape Construction 2014 exceeded all our expectations. The NH-BRC stand received a record total of visitors, creating a unique opportunity to network and to learn and to grow our business,”

says Agnes van den Berg, National Home Builders Registration Council (NHBR). Not only does the Cape Construction Conference and Trade Expo provide an opportunity to access cutting edge technology as it arrives for the first time on African soil, but also provides an essential gateway for Western Cape professionals looking to access the larger African construction industry. Industry growth estimates have skyrocketed and now more than ever South African construction industry stakeholders are looking across borders to guarantee higher yield on projects. The Cape Construction

Conference provides a rare holistic look into the construction industry with a major focus on megatrends, solutions and opportunities. It shines a spotlight on all key areas of construction from procurement to energy efficiency and project cost efficiency. Together with the trade expo that showcases all industry solution providers through the entire project cycle, Cape Construction Conference and Trade Expo is truly a must attend for the construction industry. The Cape Construction Conference and Trade Expo is endorsed by over 20 media and partner associations.



Invest in Africa's energy for a triple win for people, power and planet – Kofi Annan

AFRICAN governments, investors, and international financial institutions must significantly scale up investment in energy to unlock Africa's potential as a global low-carbon superpower. That is the main message of a new report from Kofi Annan's Africa Progress Panel, Power, People, Planet: Seizing Africa's Energy and Climate Opportunities. The report calls for a ten-fold increase in power generation to provide all Africans with access to electricity by 2030. This would reduce poverty and inequality, boost growth, and provide the climate leadership that is sorely missing at the international level. “We categorically reject the idea that Africa has to choose between growth and low-carbon development,” said Kofi Annan, Chair of the Africa Progress Panel. “Africa needs to utilize all of its energy assets in the short term, while building the foundations for a competitive, low-carbon energy infrastructure.” In Sub-Saharan Africa, 621 million people lack access to electricity – and this number is rising. Excluding South Africa, which generates half the region's electric-

ity, Sub-Saharan Africa uses less electricity than Spain. It would take the average Tanzanian eight years to use as much electricity as an average American consumes in a single month. And over the course of one year someone boiling a kettle twice a day in the United Kingdom uses five times more electricity than an Ethiopian consumes over the same year. Power shortages diminish the region's growth by 2 – 4% a year, holding back efforts to create jobs and reduce poverty. Despite a decade of growth, the power generation gap between Africa and other regions is widening. Nigeria is an oil exporting superpower, but 95 million of the country's citizens rely on wood, charcoal and straw for energy. The report reveals that households living on less than US\$2.50 a day collectively spend US\$10bn every year on energy-related products, such as charcoal, kerosene, candles and torches. Measured on a per unit basis, Africa's poorest households are spending around US\$10/kWh on lighting – 20 times more than Africa's richest households. By comparison, the national

average cost for electricity in the United States is US\$0.12/kWh and in the United Kingdom is US\$0.15/kWh. This is a significant market failure. Low-cost renewable technologies could reduce the cost of energy, benefiting millions of poor households, creating investment opportunities, and cutting carbon emissions. The report says Africa's leaders must start an energy revolution that connects the unconnected, and meets the demands of consumers, businesses and investors for affordable and reliable electricity. The 2015 Africa Progress Report urges African governments to:

- Use the region's natural gas to provide domestic energy as well as exports, while harnessing Africa's vast untapped renewable energy potential.
- Cut corruption, make utility governance more transparent, strengthen regulations, and increase public spending on energy infrastructure.
- Redirect the US\$21bn spent on subsidies for

Continued on 20

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Calgro gets its house sorted out

LOW cost housing developer Calgro M3 appears to be getting to grips with the Western Cape market, and looks set to justify a decision several years ago to commit substantial investment to the province.

The company is currently busy with three development projects

in Cape Town – the sprawling Scottsdene and Belhar projects as well as a smaller initiative in Maitland.

The company appears to have overcome some initial teething problems. In the company's annual report CEO designate Wickus

Lategan noted that in response to strike action

in the Western Cape in 2013, the company had introduced policies and procedures aimed at improving grievance management resolution times. These efforts included in-sourcing of key stakeholder engagements.

"As a result, average conflict resolution improved to 72

hours from 96 hours for 2012."

Lategan pointed out that for the last financial year Calgro was only affected by work stoppages at one site. He said strikes by disgruntled employees at Scottsdene had compelled the company to stop doing its own construction, deferring the risk to third party contractors.

Lategan noted that towards the end of the past financial year the Belhar project started contributing towards revenue, adding that with the project now well underway it should help drive growth for the 2016 financial year.

Belhar is situated adjacent to the University of the Western Cape and the Cape Peninsula University of Technology, and involves 3,614 residential opportunities (including social housing units and student accommodation as well as affordable housing units.)

Calgro reported that Phase 1 bulk infrastructure has been completed and the construction of 627 social housing units with internal infrastructure has started.

The company anticipates Phase 2 bulk and link civil and electrical infrastructure to start in the second half of this year.

The Scottsdene projects – which is a Public Private Partnership (PPP) and is situated in the Kraaifontein area – has seen key infrastructure elements completed – most notably the upgrade to the Scottsdene/Wallacedene Taxi Rank and the Wallace-dene Attenuation Pond. The project involves 2,885 residential opportunities, of which more than 1,650 units are under construction or have been completed.

Calgro encouragingly

has reported 'solid' operating performance by the Scottsdene project – which was the company's first thrust into the Western Cape. Calgro did not indicate in its annual report whether further projects were pending in the Western Cape, But Lategan said the investment in infrastructure remained a key focus of all levels of government to address economic development, decisive spatial transformation and the acceleration of social transformation.

He said these were all addressed in the integrated human settlements developed by the group in partnership with govern-

ment in an attempt to cater for this growing market segment.

"New initiatives like the identifying and acknowledgement of 'mega projects' and 'catalytic projects' by the National Department of Human Settlements in partnership with provinces will set the stage for the provision of sustainable human settlements to be implemented on a scale previously not experienced in this country."

In other words, CBN would not be betting against Calgro snagging a few more projects in the Western Cape in the next few years...



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The cost per running meter for a new box gutter varies anywhere between R1200 - R1500. Not including loss of income during the down time for removing the roof sheets & installing new gutters. Alternatives to this process include the repair of the gutter by inserting sections. This method is flawed, since the joins always leak at one point or another.

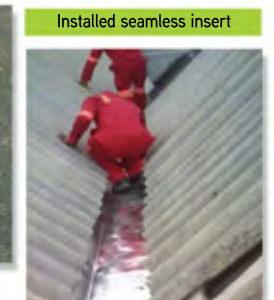
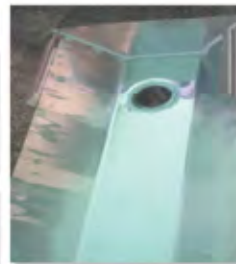
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Hatch Goba chairman receives McMaster University Faculty of Engineering Leadership Award

HATCH Goba chairman Trueman Goba received the McMaster University Faculty of Engineering Leadership Award at its annual Applause and Accolades Awards Gala in Hamilton, Ontario in Canada on 7 May 2015. The Leadership Award was established in 2004 to recognise an outstanding citizen who has contributed to engineering, McMaster University and the community of Ontario. The university's Engineering Faculty is rated among the best in the world. Goba has been instrumental in forging a successful relationship between McMaster Engineering and the University of KwaZulu-Natal.

The latest recognition for Hatch Goba's chairman follows the presentation of the prestigious Lifetime Achievement Award for Excellence in Engineering at the inaugural South African Professional Services Awards (SAPSA) ceremony held in Johannesburg on 30 October 2014.



Hatch Goba chairman, Trueman Goba received the McMaster University Faculty of Engineering Leadership Award.

Here Goba was deemed overall winner in a category with numerous high-profile nominees by a distinguished panel of judges who reviewed media reports, technical awards, client surveys and organisation profiles before reaching their final decision.

"Today's teachers and schoolchildren should be maximising the opportunities now available to them," is Goba's typically humble response to the Leadership Award. Commenting on his decision to become an engineer, he elaborates, "With

some of us there was an element of defiance against the status quo, the belief in oneself and willingness to face the struggle against segregation and the real prospect of possibly failing a course which we found most challenging.

"Coming out of a poor family in a township community, such possible embarrassment was a real risk at the time. Those circumstances today are long a thing of the past, thanks to great leadership and sacrifices by people like the late Nelson Mandela." Goba adds, "I am

most thankful to all colleagues, in our company and in the profession generally, for such recognition and exposure - almost undeserved."

Goba was born in Chesterville, South Africa. He began his career as a survey technician and went on to graduate with a BSc Eng and a MEng (Civil.) In 2001, Goba's company GMA merged with Kevve Steyn to form Goba (Pty) Ltd., which merged with the Hatch Group in 2013.

Goba was President of the Engineering Council of South Africa (ECSA) from 2007 to 2009 and also President of the South African Institution of Civil Engineers (SAICE) in 2002. In 2010, he was appointed to the first National Planning Commission and was awarded a Gold Medal by the SAICE in 2013.



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The Cat 745C sets new standards in the 41 ton class

Continued from P7

of technology. ATC significantly improves ease of operation by removing all manual traction control decisions from the operator. The system automatically changes the level of inter-axle and cross-axle differential lock engagement on the go. This aids in maintaining traction at all times, contributing towards improved cycle times and productivity.

The ATC system is also fully proportional, constantly modifying and applying the exact amount of torque to each wheel to match changing ground conditions. Furthermore, the proportional ATC system works in harmony with the hydraulic steering system, without compromise in tight turning manoeuvres.

Automatic Retarder Control (ARC) has been introduced to further improve ease of operation. Working in forward and reverse gears, this feature can now be set to fully automatic in addition to manual control. In automatic mode, the machine manages retarding through a combination of engine brake, gear selection

and supplemental application of the service brakes. Two position manual retarding is also retained for more experienced operators. Both ATC and ARC are unique Caterpillar proprietary systems. "ATC was first introduced on the Cat 735B, 740B and 740B EJ in 2011 and has received excellent market feedback from customers," points out Venter.

Additional ease of operation features help towards maximising machine efficiency and include Hill Assist (for easy stop/start on grades) and Waiting Brake (which temporarily applies the service brakes during typical loading/dumping/waiting applications.)

The machine is fitted as standard with the Product Link transmitting hardware, enabling connection via either GSM cellular or satellite to Caterpillar's online internet portal, VisionLink and the Cat Connect telematic suite. Cat Connect technologies offer improvements in three key areas, namely equipment management, productivity, and safety.

Via VisionLink, machine owners can track location, hours, fuel usage, productivity, idle time, and diagnostic codes, and make timely, fact-based decisions to maximise efficiency, improve productivity and lower costs.

Cat Connect payload technologies like the Cat Production Measurement payload monitoring system will be an option on the Cat 745C, as well as other C-Series models. With Cat Production Measurement, operators can view real-time load weights on an in-cab integrated display and know precisely when target has been achieved. Cab mounted external payload lights signal the loader operator when to stop loading. Payload data can in turn be viewed remotely via VisionLink for key information such as loads and cycle counts, and daily totals.

"These and other design features all translate into increased profit potential for machine owners," Venter concludes, "positioning the Cat 745C as the new class leader when it comes to all-terrain trucking."

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Time to sing the song of small business

Continued from P9

bourgeoisie often first shows itself at this humble level. In the US it is possible for a Bill Gates or a Steve Jobs to start to build a business empire in their parents' garages. Not for nothing is it called the Land of the Free.

In today's South Africa, the dead hand of bureaucracy too often stifles ambition. Even

when traders successfully become small business owners, and despite all protestations of support from our government recent surveys of small businesses reveal the cost of regulations to be close to R60,000 a year.

The survey, carried out last year by the South African Institute of Tax Professionals,

called it "prohibitively expensive."

Roadblocks to progress such as this do immense harm to valuable citizens who if allowed to grow will eventually employ (as they already do in the US) far more people than corporations.

With 16 million people on welfare and a real unemployment rate of close on 40% any-

one willing to set up a business and employ even one other person, should be treated like the rare jewels they are.

We should aim to reach a situation like the one the US enjoys in which according to its Small Business Administration, small businesses created most new jobs, and paid almost half of all salaries and

wages in the private sector.

We should do whatever it takes to achieve it. Big companies are not going to provide the jobs we need. Bureaucrats do not create wealth; they spend the wealth others make. Expanding the various civil service branches even further is a dead end.

South African business moves to backup plans as power crisis continues

For more information and to register for the Early Bird Discount by 17 June 2015, go to www.powergenafrika.com and www.distributechafrica.com

SOUTH African enterprises are moving toward multi-faceted power plans as the power crisis shows no sign of coming to an end in the foreseeable future, say power sector experts on the POWER-GEN Africa Advisory Board.

Bertha Dlamini, Managing Director of EON Consulting and a member of the

POWER-GEN Africa Advisory Board, says EON's consultants are seeing a significant increase in the number of local enterprises taking a multi-faceted approach to dealing with

the power problem.

"Our clients are looking at a combination of energy efficiency technologies and alternative energy solutions to help reduce their dependence on Eskom. Most enterprises cannot move completely off the grid, but they are installing backup power solutions such as generators for load shedding, and renewable energy solutions to supplement their power supplies."

Many shopping malls and office blocks that installed generators during the power crisis of 2008 are now considering renewables and more cost-effective alternatives as the fuel price looks set to rise, which would impact on the cost of running generators, she adds.

However, there are pros and cons to all alternative energy sources. "While generators are quick and easy to install, the long-term cost of a heavy reliance on generators can be high, and is dependent on the oil price and its impact on the price of petrol and diesel. Solar power has a relatively high initial cost which takes time to deliver an ROI, and it depends on sunny weather. Therefore it cannot be the only solution for enterprises with high power requirements and a need for a reliable supply. So most businesses are considering blended solutions," she says.

Dlamini notes that the first step to reducing the impact of the power crisis is to improve the energy efficiency of power users.

"By introducing minimal energy efficiency solutions such as occupancy sensors, lighting automation, load shifting and solar solutions, companies can immediately reduce their power consumption by between 10 and 20%," she says.

Effective change management programmes could bring about an immediate reduction in pressure on the grid, she says.

The POWER-GEN Africa and DistributeCH Africa conference and exhibition bring together regional and international power sector leaders for the most comprehensive event serving Sub-Saharan Africa's electricity sector. Under the theme 'Emerging Opportunities in the World's Fastest Growing Continent', this year's event will be staged from 15 – 17 July at the International Convention Centre in Cape Town.



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A window on Western Cape industry

THE Cape's longest-running industrial trade show takes place at the CTICC from 1 to 3 July and the exhibitor list is long and varied.

"If you purchase from, or work in, the industrial sector in the Western Cape then the Industrial Showcase-Cape is a must visit," says organiser Johnny Malherbe. "Almost every sector imaginable is represented at this year's show: machine tools, welding, abrasives, racking, forklifts, process automation, pneumatics, electric motors, instrumentation, high-pressure washers and cleaning supplies, safety equipment, vacuum pumps and fixing and measuring tools are but some. For the first time woodworking machinery and equipment

will also be on show."

CES Forklift will be presenting their Liu-Gong range of material handling equipment, built by one of the world's largest manufacturers of construction equipment. Their rent-to-own option makes it cost effective for businesses that traditionally rent forklifts to actually purchase their own. The convenience of having a machine on site all the time is of great value.

Upat SA will be demonstrating their extensive fischer range of fixings, Milwaukee power tools and STABILA measuring equipment. Anyone who has tried drilling into concrete to secure something will only be too aware of the challenges when using domestic tools. To see



Festo will once again be exhibiting at this year's Industrial Showcase-Cape.

how it's done the professional way it will be worth stopping at the Upat SA exhibit.

Keeping the work place safe is what J&D Ship Services is all about. With more than

30 years' experience in the uncompromising shipping sector, J&D have become one of the Cape's leading suppli-

ers of mission-critical safety gear. Owners John and Shaun Watson firmly believe that there should be no short-cuts

when it comes to safety kit. After all they supply drill rigs and other extreme environments and that's a call for the best gear available.

Other exhibitors this year include; AC/DC Dynamics, ABB, ABSO Industries, Afrox, Ana-Digi Systems, Bagshaw Footwear, Bolt Fast, Compare, Epping Industrial Supplies, Festo, Hellerman Tyton, iFM Electronic, ITS Karcher, Linvar, Retecon, Toyota Forklift and Wood Major among a host of others.

"The Speaker Series and demonstration area is what sets this show apart. Because of the technical nature of this focused trade show

many exhibitors appreciate the opportunity to demonstrate their products in action – in some instances visitors can even get involved and try products out for themselves," adds Malherbe. "If you work in or are looking to purchase any kind of industrial equipment in the near future this show is well worth attending."

The Industrial Showcase-Cape runs from 1 to 3 July at the CTICC and visitors can go to www.industrialexpo.co.za to pre-register online for free entry. To stay up to date with exhibitor news why not follow us on Twitter @capeshowcase and also on Facebook.

Positively Pumps shows its strength

CAPE Business News caught up with Positively Pumps CEO Brian Cumming to discuss what he describes as "Viking Pumps' unmatched combination of application expertise and positive displacement pumping products."

"We strive to meet our clients' pumping needs from standard and custom pumping to the most challenging pumping applications in the world," Cumming says. "Viking is also known for its ability to produce custom pumps, built to order based on that one mission dimension, flow, pressure, viscosity, temperature requirement or mounting features applications."

Some of Viking Pumps' products include:

- Heavy duty (universal) internal gear pump
- Internal gear mag drive pumps
- External gear pump
- External gear mag drive pumps
- Rotary lobe pumps
- LVP vane pumps
- Customs pump solutions
- Fluid power products
- New hygienic series

(jacketed, cast iron, ductile, stainless steel)

- Repair and service kits for most of the Viking Pump range

Save time and money with genuine parts kits

Cumming also discussed how Viking Pump's seal, rebuild and rebuild less head (pin only) genuine parts kits are designed to keep business moving.

"We offer everything you need to make repairs in one convenient kit, reducing the frequency of repairs and increasing uptime," he added.

"Only Viking genuine parts are specifically designed to meet performance requirements for Viking Pumps and are tested to ensure optimum reliability. Viking backs all genuine parts with its own warranty and distributor network.

Parts kits vs. partial repair

- Everything you need in one place
- Save time and money
- Increase uptime

- Increase service life
- Reduce frequency of repairs

Rebuild vs. replace pump

- Viking kits save time and money, making rebuilding easier and more cost effective.
- Viking pumps are built to the highest standards so they can be rebuilt instead of replaced.
- Average savings of 35% to rebuild compared to replacing your pump.
- Less downtime with faster shipping and leadtime for kits versus new pumps.

In addition to the range of pumps, Positively Pumps also offer borehole solar pumps, and well-known water pumps that include brand names such as Ebara (single/two stage pumps,) Well point Pedrollo and Jet self-priming pumps.

"Stepping up in size, we can offer to customer requirements - Centrifugal, Split case, End suction, Vertical spindle water pumps," Cumming concluded.

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10 reasons to consider electric drives

Does the path to greater factory efficiency lie in electric drive technology? Festo's Business Development Manager, Russell Schwulst lays out the advantages of using electric drives in food and beverage manufacturing.

DID you know that the sales of electric drives in the food and beverage industry are expected to reach EUR313.14m in 2017? This is according to Frost & Sullivan's report, *Strategic Analysis of Electric Drives Market in European Food and Beverage Industry*. With those

kinds of numbers, it's worth exploring just what it is that makes them so attractive to food and beverage manufacturers.

What are electric drives and why are they so important?

An electric drive is de-

fined as a basket of components consisting of a mechanical axis, motor and motor controller. Historically, they have been more cost-prohibitive than pneumatic drives, but recent innovations have made these much more affordable.

There is a growing de-

bate about which is better: pneumatics or electric drive technology. The answer is neither; the most suitable technology depends entirely on the application. Electric drives and pneumatics can be used alongside each other in an automated system. When used intelligently in conjunction with pneumatic drives, they can deliver three key advantages: synchronisation, precision and flexibility. There are a host of other benefits to introducing electric drives as a supplement to your existing pneumatic drives. Here are some of the most prominent:

- **Adapt or die** - Food and beverage manufacturers must adapt their product ranges continuously to meet shifting market needs. Electric drives have intelligence controls built in, which allow operators to change parameters and settings on the fly so that machines can run multiple products and variations. Most conventional automation technologies do not have this level of intelligence and, as a result, lack the ability to change parameters effortlessly.
- **It's all in the packaging** - Quality of packaging is an important

concern for manufacturers. Using electric drives alongside vision systems provides more accuracy in capping and labelling applications, leading to perfectly oriented packaging.

- **In sync** - Traditionally, manufacturers have relied on mechanical camming to synchronise motion. Electric motor controllers come with e-camming functionality that outperforms mechanical methods and makes synchronising motion simple.
- **The fast and the furious** - It's tricky to get consistent speed out of a system, as outside parameters such as mechanical wear and tear can affect the speed of machine. A speed setting on a VSD today, for example, may not result in the same output on a belt tomorrow. Stepper and servo motor, which are the more common types of motors used in the electric drive basket are able to provide a constant output speed, thanks to closed loop control functionality.
- **Again and again** - Maintaining a high product yield is essential if food and

beverage manufacturers are to remain competitive. In repetitive and fast throughput machines, such as those used to label and package products, the use of electric drives can achieve a consistent product at a constant rate. This accuracy and repeatability is due to the sophisticated control of their motors and respective controllers

- **We appreciate feedback** - Smarter drives mean more adaptable and flexible production machines that deliver repeatable quality and allow for changes to be made on demand. It all comes down to the closed-loop control and built-in intelligence that delivers ongoing feedback to the motor controller. Traditionally, stepper motor systems did not use closed-loop control. Now, with ServoLite from Festo, similar control as was traditionally available in servo motor control is also available for stepper motors.
- **All we need is torque** - Older mechanical friction clutch systems often lose accuracy as time goes by, a problem in applications such as

bottle cap tightening. Electric drives ensure that precise torque is applied to your products, enabling consistent results.

- **Taking control** - Whether it's pushing products into containers or pressing snap-on lids, precise control of force exerted is of vital importance in many food and beverage manufacturing applications. Good thing electric drives perform the task effortlessly then, with force control as a selectable mode option.
- **Precision, precision** - Need your machines perform delicate, fine control applications such as applying stickers on bottles? It's no problem with electric drives as their closed loop controls and on-board intelligence ensure precise and controlled movement every time.
- **Safe from harm** - Every factory owner knows the importance of creating a safe environment for workers and operators. Electric drives allow for machines to be stopped in a fraction of a second, which means they contribute to workplace safety.



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PROCESS Vacuum are suppliers of liquid ring vacuum pumps. Its relationships with leading liquid ring vacuum pump manufacturers makes the company stand out from other local pump suppliers, and allows it to offer reliable solutions and support - especially liquid ring vacuum pumps

for filters, one of the most commonly used vacuum filters in the mining industry.

Liquid ring vacuum pumps are rotating positive displacement pumps. These pumps are typically used as a vacuum pump, but can also be used as gas compressors. They are also extremely energy efficient.

Liquid ring pumps function similarly to rotary vane pumps, however, in liquid ring pumps the vanes are an integral part of the rotor and turn a rotating ring of liquid to form the compression chamber seal. They are thereby an inherently low friction design, with the rotor being the only

moving part, limiting sliding friction to the shaft seals. These liquid ring pumps are typically powered by induction motors.

Process Pump's recent projects include large liquid ring vacuum pumps for horizontal vacuum belt filters with suction capacities of up to 18,000m³/hr.



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ACDC rocks the electrical industry

ACDC Dynamics, founded in 1984, says it strives for service excellence and insists on employing the right people in the right places.

"A dynamic environment exists for an employee at ACDC," the company adds, "ACDC employs over 600 people nationally and is represented in all CBD's in South Africa. We employ a team of field sales personnel, product specialists for each brand and product range, a team of technical support staff who are always ready and able to provide any support you may require. Our technical specialist and all support staff are one of our biggest assets. Our skilled staff are able to assist in product selection and technical specifications, solutions and more."

"We don't just want to meet your expectations, we strive to exceed your expectations with every interaction. We have come so far in technological advances and strive to secure the best products for you with the best technical skills and support."

ACDC offers a wide variety of products including alarms and alarm systems, hygiene, industrial and domestic automation, telemetry systems, pumps, switchgear and instrumentation, energy management and power factor correction solutions, solar and wind generators, tools, wire, adhesives and consumables, cable and wire management products, and a comprehensive range of lighting – making use of new innovative technologies in energy saving solutions using CFL, inductive and LED technologies.

Some of ACDC's international brands include:

- Rhomberg
- Gewiss (Italy)
- C&S TC (India)
- Fuleon (UK)
- Datalogic (Italy)
- Terasaki (Japan)
- Weicon (Germany)
- BM (Italy)
- Crown (Japan)
- TechnoAlarm
- Gave (Spain)
- SolarLand
- SolarEdge
- Innovolt
- Halo Lighting Solutions

"Our manufacturing operation offer a wide range of solutions from the production

of transformers, power supplies, electronic timers, motor starters to power factor correction systems," the company states. "Although our primary markets are specifiers, consulting engineers and architects we distribute a wide range of products to OEM's, panel

builders and through electrical wholesalers countrywide, this places ACDC Dynamics products within easy reach for anyone in Sub-saharan Africa."

Many companies talk about sustainability, but few are passionate and committed enough to live it. To address the

heightened demand of renewable energy and energy savings, ACDC has developed a group of specialist to focus purely on the activities of environmentally friendly solutions. The Green-Team offers simple but effective energy choices, assisting all types of business from

industry, commercial to government in reducing their energy use and supports national goals for greater energy security.

This 'Green Team' is helping business find effective ways to reduce energy use in optimizing asset and reducing fossil-fuel consumption

and their carbon footprint. Implementing of co-generation, managing peak demand energy consumption, power factor correction, lighting, solar panels, variable speed drives for compressed air, fans, motors, and pumping systems.

"We aim to reduce energy costs of your

production environment so you can operate more efficiently and profitably."

ACDC Dynamics products are specified in projects ranging from stadiums to mines, hotels to homes, from farms to breweries and residential shelters.

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Engineering for clean water across Africa

– Tanzanian entrepreneur wins first Africa Prize for Engineering Innovation

A Tanzanian chemical engineer has won the first Africa Prize for Engineering Innovation with his specialised water-filtration system.

Dr Askwar Hilonga's innovation – a sand-based water filter that cleans contaminated drinking water using nanotechnology – has earned him prize money of UK £25,000.

Each nanofilter is engineered for a specific body of water and absorbs the contaminants present – from heavy metals or minerals such as copper and fluoride, to biological contaminants like bacteria and viruses, and pollutants such as pesticides.

The United Nations reports that up to 115 people in Africa die every hour from diseases linked to contaminated drinking water and poor sanitation. In a 2014 report, former UN Secretary General

Kofi Annan said AIDS, TB, malaria and other infectious diseases would not be defeated until the battle is won for safe drinking water, sanitation and basic healthcare.

After an impressive 33 academic publications, Hilonga's trademarked nanofilter is set for commercialisation within a year. It could change the lives of thousands of Africans.

The Africa Prize is an initiative of the UK's Royal Academy of Engineering. It encourages talented sub-Saharan African engineers from all disciplines to develop solutions to local challenges, and to develop them into businesses.

Launched in 2014, the prize aims to stimulate, celebrate and reward engineers advancing innovations that will benefit Africans.

Hilonga was chosen



Head judge Malcolm Brinded with Africa Prize winner Askwar Hilonga.

by the judges following multiple challenging stages of the Africa Prize for Engineering Innovation, during which he competed with entrants from 15 African countries.

Twelve shortlisted Africa Prize entrants from seven countries in sub-Saharan Africa received six months of

business training and mentoring where they learned to develop business plans and market their innovations. The group learned to communicate effectively, focus on customers and approach investors.

At the awards ceremony in Cape Town on Monday 1 June, the four finalists gave

their final presentations, after which the Africa Prize judges and a live audience voted for the most promising engineering innovation from sub-Saharan Africa.

The three runners up, who each win £10,000, were all commended for the potential of their innovations:

- Ernst Pretorius from South Africa for a fence-mounted security system
- Musenga Silwawa and team from Zambia for his spot fertiliser applicator
- Samuel Wangui and team from Kenya for Chura, a SIM-card-swapping service.

"We are proud to have Tanzania's Dr Askwar Hilonga as our first Africa Prize winner," said head judge Malcolm Brinded CBE FREng. "His innovation could change the lives of many Africans, and people all over the world. He has successfully incorporated the training and mentoring from the last six months into his business plan, and shows great promise."

Hilonga is a chemical engineer and lecturer at the Nelson Mandela African Institution of Science and Technolo-

gy. Described by the institution as a "very prolific young Tanzanian chemical engineer," his aim is to inspire Africans to empower their own communities.

"Thanks to step-by-step guidance and support from my mentors in the Africa Prize, I was able to approach funders," said Hilonga. "The many insights gained from my training are opening doors for the project."

The Royal Academy of Engineering has already announced the opening of the second Africa Prize for Engineering Innovation. Individuals and small teams living and working in sub-Saharan Africa, and who have an engineering innovation, are invited to enter.

Potential entrants can find more information on

Continued on P19

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Hygienic poultry grading

THE new SmartLine graders offer the speed and accuracy of previous generations of Marel Stork graders combined with greatly enhanced hygiene and serviceability. SmartLine has an IP69K rating providing the highest level of protection available against high temperatures, ingress of dust and high pressure water.

Its open frame design and minimal use of horizontal surfaces ensure maximum hygiene during high-pressure wash-down. Furthermore, strip-down time for cleaning has been vastly reduced, resulting in minimal downtime.

As well as being super-hygienic, the SmartLine is fast and highly accurate. Maximum throughput is 250 pcs/min, depending on the size of platform. With its complete modular design, the SmartLine can be configured to meet

every processor's needs.

The SmartLine features a comprehensive, real-time reporting function (Innova Grading) that gives the operator a complete overview of the production process. Real-time data generates reports on weight distribution, average weights, a packing overview and packing list, as well as the standard overview and lists. This data can be viewed via dashboards. Based on the valuable KPIs (Key Performance Indicators) provided by Innova Grading, you can optimize your grading and batching results.

Marel Stork Poultry Processing has been supplying graders for more than 30 years and says it sources only the most reliable parts and components. Using few loose parts reduces the risk of damage and raw product contamination.

"Marel Stork graders are renowned for

their robust construction. Even under the harshest conditions, the average lifetime of our graders is 15 to 20 years. All this ensures low cost of ownership and reduced downtime."

Marel Stork is excited to be launching the new SmartLine Grader series and offering its customers a revolution in hygienic grading, along with the combination of speed and accuracy, and the flexibility in grading and batching that meet the needs of every poultry processor.

"Marel Stork would like to share the passion for poultry processing with you. During AVI Africa 2015 we present innovative technologies that add value to the various parts of your process. At our stand you can meet product specialists that will show various solutions. We will be at stand 79/80 at Emperor's Palace from 23rd – 25th June 2015."



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Engineering for clean water across Africa

– Tanzanian entrepreneur wins first Africa Prize for Engineering Innovation

Continued from P18

www.raeng.org.uk /AfricaPrize.

The Africa Prize is supported by the Shell Centenary Scholarship Fund, Consolidated Contractors Company, ConocoPhillips and the Mo Ibrahim Foundation.

The eight other short-listed innovators from the first Africa Prize for Engineering Innovation also received six months of mentorship and training.

Their innovations are:

- Ayodele Adigun and team from Nigeria, with a

mobile application for merchants and customers to make and receive card payments through their phones and tablets

- Captain Abubakar Imam from Nigeria, with a removable burglar-bar system for emergency exits from buildings
- Dr Oscar Kibazohi and team from Tanzania, with a process for the mechanical pressing of bananas to

produce enzyme-free clear banana juice

- Dr Reinhardt Kotzé and team from South Africa, who developed an industrial process and quality-control system for the fluids-manufacturing industry
- Samuel Malinga and team from Uganda, with a full-cycle sanitation service to reduce pollution to the environment and prevent

diarrheal disease

- Rujeko Masike and team from Zimbabwe, with a portable crushing machines for small and medium size mining operations
- Ian Mutamiri and team from Zimbabwe, with a mobile device application that teaches children how to read Shona
- Justin Nwaogwu from Nigeria, with an affordable multi-purpose degreaser/cleaner

Milwaukee

– Nothing but heavy-duty

LATE last year, Upat – a distributor of power tools – signed with the international power tool brand, Milwaukee, to represent them here in Southern Africa. Milwaukee Electric Tool Corporation, is a marketer and manufacturer of heavy-duty, portable, electric power tools for professional users everywhere.

Milwaukee tools are developed with the user in mind and pro-

vide real solutions for real workplace challenges. Milwaukee were also the first to harness Lithium-Ion technology in their V28 LITHIUM-ION battery line of cordless tools; making them pioneers in power tool innovation and giving them the know-how to make more traditionally corded power tools, cordless.

More recently, Milwaukee expanded in

this area with the M12 and M18 cordless system of tools which were designed to deliver the same expected results as their corded counter parts, in terms of speed, power, durability and torque.

Milwaukee is a fast-growing power tool brand and we Upat SA is thrilled to be partnering with them to ensure that professional users around

Southern Africa, can strive for the same quality, durability and performance that countless end-users have experienced the world over.

Urban Turbine – Compact, efficient, silent

MIMIC Components, suppliers and manufacturers of components and instrumentation, offers its clients the urban turbine – an efficient method of converting moving fluid into a circular motion by using a spiral.

“Typically this is a shape that occurs naturally and occurs in a number of instances from hurricanes to sea-shells. It works equally well with wind,” the company said.

The turbines offered by Mimic Components are based on this principle. They have been developed over 5 years in the Netherlands into a practical and commercial product that offers the most efficient way to convert wind into electricity.

“These units have the added advantage of being more compact than any other comparable turbine system, totally bird friendly and can be housed in aesthetically appealing structures be-

cause of their compact size.”

“When used in areas of good wind, the battery size can be kept at an absolute minimum. Even when there is wind for only part of the day, they can be used in conjunction with solar and still reduce battery size, as they can generate power at night,” Mimic Components added.

- Free power 24 hours per day year after year.
- Archimedes is a

top quality product developed by the Dutch who know windmills.

- Absolutely silence is a testament to very high efficiency.
- Spiral design allows for large wind face in compact space.
- Large wind face area combined with low drag creates low start up speed.

Note these units do require a good wind typically at least 10m/s.



Urban Turbine - Compact - Efficient - Silent



- Free power 24 hours per day year after year.
- Archimedes is a top quality product developed by the Dutch who know windmills.
- Absolutely silence is a testament to very high efficiency.
- Spiral design allows for large wind face in compact space.
- Large wind face area combined with low drag creates low start up speed.
- By far the best Urban Turbine,-Compact, efficient, silent, bird, bat and people friendly.

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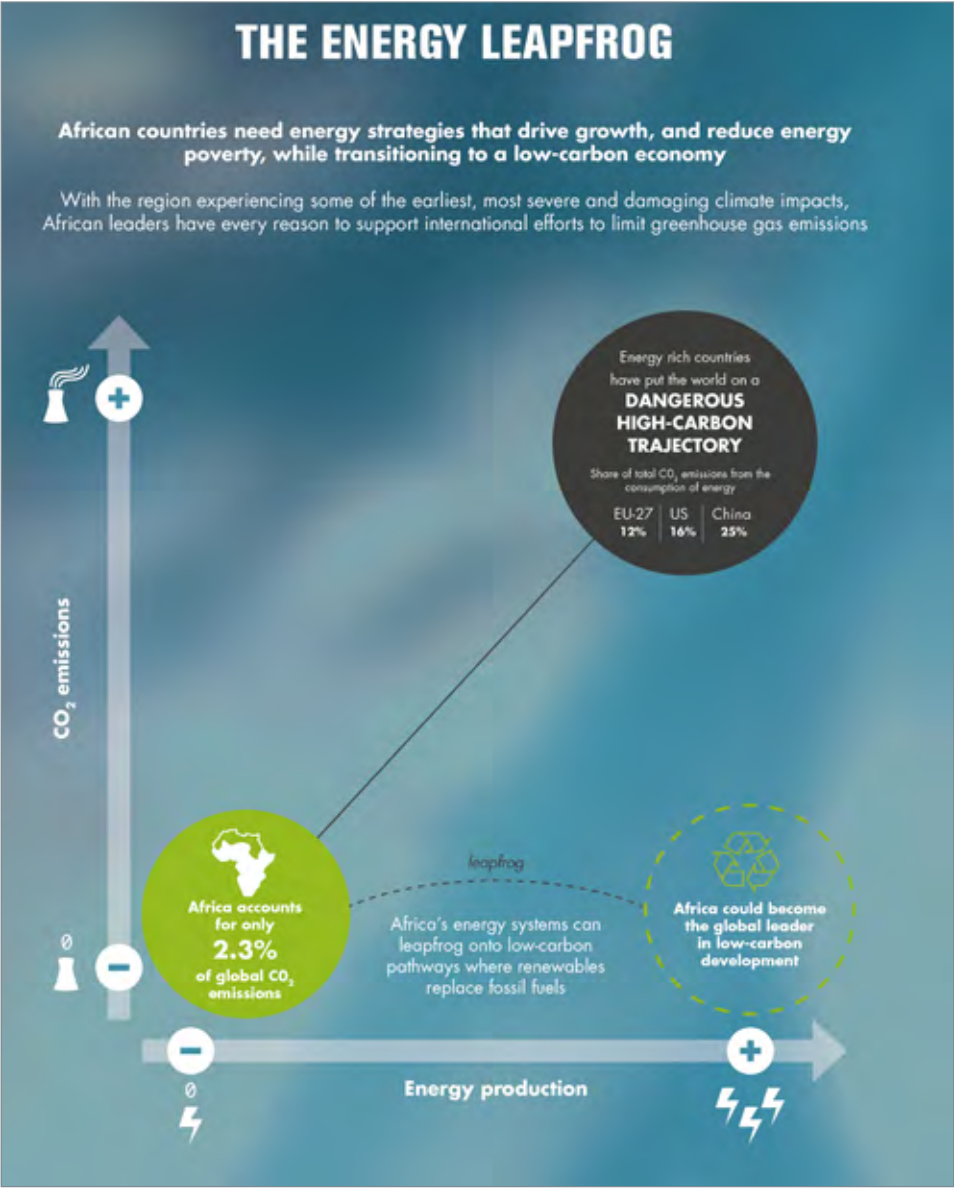
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Invest in Africa’s energy for a triple win for people, power and planet – Kofi Annan

Continued from P10

loss-making utilities and electricity consumption – which benefit mainly the rich – towards connection subsidies and renewable energy investments that deliver energy to the poor.

The report also calls for strengthened international cooperation to close Africa’s energy sector financing gap, estimated to be US\$55bn annually to 2030, which includes US\$35bn for investments in plant, transmission and distribution, and US\$20bn for the costs of universal access.

A global connectivity fund with a target of reaching an additional 600 million Africans by 2030 is needed to drive investment in on- and off-grid energy provision. Aid donors and financial institutions should do more to unlock private investment through risk guarantees and mitigation finance.

While recognising recent improvements in the negotiating positions of the European Union, the United States and China, the report says that current proposals still fall far short of a credible deal for limiting global warming to no more than 2°C above pre-industrial levels. It condemns Australia, Canada, Japan and Russia for effectively withdrawing from constructive engagement on climate.

“By hedging their bets and waiting for others to move first, some governments are playing poker with the planet and future generations’ lives. This is not a moment for prevarication, short-term self-interest, and constrained ambition, but for bold global leadership and decisive action,” Annan said.

Annan added, “Countries like Ethiopia, Kenya, Rwanda and South Africa are emerging as front-runners in the global transition to low carbon energy. Africa is well positioned to expand the power generation needed to drive growth, deliver energy for all and play a leadership role in the crucial climate change negotiations.”

lenges African governments and their international partners to raise the level of ambition for the crucial climate summit in Paris in December, and calls for wholesale reform of the fragmented, under-resourced and ineffective climate financing system.

G20 countries should set a timetable for phasing out fossil fuel subsidies, the report states, with a ban on exploration and production subsidies by 2018. “Many rich country governments tell us they want a climate deal. But at the same time billions of dollars of taxpayers’ money are subsidising the discovery of new coal, oil and gas reserves,” Annan said. “They should be pricing carbon out of the market through taxation, not subsidising a climate catastrophe.”

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Energy efficiency boosted by three-pass heater

MARL Chemical Park, covering an area of some 650ha, is Germany’s third largest chemicals site. In addition to various companies belonging to the Degussa group, it is also home to several other firms, including the Sasol Marlotherm plant. At the heart of this plant is a recently modernised heater.

When it comes to fluids for heat transfer technology, Marl can look back on a long pioneering tradition. The Marlotherm brand is synonymous with a whole series of heat transfer media for a variety of applications. Originally named Chemische Werke Hüls, the firm subsequently operated as Condea and is today a member of the South African Sasol group. The Marlotherm production plant, with the heater at its heart, has survived into the present. The production process has been modernised during the last few years, enabling the plant’s energy demand to be significantly reduced. In addition, the former production facility for basic chemicals used in detergents has been evacuated, so that when the time came to replace the boilers, which were meanwhile getting on in years, the entire heating power could be provided by a single HTT heater.

The single-pass design is characteristic of the boiler type that was always installed in the past. The superimposed stages of this apparatus also earned it the name “rocket.” A burner mounted on the underside transferred most of its power by means of thermal radiation to the coiled tube fitted directly onto the flue gas jacket.

Above it were registers to enable the energy contained in the flue gas to be used convectively as well as a combustion air pre-heater to increase the combustion efficiency.

The three-pass design recently became established as one of the state of the art in heater technology. The heat transfer medium flows through two concentric coiled tubes connected in series; the flue gases are guided by means of defined annular gaps in the counter-flow. In contrast with the conventional type of construction, the flue gases are recirculated twice inside this apparatus, and in the second and third passes their energy is delivered to the transfer medium by means of convection. Apart from the extremely compact design, the outstanding advantage of the HTT principle is the fact that it dispenses with a fireclay-lined furnace. This permits heat storage masses to be reduced to a minimum – a particularly impressive breakthrough which eliminates the thermal overloading of the heat transfer medium that was previously unavoidable in the event of an unscheduled shutdown and an important step towards maintenance-free heaters.

Continued on P21

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Energy efficiency boosted by three-pass heater

Continued from P20

The complete heat transfer facility was installed outdoors in an explosion-protected area of the Marlotherm plant. All the components consequently had to be weather-resistant and winterised. This meant, among other things, a rainproof weather jacket for the insulation and high-quality corrosion protection for every single component, including the steel structure.

Chemical processes often generate residues that are either highly inflammable or have other hazardous properties. The majority of these residues are incinerated, in order to comply with all the terms of environmental permits and regulations as well as for cost reasons. What makes the installed burner system unique is that gaseous residues from existing production processes can be utilised as fuel, allowing part of the total power of 3,500kW to be provided in a form that is gentle on resources. The system is started up either with natural gas or with fuel gas; this fuel is moreover capable of producing the full heating power within a very short time if the supply of process waste gas is temporarily interrupted and hence of guaranteeing the continuity of the production process. In combination with the generously dimensioned heat transfer surfaces of the heater, an air preheater – in which part of the energy is extracted from the flue gas and used to preheat the combustion air to 230°C – permits the combustion efficiency to be increased to more than 94%. An internal flue gas recirculation system, which ensures strict adherence to the stipulated waste gas limits and represents the latest state of the art in burner technology, rounds off this section of the equipment.

The former single-pass heater was installed in a structure typical of this equipment type: on ten large steel beams supported by a foundation with a suitable loading capacity. It was decided not to completely remove these beams after dismantling the old apparatus, in order to cut

out the costs for disposing of and restoring the foundation and to simultaneously make use of the existing building fabric – which despite its age was still in good condition – for the new HTT technology. Instead, they

were merely shortened to create a new platform for the main components, namely the heater, the air preheater and the stack. The complete burner technology is now accommodated underneath this platform,

where it is protected from the weather yet at the same time readily accessible and thus also easily serviceable at ground level.

The company HTT energy GmbH is represented in Southern Africa by Energas.

The new heater plant impresses with modern three-pass technology, boasting only a very small footprint despite the same high power output. The company HTT energy GmbH is represented in Southern Africa by Energas.



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South African wines off to Peru

IF the enthusiasm and interest shown by a Peruvian businesswoman in the South African wines were anything to go by, hundreds of tons of South African wines will soon make their way to Peru where a lucrative market is awaiting them.

A group of wine-makers from the Western Cape listened with awe as Gisella Galindo Aquire, who is running an import and export business in Peru, extolled the virtues of the South African wines and expressed her plans to import them to Peru soon. The businesspeople are part of the Outward Trade and Investment Mission organised by the Department of Trade and Industry (the dti.)

“I have done my market research and have made up my mind that I will be importing wines from South Africa soon, because I have established that there is a market for them here. Although we still have Peruvian wines and others that are imported from Argentina and Chile, I have realised that there is gap in the market that can only be filled by wines from South Africa because of their unique taste and quality,” said Aquire.

She added that she had already started discussions with various government authorities in Peru in order to establish all the regulations that she will have to comply with when importing South African wines.



SA businessman Grant Newton discussing a price list with Aquire with the assistance of interpreters.

order to establish all the regulations that she will have to comply with when importing South African wines.

“As soon as the paperwork is done, and everything is in place, I will be ready to place an order from the

companies that visited me today. I hope it does not take long as I’m really looking forward to doing business

with South Africa. I have learnt about other products that the companies produce in their agro-processing businesses such as Rooibos Tea, which really fascinated me, but my interest and focus are on the wines for now,” said Aquire.

During the visit to her company by the South African wine businesspeople, Aquire requested them to share information with her about various aspects of their wine exporting businesses. These included price lists, shipping companies and their requirements, shipping time, sizes of consignment, samples, promotion material, storage facilities that she will require,

and the companies’ bottling quantities.

She said as soon as the South African wine dealers returned home, she would be in contact with them to tie up some loose ends before she places an order for her first consignment. She also planned to distribute the South African wines to other neighbouring countries in the region once they have established themselves in the Peruvian market, where she reckoned they will have a competitive edge.

The South African businesspeople were impressed by Aquire’s interest in their products and said they were looking forward to working with her and export wines to Peru.

More than just a rubber company

THE Cape Town Rubber Company – based in Paardeneiland – has

established itself as a leading supplier of rubber and rubber related

products in the Western Cape and nationally over the past 60 years.

“We supply an extensive range of over 1,000 rubber and related products,” says Jose Almeida, the company’s Sales Manager.

“We see ourselves as something of a one-stop shop for all rubber products and services. Our product range includes sheeting, matting, hosing, extrusions and mouldings.”

“We have recently

focused on increasing our manufacturing capabilities by investing in new rubber moulding equipment to cater for the growing demand for smaller runs of specialised moulded rubber products.

We have also considerably increased and diversified our stock holding of rubber and PVC hoses.

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SA wine industry committed to social upliftment

THE South African wine industry is committed to accelerating the good progress that has been made in addressing socio-economic challenges in rural communities, through a holistic approach, partnerships and collaboration with government.

This according to Rico Basson, managing director of VinPro – the representative organisation for close to 3,500 South African wine producers and cellars – at a discussion on Fetal Alcohol Syndrome (FAS) in Wellington.

Western Cape Premier Helen Zille

called the meeting with representatives from Boland farming communities, local government, NGO's and fruit and wine industries to openly discuss the prevalence and underlying causes of FAS, as well as projects aimed at addressing these issues. This followed an investigation by the Premier into allegations of the use of the “dopstelsel” – a practice through which employees are paid either partly or in full in alcohol – in the region in a *Cape Times* report earlier this year.

“The ‘dopstelsel’ is illegal. To our knowledge it doesn’t exist,

and if it does occur, it should be flagged via the right channels,” said Basson. He condemned opportunistic reporting in the strongest of terms, as it could do irreversible damage to Wine Brand SA, job creation and growth in the industry.

Basson said the wine industry agrees with government that alcohol abuse in South Africa is at unacceptably high levels, specifically binge drinking among the youth. Illicit trade remains a problem, with more than 150,000 unlicensed liquor outlets and one in five litres of alcohol sold being

homemade mixtures.

“This is not only an agricultural challenge – it is a rural one. It is therefore crucial for all parties to work together to find targeted interventions for alcohol abuse,” he said.

According to Basson, alcohol abuse is not an isolated problem; a holistic approach is needed to address all underlying issues. He illustrated this by showcasing four projects in the wine industry.

The Industry Association for Responsible Alcohol Use (ARA) runs socio-economic upliftment pro-

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Enhanced packaging sterilisation

INTRODUCING more efficient automated sterilisation for all types of packaging used in food and beverage, and pasteurisation applications, the Levati Rotary Retort is now available in southern Africa through GEA Process Engineering SA.

Suitable for the sterilisation of plastic containers, pouches, trays, steel and aluminium cans and glass jars, the rotary retort uses an enhanced spray sterilisation with both fixed and rotating nozzles that offer improved heat distribution and penetration across loaded baskets. This reduces processing times by as much as 20% to significantly improve productivity when compared to conventional retorts. Large installations also benefit from an improved footprint as fewer retorts are necessary to maintain production at any given level.

The rotary retort uses a water spray sterilisation method, which is the most gentle and widely suitable sterilisation treatment that can be used for all packaging types. Water sterilisation avoids the problems of water recontamination and also enables heat to be recovered during the cooling phase and recycled during the warming phase of the following sterilisation cycle.

A number of additional technical advances have been implemented to the rotary retort, making the equipment easier to use, simpler to maintain and provide a longer operational life with a reduced Total Cost of Ownership.

Levati is one of only a small handful of companies in the world that manufactures the complete array of componentry required for automatic retort

sterilisation operations, including handling systems for the automated loading and unloading of crates.

A variety of retort sizes are available according to customer throughput requirements, from 800mm-diameter, 800mm-length retorts to 2,500mm-diameter, 12,000mm-length units.

Levati control systems enable full track and trace capabilities that allow operators to easily select the desired sterilisation recipe for each product. By offering a precise control of temperature, pressure and cycle time, Levati technology ensures the desired product quality and required production levels are achieved with

maximum efficiency and minimum utilities.

As the official representative of Levati in southern Africa, GEA Process Engineering SA provides any after-sales and support required, and can provide research and development assistance to customers in formulating an optimum sterilisation recipe.



The Levati Rotary Retort uses an enhanced spray sterilisation with both fixed and rotating nozzles that offer improved heat distribution and penetration across loaded baskets.

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Atlas Copco LZ oil-free compressor delivers absolutely clean air



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THE pioneering oil-free and direct-drive technology built into the oil-free LZ piston compressor range from Atlas Copco Compressor Technique ensures the efficient and reliable delivery of absolutely 100% clean air.

"Piston compressors have always presented a compelling offer in terms of robustness, low maintenance and energy efficiency but this strong performance always came with high noise levels and few control options," says Atlas Copco Compressor Technique's Business Line Manager - Industrial Air, Charl Ackerman. The Atlas Copco LZ eliminates this trade-off; it is the most complete oil-free piston compressor on the market, meeting all clean compressed air needs."

Ackerman points out that as energy use constitutes the highest cost of running a compressor, it is absolutely essential that a compressor operates as lean as possible. "Given the protracted power supply crises facing South Africa, reducing energy consumption has become even more critical. Our LZ compressor features a number of built-in innovations that dramatically reduce energy consumption. For example, the direct-drive and start-stop technology eliminate waste during the unload cycle while the one-bearing motor reduces mechanical friction."

Even after filtering, the complete removal of all oil vapours, aerosols and other contaminants from oil-injected compressed air can

never be 100% guaranteed. Thanks to Atlas Copco's innovative oil-free technology, the LZ compressor features an ISO 8573-1 Class 0 pump that produces TÜV-certified 100% clean air.

When it comes to reliability and low operational costs, there are few compressors that can match the LZ range which boasts an impressive operation life time of 20,000 hours. A number of factors contribute to this extreme reliability including the use of quality components in manufacture such as patented steel inlet/outlet pump valves. The fact that the LZ does not use any oil delivers across-the-board savings including lower maintenance costs and reduced service interruptions all of which have a

direct and positive effect on uptime and ultimately productivity.

"Lubricated compressors operate up to 20% of their running time to cool-down mode," notes Ackerman. "The oil-free technology and internal cooling fan system of the LZ offers 100% duty cycle for uninterrupted service." Another advantage is that unlike lubricated compressors the oil-free LZ does not require additional filtration equipment.

The use of a canopy and sound-attenuating fabrication materials result in low noise levels of up to 67 dB(A.) This silent performance which was previously unattainable for an oil-free piston compressor, makes the LZ suitable for sound sensitive environments and optimises a healthy and comfortable working environment.

The LZ's advanced built-in easy-to-use MK 5 one-touch electronic controller optimises compressor performance and reliability with integrated saver cycles, smart algorithm for cooling and duty cycle, a maintenance schedule, pressure temperature and life time monitoring, etc.

The LZ also presents a high performance cost effective foundation for the Atlas

Copco on-site nitrogen generation system. This system which combines a compressor such as the LZ with a nitrogen generator ensures a dependable supply of purified nitrogen gas with purities of up to 99,999%. Ackerman explains that Atlas Copco's latest NGP+ on-site nitrogen generator can simply be plugged into an existing compressed air network to produce nitrogen which is an inert gas replacement for air to prevent oxidation and preserve the freshness of wine and packaged foods.

Nitrogen is also used in laser cutting, chemical manufacture and the production of electronic parts to prevent moisture build up. "The LZ's compact footprint and the fact that it does not compromise the adsorbent of the nitrogen generator, makes it highly suited to the nitrogen generation system," concludes Ackerman.

The complete LZ compressor range which is available from 7 to 10 hp, pressures from 4 to 10 bar and electric potential (230/400/460V) option, was designed and developed in the Atlas Copco piston centre of excellence in Italy. Dryers and filters are included as standard in the full feature pack versions.

Do manufacturers dream of electric drives?

ALL around the world, food and beverage manufacturers are discovering the efficiency-enhancing benefits of electric drives. Business Development Manager for Festo, Russell Schwulst looks at why South African manufacturers need to follow in their steps.

South Africa's manufacturing industries are facing a host of problems, ranging from price resistance at the retail level to rising energy costs and labour disruptions. Food and beverage manufacturers have not been spared these issues, and find themselves at a disadvantage when competing with their global peers.

It's more important than ever that factories find smart ways to become energy-efficient and reduce operational costs, while still maintaining high production outputs. The industry's move towards near-total automation provides plenty of opportunity to find smart solutions. One popular solution has been to increase the efficiency of the factory floor by innovatively combining electric drives with traditional pneumatics solutions.

Gone are the days when electric drives were seen as direct competition to or replacements for their pneumatic counterparts. Manufacturers today are seeing the value of combining the two to take advan-

tage of the best of both worlds. These amalgamated solutions are able to boost productivity and increase production yield, while remaining cost-effective.

We need only look at global food and beverage manufacturers to see the central role that electric drives are playing in the factory. One Frost & Sullivan report, entitled Strategic Analysis of Electric Drives Market in European Food and Beverage Industry, revealed the electric drive market earned revenues of EUR204.89m in 2010 and is estimated to reach EUR313.14m by 2017. The report puts this growth down to several features inherent to electric drives: ease-of-use, speed, reliability, energy efficiency and cost-effectiveness.

Following in the footsteps of the European food and beverage industry opens up solutions to distinctly South African problems. One such issue is that of everyone's favourite parastatal, Eskom. Load shedding is an unavoidable reality, and even the most optimistic predictions say that resolution is years away.

Through the use of efficiency-enhancing components such as electric drives, factories can maximise the amount of production between periods of unexpected downtime. Energy-efficient drives can help reduce production costs, improve ROI (Return on Investment) and ultimately lower CO₂ emissions.

Another major issue that South African companies face is the need to produce food and beverage products that stand up to both local and global standards of health and safety. Factories that fail to meet these standards could not only suffer legal consequences such as lawsuits and fines, but also risk significant reputational risk.

Here again, electric drives, like their pneumatic counterparts, tick all the boxes. Festo has a range of electric drives mechanical axes, like the ELGA, that are approved for use in food zones.

It's not as simple as buying a bunch of electric drives, of course. Each factory will have its own unique needs and each machine its own specific application. It's why, just as with the amalgamation of electric and pneumatic drives, companies benefit most from close collaboration with companies that can provide them the right advice and of course, the right product for their application.

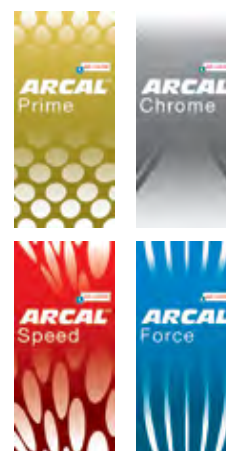
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Reliability and planned maintenance as key factors in ensuring uptime

IT'S not just the economic times and the power disruptions that plague the profitability of customers. Much can be said about planned maintenance and putting measures into place to allow for the smooth running of a plant. Raymond Obermeyer, General Manager Operations at SEW-EURODRIVE elaborates.

Stockholding and spares form an important part of the company's business strategy in Africa.

"It contributes a significant amount to our business, as we pride ourselves on the ability to offer availability of spares and accessories as part of our after sales support on a 24/7 basis," he states.

Obermeyer reveals that there is constant demand for accessories and spares, with some customers ordering critical spares ahead of time in order to have them available when they are needed.

There are numerous accessories that are available to customers through SEW-EURODRIVE, including; cooling systems, condition monitoring equipment, maintenance operating manuals, and selection and design software.

SEW-EURODRIVE boasts a stockholding of 80% of the



Raymond Obermeyer, General Manager Operations at SEW-EURODRIVE.

stock items that the company sells at any given time. Obermeyer explains that if the required part is available from any of the company's five South African branches, it can be delivered to the customer within a very short period of time.

"If the spares or accessories are not locally available, we can source them from our global network within days. SEW-EURODRIVE keeps a large inventory of stock nationally, and there-

fore we are closer to the customer due to our branch network," he continues.

Obermeyer reveals that there are two types of customers in the African market, namely those who operate the equipment until it needs replacing, and those who make use of conditioning monitoring equipment and the benefits that it provides.

"There are several arguments for the use of condition mon-

itoring equipment. Firstly, there is a lack of skills in the country, and maintenance staff is sometimes not equipped to look after the units."

Although the cost of adding on the additional monitoring equipment may seem expensive at first, the pay-off is unrivalled compared to the cost of replacing a unit.

"Today customers have the option of adding many conditioning monitoring options, (like vibration, temperature and oil monitoring) which assist them in knowing when the unit is in need of maintenance. In this way the customer can plan for the maintenance and avoid productivity losses," adds Obermeyer.

SEW-EURODRIVE through its Drive Academy offers customers courses that assist them to under-

stand and maintain the unit efficiently.

Furthermore the company has fully equipped field service vehicles that can assist customers with onsite with commissioning, fault finding and basic repairs and maintenance.

"We are noticing an increased popularity in site surveys which is part of one module of our CDS program," comments Obermeyer.

The field service team and engineering department would visit the customer site and do a full survey of all the units and where the unit is in terms of life span. The team would then recommend a course of action in terms of maintenance, repair or replacement.

This is of tremendous assistance to the maintenance manager in terms of planning forward.

KWV: don't pop the cork yet

PAARL-based brandy and wine icon KWV Holdings – now under control of trade union led empowerment group HCI – is still struggling for sustained operational traction. Unlike larger and more diversified rival Distell – controlled by brand building geniuses Remgro – KWV seems unable to produce well-fortified profits.

In the year to end March 2015, KWV showed revenue growth of 4% to just over R1.1bn. CEO Andre van der Veen described the performance as "unsatisfactory in the light of export sales that benefited from the rand being around 4,5% weaker and South Africa's inflation of about the same magnitude."

Wine sales increased by 4,3% with KWV reporting solid volume and revenue growth in South Africa as core brands Roodeberg, KWV and Laborie, performed well. But Van der Veen noted this was unfortunately this was tempered

by a decrease in export sales to Europe.

Packed spirit sales grew by 2,5% compared to the prior year, but volumes declined. Van der Veen said even though strong volume growth could be seen in some of the core spirits brands – notably KWV 3 year old and Bols brandy – this was mitigated by a significant decrease in bulk spirits volumes.

"The fierce competition in the South African (spirits) market remains a challenge as whiskey continues to grow at the expense of the brandy category."

Van der Veen pointed out that not only were volumes under pressure, but the sales mix deteriorated and profit margins were squeezed due to pricing pressure as consumers 'trading down.' Somewhat worrying is that KWV's efforts to diversify away from its core wine and brandy offering is proving difficult.

Continued on P27

Bittersweet time for South African food sweetener market

THE South African food sweetener market, which includes sugar, polyols and non-nutritive sweeteners, is at a crucial inflection point in its growth trajectory. The market is dominated by sugar, when analysed in terms of volume, and sugar consumption continues to grow in line with the country's gross domestic product and population expansion. However, sugar could slowly lose ground to sugar substitutes, especially non-nutritive sweeteners, owing to health concerns, such as obesity and non-communicable diseases.

New analysis from Frost & Sullivan, Analysis of the South African Food Sweetener Market, finds that despite South Africa's high per capita sugar consumption, sugar production is slower than the rest of Africa and is set to wane. Higher production capacity than is currently needed for the domestic market in South Africa; however, offers scope for export.

"The demand for sugar, at present, remains

steady as consumers favour the sweet taste that it provides," said Frost & Sullivan Chemicals, Materials and Food Senior Industry Analyst Carolyn Krynauw. "While the sugar-free trend has also led to an increase in the use of non-nutritive sweeteners, the government is looking to limit the dependence of the food and beverage industry on such sweeteners."

Regulations proposed by the South African Department of Health have created a wave of uncertainty in the non-nutritive sweetener segment, which could affect profits. As a result, this is driving manufacturers to return to sugar while the search is on for new, more natural sweeteners.

The overall market will stabilise as manufacturers strike a balance between sugar and non-nutritive sweeteners, substitute sugar with natural replacement products – which have a similar flavour profile – or revert to basic nutritive sweeteners such as honey and syrup

as alternatives.

"In this scenario, business diversification and geographic expansion become crucial," advised Krynauw. "Diverting sugar towards the industrial consumption, such as the ethanol blending sector or tapping into the East or West African markets, will boost margins and serve South African manufacturers well in the long run."

Analysis of the South African Food Sweetener Market is a Market Insight that is part of the Food and Agriculture Growth Partnership Service program. This market insight provides market metrics for the South African sweetener market up to 2019. It outlines the drivers and restraints for each segment and to what extent it relies on imports, discusses recent proposed regulations which will affect the sweetener market, and highlights international trends that may become pertinent to South Africa in the next five to ten years.



The new SEW girth gear – flexible concepts for diverse combinations

Girth gears – the latest offering in our industrial gear range – are used to drive large, rotating systems such as dryers, rotary kilns or horizontal mills. Traditional girth gears generally consist of two to four segments that are assembled together for processing. In contrast, SEW-EURODRIVE girth gears are split into several identical segments in order to keep the component parts short and easy to handle. We deliver not only girth gears, but the entire drive package!

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Sealed surface conversion system for gear units

BMG's specialist drives and motors division, has extended its Nord range, to include robust units with NSD tupH sealed surface conversion treatment, for improved process reliability in extreme ambient conditions.

"Nord's NSD tupH surface and corrosion protection system, which is resistant to acids and alkalis and is free from chromates, enables efficient drive performance in harsh operating environments," says Derrick Louw, product manager - Nord, BMG's drives and motors division.

"The catalytic NSD tupH process permanently bonds a high hardness layer to the aluminium substrate of standard Nord geared units. This layer, which undergoes a sealing process, has a surface hardness of up to seven times that of untreated aluminium and about 1,000 times harder than paints and lacquers.

"This surface



BMG's Nord gear units, which are treated with a sealed surface conversion system – NSD tupH – are ideally suited for use in extreme conditions.

treatment protection technology for aluminium, which is a lightweight alternative to stainless steel, has advantages that include a substantially lower mass, improved installation options and cost efficiency."

Nord's easy-to-clean surface treatment, which is not a paint layer that can detach or flake off, offers optimum protection against scratching, blistering and the penetration of corrosion, even if the

unit is damaged.

This new surface conversion system, which extends the surface life of gear units, is highly resistant to extreme environments and aggressive cleaning chemicals, even under high pressure washdown conditions.

Extensive tests showed that NSD tupH surfaces did not sustain any corrosion or damages, even after 1,000 hours of continuous salt water rinsing.

NSD tupH finished units can be combined with stainless steel shafts, sealing components and lubrication suitable for harsh environments. This surface treatment is available for the entire Nord range of aluminium products, which includes worm gear units, bevel and helical gear units and smooth motors.

The Nord range, which is designed by German precision engineers, Getriebebau Nord and assembled locally by BMG according to stringent international quality and safety specifications, has earned recognition throughout the world for reliability, efficiency, low noise levels, extended life and reduced maintenance.

Local assembly of this high quality range means reduced downtime during maintenance because of prompt delivery of components and ready availability of spare parts.

SA wine industry committed to social upliftment

Continued from P22



Rico Basson, managing director of VinPro.

grammes in the Perdeberg and Robertson districts. Initiated in 2012 to primarily focus on FAS, the project has expanded to aspects such as crèche training, health and safety, first aid and financial planning. It involves a project manager and two social workers, with outsourced training specialists. In the two districts combined, the project reaches 51 producers and 1,240 farm workers.

"The project's success lies in buy-in from both producers and farm workers, regional flexibility and ownership, and most importantly, partnership with government, corporates and other service providers," said Basson. The VinPro Foundation will partner with ARA from 1 July 2015 to roll out the project in two more regions; however the long-term goal is to have 18 social workers in nine regions within the next five years.

By obtaining accreditation from the Agri-cultural Ethical Trade Initiative (Wieta) wine

producers ensure that they comply with local and global standards regarding ethical labour practice. Wieta currently has 1,276 members, with close to 17,000 farm workers under Wieta accreditation. The initiative is subsidised by industry and the Western Cape Department of Agriculture, and works closely with other ethical codes, such as Siza in the fruit industry.

VinPro has a strong focus on the **training of vineyard workers**, including a practical, accessible DVD training package covering all aspects of the wine growing season, as well as a related series of training courses on farms in the respective regions. "Funding from VinPro, private and corporate donors, as well as government departments, enables us to train close to 2,500 vineyard workers annually," said Basson.

The **Agri's got Talent** project is a joint venture between HORTGRO and the VinPro Foundation – representative organ-

isations for the fruit and wine industries respectively – and includes a singing competition and life skills workshop. The winner of the Agri's got Talent 2015 is announced on 31 July. "It is a wonderful platform to showcase the exceptional talent of our farm, packshed and cellar workers, and to empower them with knowledge and skills with which they can make a difference in their communities," said Basson.

"It is now the time for all stakeholders to collaborate and ensure a better future for everyone in the wine industry value-chain – starting at our labour force, the cornerstone of our industry," Basson emphasised.

Zille thanked the fruit and wine industries for the initiatives with which they make a difference in the lives of their agricultural workers, and appealed to the workers to take pride in their communities, take responsibility for their future and stand up against social discrepancies.

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MasoSine Process Pumps gets thumbs up for dairy industry

MASOSINE Process Pumps get a thumbs up for dairy industry

A leading Cape cheese manufacturer has turned to Watson-Marlow Bredel to address inefficiencies in its production lines. The customer needed a pump to handle shear sensitive fluids. The company installed MasoSine Process Pumps to pump soft solids without damaging the product.

"MasoSine positive displacement pumps are the result of more than 30 years of engineering innovation and product development," says Bernard Rabé, Branch Manager of Watson-Marlow Bredel SA in the Cape region.

After a preliminary survey Watson-Marlow Bredel confidently offered the client a MasoSine SPS 300 as a trial unit to install in its problematic cottage cheese area.

"The MasoSine pump's exclusive sinusoidal rotor overcomes the limitations of conventional rotary lobe pumps to produce powerful suction with low shear, low pulsation, and gentle handling. They are also simple to use and easy to maintain. Food customers can be confident that they are certified to 3-A Sanitary Standards, Inc. (3-A SSI) the industry standard for food sanitation and hygiene," he adds.

MasoSine's exclusive single shaft and single sinusoidal rotor overcomes the need for the complex timing gears and multiple seals associated with conventional rotary lobe pumps.

The pumps are used in a wide variety of applications across industry, including:

- Dairy
- Curd
- Prepared foods
- Meat and poultry

- Bakery
- Confectionary
- Beverage
- Cosmetics
- Pharmaceuticals
- Industrial applications

One rotor, one shaft and one seal translates into a pump that is both simple to operate and requires very little maintenance.

This sinusoidal pump is ideally suited to food applications, according to Rabé. "Its large open cavities, coupled with a constant displaced volume and gentle transfer of product – from inlet to discharge – ensures that food is not damaged during transfer. This is a critical aspect of production for any food processor as it reduces waste and the cost associated with the disposal of damaged product," he points out.

The undulating contour of MasoSine's unique rotor gently transports product through the pump, while still maintaining the product quality. A good example of this is in the dairy sector where the pumps have helped reduce curd damage that results in fewer fines lost to the whey stream – which in turn increases the cheese yield.

"The final product is also of higher quality because undamaged curd absorbs dressing more uniformly and requires less dressing, improving the appearance, consistency and quality of stirred curd products. Our customer has reported an overall improvement in plant efficiency – as well as reduced downtime and greater productivity."

MasoSine pumps are also capable of being cleaned-in-place (CIP) and Watson-Marlow Bredel SA offers various CIP modifications depending on the product being pumped

and the cleaning protocol used.

Watson-Marlow Fluid Technology Group is a world leader in peristaltic pumping – the fastest-growing pump type, according to the company. In 55 years Watson-Marlow Bredel has sold more than a million pumps, in sizes which can pump from microliters an hour to 80,000 litres an hour.

One rotor, one shaft and one seal translates into a pump that is both simple to operate and requires very little maintenance. Like peristaltic pumping, the MasoSine pumping principle requires no valves. The four chambers are sealed and ideal to pump yoghurt with solids. This made it perfect for the client's second problem area.

Another issue the customer raised was the high maintenance cost – due to production losses – when pumps need to be repaired in the workshop with specialised tooling.

"With our quick and easy in-line maintenance he was totally hooked to the concept of limited spares needed for maintenance. After five continuous weeks, our client was amazed at the low-pulsation performance of the SPS trial pump and its smooth discharge of the product."

"The other barrier we needed to overcome was the limited space to install the pump and ensure best efficiency of pump for process. With the various ways of positioning the MasoSine Pump heads we were able to meet his requirements and eliminate any bacteria retention zones. With our newly-launched full stainless steel power frame we definitely comply with all standards including GMP, and assure a totally hygienic

environment."

Watson-Marlow Bredel delivered two SPS 250 MasoSine Pumps on portable trolleys – for easy access in the factory – with Variable Speed drives for peak production periods.

"Watson Marlow Fluid Technology Group aims for best possible quality and service, and being local now in the

Western Cape we definitely can accomplish this need as a pump manufacturer. We strive to solve customers' problems and not only sell pumps."

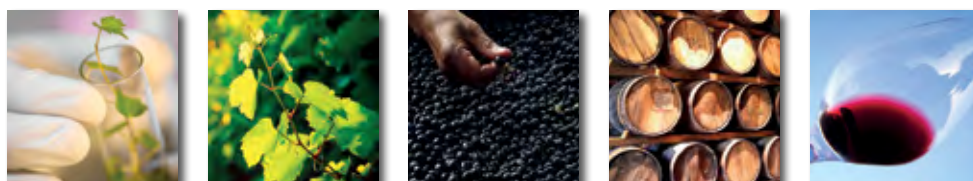
Watson-Marlow Bredel's range of pumps makes it possible to handle pressures up to 15 Bar with flow rates up to 80,000 litres an hour.



Watson-Marlow Bredel's range of pumps makes it possible to handle pressures up to 15 Bar with flow rates up to 80,000 litres an hour.



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KWV: don't pop the cork yet

Continued from P25

Van der Veen argued that KWV's RTD (Ready-to-Drink) portfolio faced many of the same challenges as spirits as it was also focused on the South African market. RTD sales volumes declined, resulting in a 2% decrease in revenue. He said aggressive pricing on the 'Ciao' brand prompted a 17% growth in volume, but decreased margins.

KWV's contract bottling volumes were considerably less than in the prior year. But Van der Veen said revenue and margins had improved significantly due to more profitable contracts concluded during the year.

"This resulted in a significantly improved contribution to operating profits from this category."

KWV's export sales to Africa, assisted by the strong dollar, showed moderate growth of 8,5%. Van der Veen noted this was "significantly less than what we aimed for."

Profitability was also eroded by KWV incurring increased advertising and promotion costs due to a televised trademark campaign. Van der Veen said this television campaign was the first in many years, and was aimed at building the KWV brand.

The bottom line is that KWV made a net operating profit of R62.3m compared to a loss of R2.2m in the prior year and generated headline earnings of R48m compared to only R1.7m in the prior period.

But Van der Veen warned that the current operating profit would not be sustained into 2016 as the significant exchange rate profit is unlikely to repeat itself. In addition, he said that continued margin pressure was expected from the brandy market in South Africa as well as the wine category in Europe.

AECI grows its food additives and ingredients business

AECI has entered into an agreement to acquire 100% of Southern Canned Products (SCP), a manufacturer and distributor of juice-based drinks and products, from Gerber Goldschmidt South Africa, a private equity investment company, and the management of SCP. In its last financial year, SCP generated revenue of R520m.

The move is part of AECI's stated strategy of growing its Food Additives and Ingredients business in South Africa and ultimately the rest of Africa.

Lake Foods is the exclusive representative for leading international manufacturers and suppliers of specialty ingredients and commodities, offering products and services to the bakery, beverage, dairy, health and nutrition, meat, poultry and wine industries. Products include bacterial cultures, enzymes, natural colours, test systems, phosphates, stabilisers, emulsifiers, baking powders, brines, spice blends, marinades and various other food ingredients. SCP will enhance the business's offering to the beverage industry in particular.

"Consumers want more appetite appeal, choice, flavour and texture, and we're committed to providing products that meet these increasingly complex requirements," says Dean Murray, Chairman of Lake Foods and Chemical Cluster Executive at AECI.

"We're looking at food additive and ingredient manufacturers that have a deep customer service culture and proprietary intellectual property; SCP ticked all the boxes in this regard."

"Although Lake Foods and SCP are primarily focused on the South African market, they have representation in some parts of the continent. Moving forward, we plan to optimise synergies and leverage AECI's extensive African footprint to diversify the businesses. This is very important in geographies where a number of our major customers are putting down roots in a bid to unlock the commercial opportunity of the above-average economic growth in emerging markets," says Mark Dytter, Chief Executive of AECI.

Founded more than 50 years ago, SCP has a state-of-the-art manufacturing facility in Cape Town that is HACCP and ISO accredited. In line with

AECI's commitment to delivering added value, SCP supports its customers throughout the product development lifecycle, with capacity in R&D (analytical, sensory and technical), manufacturing, packaging and logistics.

SCP comprises three divisions:

Trading

This division has contracts with established local companies to source, import and manage the logistics of its customers' juice concentrate requirements.

Specialised and formulated juices

This division is focused on in-house intellectual property in the formulation and manufacture of specific juice concentrate products for local and international beverage customers.

Brand

This division bottles olive and seed oils, marketed under the Olive Pride brand.

The acquisition is subject to a number of conditions precedent, including approval by the Competition Commission of South Africa.

Pioneer Foods strengthens African market



Region President, Didier Robert; CEO of South African Pioneer Food Group, Phil Roux; CEO of Royal Bourbon Industry, Daniel Moreau and the prefect of Réunion, Dominique Sorain, at the inauguration of the new line of fruit juice production of CERES brand to Réunion.

SOUTH African FMCG company Pioneer Foods recently entered a local licensing agreement with Réunion-based FMCG company Royal Bourbon Industries (RBI). The agreement will enable RBI, through a newly launched production line, to manufacture, distribute and market Ceres Beverages' tetra products in the Indian Ocean region.

RBI is a local licensed manufacturer of large international brands and has been importing and distributing the Ceres brand in Réunion for close to 20 years. Pioneer will deliver

pulp to Réunion from where it will be manufactured into fruit juice, distributed and marketed.

Pioneer Foods, which exports to 80 countries across the globe and has a significant international footprint through exports and in-country business partnerships, has a strategic focus to drive growth outside of South Africa.

"We already have an established presence in the Indian Ocean region through similar partnerships in Mauritius, and we will use the partnership with RBI as a platform to expand our footprint into francophone Af-

rica from Réunion," said Phil Roux, CEO of Pioneer Foods.

Roux said the company continues to explore sustainable opportunities outside of South Africa.

"This is an ideal growth opportunity for us. Ceres Beverages is one of the largest beverage manufacturers on the African continent and Ceres is a key brand in our product portfolio with significant brand equity in the export market."

Daniel Moreau, CEO of Royal Bourbon Industry, said RBI aims to leverage the local production line to increase the

market share of the Group in the beverage sector and to promote local production of fruit juice instead of imports.

"It's really good to produce, instead of import, a South African-branded juice here in Réunion. This is a major step forward in the relationship between Royal Bourbon Industry and the Pioneer Foods Group, which for 20 years has developed a partnership on the import-export sector in the territory and today transforms into direct local production."

Present at the inauguration of the production line was Pioneer Foods CEO, Phil Roux, Daniel Moreau, Réunion Region President, Didier Robert, the governor of Réunion, Dominique Sorain and head of Pioneer Foods International, Thushen Govendar.

Citing prospects for regional co-operation and economic development, the Réunion Region and Europe have supported the development of the new production line in Réunion.

Didier Robert welcomed this development for RBI, which is financially supported by the region, Europe and the state. "With this new production line, 20 jobs were created and that is an indication of Réunion production winning," he said.

Pioneer Foods provided technical guidance on the installation of the production line and assessed the quality on implementation.

Given the importance of the Ceres brand in the market, the company will continue to ensure the quality standards of the line.

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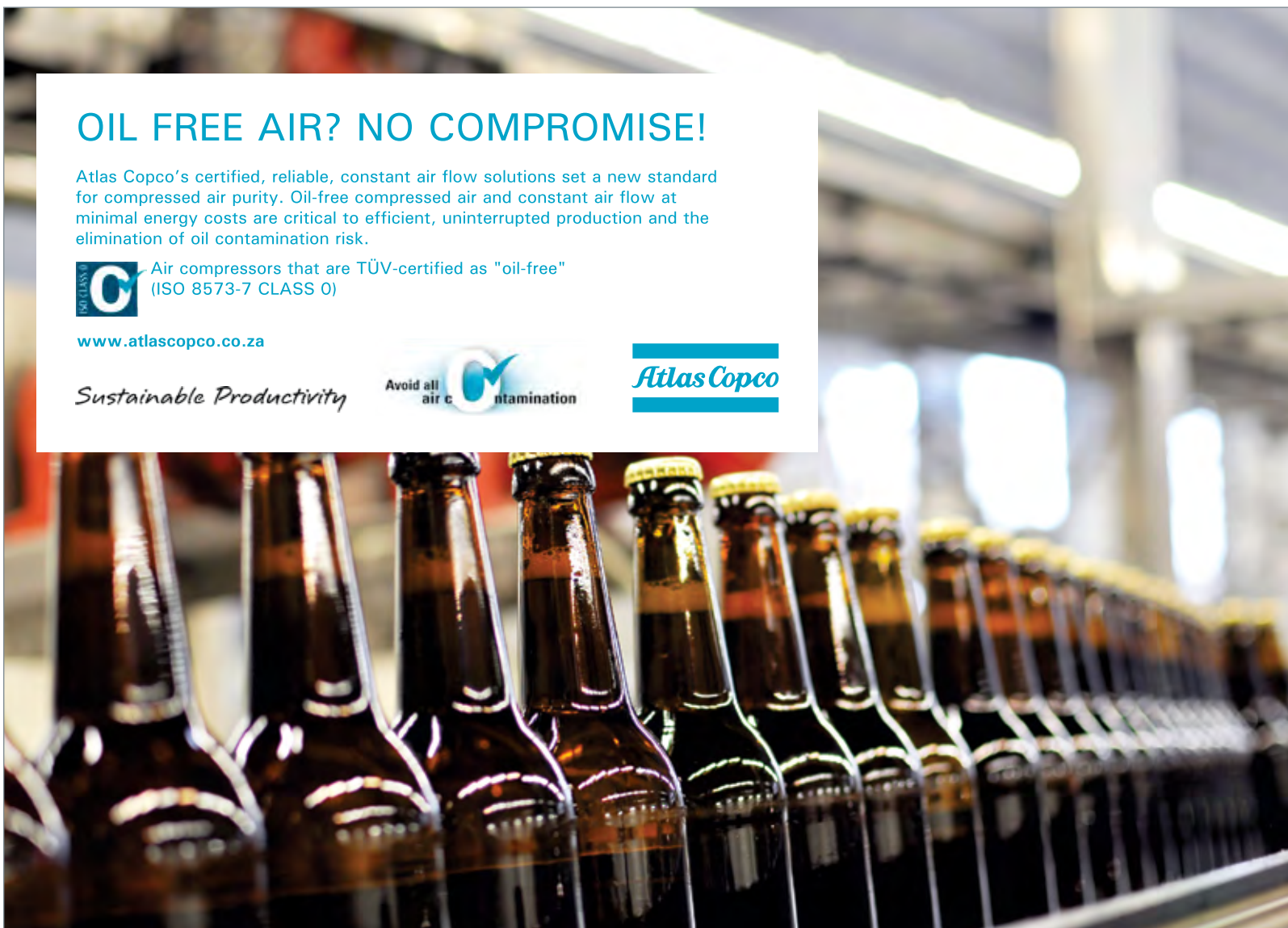
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All-new Jeep Renegade is unleashed

DEALER principal Adele Els says; "Built on almost 75 years of legendary heritage, Jeep is an authentic SUV with class-leading capability, craftsmanship and versatility for people who seek extraordinary journeys. The Jeep brand delivers an open invitation to live life to the fullest by offering a complete line of vehicles that continue to provide owners with a sense of security to handle any journey with confidence."

The four brand pillars of freedom, authenticity, adventure and passion sum up what it is that entices buyers to the brand.

These values are not a product of a recent research event or a desktop strategy activity, but have been built into every Jeep from the first vehicle produced.

Freedom is all about being true to your dreams and working to make them real.

Authenticity is the higher standard pursued in all you do and dream.

Adventure is the ultimate search for a place where you can be true to who you really are.

Passion means stretching your limits to achieve greatness.

Today, as it did more than 70 years ago, Jeep continues to offer "the best 4x4 vehicles in the world, with unmatched capability and strength."

Renegade

The 2015 Jeep Renegade is the brand's first B-segment SUV.

"It is designed and executed to take on the world, and when we say the world, we mean it: designed in the USA, built in Italy and sold in more than 100 countries worldwide. It is a global coordination of Jeep engineering and design, with Italian craftsmanship and execution."

Being the first Jeep vehicle in this burgeoning market segment means that the Renegade will entice a completely new customer set to the brand.

Renegade is a capable vehicle and will initially be launched locally with front wheel drive versions; the highly capable 4x4 versions will follow later this year. Despite it being a B-segment vehicle, the new Jeep Renegade is deceptively roomy, with space for both passengers and their cargo, or a generous amount of cargo space with the rear seats folded.

In addition, from its advanced vehicle architecture and Wrangler-inspired aesthetics, to its highly efficient powertrains, Renegade has been designed, engineered and executed to be a Jeep in the truest sense of the word.

All of this is backed up by a three-year, 100,000km warranty and – in line with its Cherokee and Grand Cherokee siblings – the Jeep Renegade has the premium six-year, 100,000km maintenance plan for complete peace of mind while motoring,

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Still awesome: the enhanced KIA Picanto

It's been four years since KIA's second-generation Picanto made its debut at Geneva, but thanks to Peter Schreyer's award-winning design, the Picanto remains a firm favourite across the globe. Fresh from its debut at the 85th Salon International de l'Automobile in Geneva at the beginning of March this year, the enhanced KIA Picanto has arrived in South Africa.

The Picanto was born from a simple idea: an affordable car should make no compromises on styl-

ing, features or technology. Indeed, all the characteristics that made the second-generation KIA Picanto a remarkable car in 2011 still apply today, proof that 'small' and 'affordable' is still an awesome combination.

Picanto combines sporty, elegant styling with a high quality interior, frugal and efficient engines and exceptional levels of standard equipment into a package that, four years later, remains at the forefront of style. Thanks to a small number of selected

enhancements, Picanto can now also add a more premium look and feel to its arsenal, which underlines its notable value proposition.

A success from the get-go

The first generation KIA Picanto made its international debut at the 2003 Frankfurt Motor Show, and went on sale across the globe in 2004, when it also made

Continued on P40



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- The all new Peugeot 308, 2014 European Car

of the Year, heralds the advent of the marque's "most advanced hatchback to date".

Designed around Peugeot's new-generation Efficient Modular Platform 2 (EMP2) the new 308 combines compact, wieldy dimensions and a substantially reduced kerb mass with an advanced, high-efficiency drivetrain to deliver exceptional dynamics and frugal fuel consumption.

The interior execution reflects the advanced nature of the 308, as well as close attention to design detail, high comfort levels and tactile quality. The cockpit design combines deeply recessed, highly visible instrument dials with a large, full-colour touchscreen

display, while a multi-function steering wheel further benefits intuitive access to key functions and features.

Mirroring a design trend first introduced by the 208 and 2008, the 308's ergonomic layout combines a small-diameter steering wheel with an elevated instrument binnacle, allowing an unencumbered view of the road and the key instrumentation.

Despite the fact that the new 308 is more compact than its predecessor, efficient packaging and intelligent design conspire to create a roomy cabin with spacious accommodation for front and rear occupants. Smart finishes, including textured surfaces, metal-

lic accents and high-gloss inserts, establish an up-market ambience, adding to the new Peugeot 308's feel-good character.

Practicality remains a further 308 attraction, with a generous luggage compartment, and a 60/40-split rear bench seat that can be partly of completely folded flat to boost cargo space. A five-star Euro-NCAP rating underscores the new Peugeot hatchback's exceptional safety standards, with a comprehensive array of active and passive safety features.

The new Peugeot 308 is initially offered in two variants, both employing Peugeot latest, high-efficiency PureTech engine technology. The cutting-edge, three-cylinder

power plant incorporates high-pressure direct injection, four valves per cylinder, and high-pressure turbocharging.

The result is a small-capacity engine with compact dimensions and low mass that emulates the power and torque of a much larger, more conventional and less efficient power plant, while achieving clear benefits as far as reduced exhaust emissions and lower fuel consumption are concerned.

Starting off the range is the Peugeot 308 Active, which is fitted with the 1.2 Pure Tech e-THP 110 engine. It produces a maximum power output of 81kW at 5,500r/min, combined with a generous 205Nm of torque,

available from just 1,500 r/min. A five-speed manual gearbox is standard.

By comparison, the 1.2 Pure Tech e-THP 130 engine fitted to the 308 GT Line elevates those output levels even further. Maximum power increases to an impressive 96kW at 5,500r/min, while torque now peaks at 240Nm, already on song from only 1,750r/min. The GT Line model gets a six-speed manual gearbox with optimised ratios.

The differences between the Active and GT Line models extend to exterior styling details and interior trim and equipment levels. For instance, the GT Line gains full LED headlights, a different grille, and twin, narrow-aperture tailpipes, as well as larger alloy wheels and more brightwork.

While both models offer a comprehensive array of standard equipment, the GT Line gains an extended features list, together with enhanced trim levels. However, the 9.7-inch touchscreen display is standard on both variants.

The arrival of the new-generation Peugeot 308 in South Africa represents a quantum leap for the brand in the highly competitive C-segment hatchback market. Its strong suite of attributes, including reduced mass, high efficiency, dynamic prowess and marked quality all combine to create a car that looks elegant and contemporary, and feels every inch the 21st Century hatchback."

The new Peugeot 308 is supported by a comprehensive service and warranty offering that includes a three-year/100,000km manufacturer warranty, a five-year 60,000km full maintenance Premium Plan and a three-year/100,000km roadside assistance package.

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Plastic recycling figures show a growing industry, despite challenges

THE latest plastic recycling figures released by Plastics|SA are reflective of a vibrant and dynamic industry that is growing despite the many challenges it faces.

"The South African plastics industry is currently in the throes of one of the most challenging periods in its history. Not only are we facing increased electricity, transport and raw material costs on the local front, but the sharp increase in imports also poses a very real threat to our progress. Despite this, the industry has shown encouraging signs of growth both in terms of the amount of plastics that are diverted from landfill and job creation," says Anton Hanekom, Executive Director of Plastics|SA.

Each year, an in-depth survey into the state of plastics recycling in South Africa is conducted on behalf of Plastics|SA, the mouthpiece of the local plastics industry, by plastics recycling guru Annabe Pretorius of Plastix 911.

"It gives us a clear indication of the flow of plastics products in South Africa, the state of the plastics recycling industry and the recycle markets and is therefore a valuable tool for promotion, knowledge of the industry and forward planning, policy development and assisting in setting targets for end-of-life solutions."

The 2014 results just released have shown that a total of 1.4 million tons of plastics from domestic production and imported materials were converted in South Africa in 2014.

Hanekom says that "although this is the same total as was reported for 2013, the conversion rates for certain types of plastics have increased and others decreased in tonnages owing to the impact of light-weighting plastics packaging, which had a marked increase on South Africa's consumption rate."

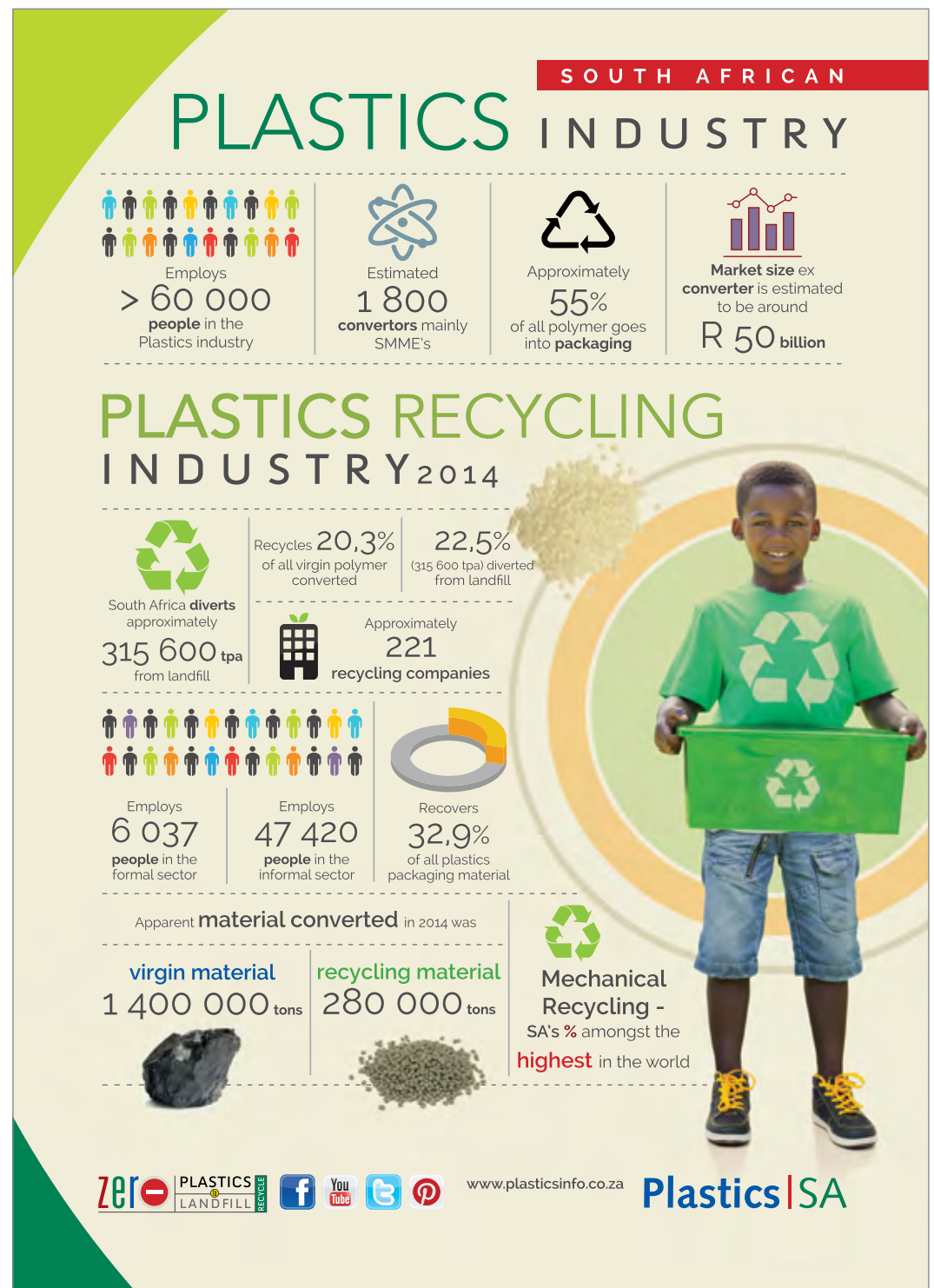
Earlier last year, the South African plastics industry had set itself the aspirational target of diverting plastic from the country's landfill sites by the year 2030, by adopting a new sustainability objective entitled, 'Zero plastics to landfill by 2030.' The impact and influence that this strategic direction had on the recycling industry could be seen in the 2013-2014 results:

- A total of 1,400,000 tons of plastics from domestic production and imported materials were converted in South Africa in 2014. This is the same total as 2013 although some materials have increased and others decreased in tonnages.
- 315,600 tons of plastics (22.5%) were diverted from landfill in 2014. This is an increase of 9% from 2013.
- Of the 315,600 tons of plastics diverted from landfill, 284,520 tons (90.2%) were mechanically recycled in South Africa and 31,087 tons (9.8%) were exported for recycling elsewhere. The proportion of plastics recycled in South Africa has decreased from 97.6% in 2009 to 90.2% in 2014. The tonnages exported from South Africa are causing some concerns amongst the domestic plastics recyclers.
- Post-consumer materials still provide the most recyclables and 62.7% of all materials recycled originated from post-consumer sources. A further 17.2% originated from post-industrial sources.
- The formal employ-

ment provided by plastics recycling has increased with 34% to 6,037 workers. Informal employment has increased to 47,420, bringing the total number of jobs sustained through plastics recycling to 53,457 (an increase of 11.4% since 2013.)

- The majority of plastics that were recycled in South Africa continue to be used locally to manufacture new products, mainly films (packaging, building and industrial) and pipes.

"We have proved that plastics can effectively be recycled many times over into new products. South Africa is being recognized as one of the world leaders when it comes to 'closing the loop,' or recycling products back into their original form. Whilst our first choice will always be to recycle plastics for re-use, we are investigating waste-to-energy recovery options for difficult to recycle or end-of-life plastics that could provide a viable answer to our country's current electricity crisis, save natural resources and support our objectives of saving landfill space, reducing litter, saving energy and reducing CO₂ emissions," Hanekom concludes.



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Hefty fees and penalties await consignors of cargo who do not adhere to the new Container Packing Code of Practice and the verification of Container Weight Regulations for transport. Consignors will be liable for all costs associated to any damage incurred to property and the environment due to non-compliance of the new regulations.

Hefty fees await non-complying consignors

CONSIGNORS and any company involved in the transport of cargo, whether general freight, refrigerated or dangerous goods by road, rail or water, in any form of container, trailer, tanker or rail car, will be required by law to implement and adhere to the new IMO/ILO/UNECE Code of Practice for Packing of Cargo Transport Units (CTU.) Compliance requires contents to be firmly secured to prevent movement when transported, particularly under turbulent conditions, as

well as a stable distribution of weight (within the weight limitations) inside the container prior to sealing and shipping the consignment. The new regulations for the verification of container weight will come into effect in July 2016. This means that the consignor, in other words, the company responsible for packing the contents, will be liable for all the costs associated to any damage incurred should an incident occur while the cargo is in transport.

These essential com-

pliance issues were discussed by industry leaders from all over the world at the recent CTU Packing Roadshow in Durban.

Captain Richard Brough from London, Director of the International Cargo Handling Coordination Association (ICHCA - the leading NGO association representing the interests of the global cargo handling industry,) spoke about the consequences of incorrectly secured contents and mis-declared cargo weights and how

in-depth research conducted resulted in the amendment of the Code to further enforce proper securing and weight restrictions on cargo transportation. Brough comments, "Container weight verification is crucial as part of this whole process; being a ton or so out on your calculations can have devastating effects and cause major accidents and losses. With these new measures, it is hoped that high impact incidents will be

Continued on P35

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Langkloof Bricks leans on Linde Trucks



(L to R) Gary Vermaak, Sales Executive Linde PE; Nico Blake, Executive Director Langkloof Bricks; Una Black, Founder, Langkloof Bricks; Dean Lawson, Regional Branch Manager, Linde PE; Deon Coetzee, Langkloof Bricks.

LINDE PE proudly delivered five Linde Trucks (three H45D and two H25D) to Langkloof Bricks on 8 May 2015, thereby cementing a relationship that goes back 20 years.

Nico Blake, Executive Director of Langkloof Bricks said, "The exceptional service levels, quality of machines and the competence of the staff experienced over this period made it a no brainer as to which machines to buy again."

The client's needed a solution that would work in confined spaces, as well as be quiet enough to work in big sheds that amplify sound with high

roof structures.

"Energy efficiency is one of our highest priorities at Langkloof Bricks, and as such it was important to choose forklifts that fit that profile," continues Blake.

"Energy efficiency is one of our highest priorities at Langkloof Bricks"

According to Blake, the machines are allocated to different areas, with one H45D and one H25D working in the production division, one H45D in

the drying division and a H45D and a H25D in the Vertical Shaft Brick Kiln (VSBK) firing division.

The VSBK division is a particularly demanding area, "As the VSBK divisions operates on a 24/7 principle, exceptionally high levels of machine availability is non-negotiable, a principle that Dean Lawson, Branch Manager and his team at Linde Port Elizabeth understand completely."

"We believe the experience we have enjoyed with the Linde team from PE over the last 20 years, will stand our relationship in good stead for the future," a satisfied Blake concludes.

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Babcock delivers 13 Volvo units to Afrisam's Dudfield factory

BABCOCK has completed the delivery of 13 units of Volvo heavy earthmoving equipment to Afrisam's Dudfield cement factory in Lichtenburg, representing one of its biggest orders to date. The order was awarded through an open tender process towards the end of 2014 and comprises six A40F articulated dump trucks (ADTs,) one A40F 35,000 litre water tanker, three L220 wheel loaders two L350 wheel loaders and one G940 grader.

Most of the new machines have been deployed in Dudfield's limestone quarry in a load and haul capacity, with three loaders used in the cement production process, handling raw materials and semi-finished products.

Among the key drivers at the Dudfield quarry are reduction of dust emissions and rehabilitation of the quarry area. The facility's roads are well maintained by the auxiliary equipment and this in turn contributes towards low maintenance and higher availability of equipment.

In terms of safety, Babcock has helped alleviate unauthorised operating of equipment by introducing improved key control and has assisted with tyre change procedures, effectively managing the risks involved. Its crew fully endorses, participates and adheres to Afrisam safety systems and voluntarily participates in all its training programmes.

Such has been the two companies' tandem successes in the health and safety arena at Dudfield that the greater Babcock International Group recently recognised the partnership with a Customer Engagement Award. For its part, Afrisam has awarded Babcock several safety accolades over the past three years and has chosen to reflect this successful partnership on the health and safety pages of its corporate website.

This is the latest batch of machines to be supplied by Babcock through its long-standing and successful relationship with Afrisam that has seen Babcock provide a large number of Volvo heavy earthmoving units to other compa-

ny Afrisam quarries over several years.

Babcock's Peet Smit says the Volvo machines are being supplied via a lease agreement and are being maintained 24/7 by an on-site crew that conducts daily, scheduled and unscheduled maintenance to ensure

maximum uptime.

"We've also set up a dedicated administrative team at Babcock Equipment Head Office to manage the servicing of the machines at Dudfield," he explains. "This involves utilising the Volvo CareTrack Telematics system to plan ser-

vices. Planning is effected 80 hours before each service, allowing sufficient time for the necessary resources to be deployed.

"We also conduct life cycle actual costing exercises every six months, ensuring

Continued on P34



Babcock has delivered 13 Volvo heavy earthmoving equipment units to Afrisam's Dudfield cement factory in Lichtenburg.

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Babcock delivers 13 Volvo units to Afrisam's Dudfield factory

Continued from P33

that the exact cost per hour on each machine is calculated and presented to Afrisam. In addition, availability calculations are performed every month based on figures from the site and presented to Afrisam. At the end of each month, opening SMR (Service Meter Readings) and closing SMR (Service Meter Readings) are collected from CareTrack and sent to Afrisam Dudfield for confirmation. Once confirmation

is received, a monthly invoice is generated and submitted for payment."

Afrisam Commodity Specialist, Prindha Naicker comments that the tender was adjudicated against criteria such as BEE status and growth towards transformation, as well as Total Cost of Ownership.

"When we decided to replace the old fleet at Dudfield, we wanted to work with a supplier that would

be the best fit in terms of a longer-term replacement strategy and maintenance of the fleet," she says. "The high asset base of the cement plant and the flexibility in the markets prompted us to move away from owning the machines, to obtaining them on an operating rental basis.

"Babcock's was one of the more attractive offers, with competitive interest rate and trade-backs at the end of the period, as well

as flexibility in fleet size if required. Their management of the

ny's core values, it is committed to building sound long term

"We wanted to work with a supplier that would be the best fit in terms of a longer-term replacement strategy and maintenance of the fleet."

on-site workshop and associated services is making a big contribution towards the required levels of availability of the fleet." Naicker adds that the procurement of goods and services is seen as a crucial component of Afrisam's overall business strategy. In terms of the compa-

business relationships with suppliers and, to this end, service level agreements with all key suppliers form the basis of its procurement philosophy and relationships. "We prefer to plan and execute developments like this together with our suppliers as business partners

and we always strive for win-win negotiations," she continues. "Babcock proved its capabilities in the previous replacement cycle as a business and solutions partner, beyond being purely a supplier of yellow equipment. Our focus was always longer term than the replacement at hand, but at the time, financial alternatives were not available, so Babcock adapted its business process and outlook to cater for Afrisam's needs in terms of partnering with financial institutions and providing trade-back opportunities.

"Relationships are synonymous with respect, as they are earned over a long period, and Babcock has definitely achieved this over the past several years. The Babcock sales and support teams are to be commended for their commitment to making this relationship such a success."

Afrisam conducts supplier evaluations on a bi-annual basis and only those suppliers with a minimum score of 80% are nominated as part of its "Supplier of the Year" award. Babcock came third in this competition in 2014.

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Supply chain

– Customers are watching

WHAT would be the point of business if it were not for customers? With the growth of technology and the rapid exchange of information, consumers are taking advantage of their role in commerce. They are becoming more informed, astute and prudent with their purchasing power now more than ever before. Their particular influence on supply chain was highlighted in the KPMG 2014 Top of Mind survey, which claimed, "Customers are demanding end-to-end information. They want to know who produced their products, where they came from, and what they're made of."

The survey included feedback from 469 South African consumer executives, many of whom indicated that corporate strategic priorities were directed towards supply chain and related technology between 2014 and 2015.

What are the risks?

Among other issues relating to supply chain and vendor management, several examples in history highlight how important supplier integrity is to a business. In 2012, an American multinational technology company came under fire for sourcing products from a Chinese supplier that was allegedly operating its plant with safety and environmental violations.

The media and public scrutiny that followed was not good for business with activists threatening to boycott the global brand. As a tech leader, the reputation and success that the brand has been built on faced unnecessary risk that could have been avoided.

Businesses run the risk of facing similar challenges and vulnerability when working with third party suppliers. Should these suppliers fail to operate legitimately, the repercussions could be a PR and operational nightmare, according to Rudi Kruger, General Manager at LexisNexis Risk Management.

"Business cannot afford to lose public trust. To avoid it, your vendors and suppliers have to be legitimate, compliant and responsible," says Kruger.

"Procurement practices should therefore be facilitated to ensure that they always comply with acts such as the Public Financial Management Act, UK

Bribery, Foreign Corrupt Practices Act and Companies Act (King III,) and that they remain transparent and credible," he adds.

Technology leads the way

The KPMG survey also revealed that companies with "complex upstream supply chains face ongoing challenges related to sourcing, quality and traceability. As companies expand their global network, they are challenged to ensure that their suppliers, even beyond their immediate tiers, are adhering to required standards."

Kruger says internally vetting suppliers at this scale, can prove to be a timely and difficult process and outsourcing procurement vetting to agencies is often a costly affair.

As a result, utilising technological tools to support and streamline this process has never been more relevant.

"Our solution, ProcureCheck, is the leading online procurement vetting and management tool in South Africa and is designed to put businesses in the driver's seat," says Kruger.

"It is the first solution that assists with supplier due diligence as well as global and local legislation requirements and



provides you with the information to make informed decisions, which can give businesses the competitive edge."

ProcureCheck helps you:

- Combat corruption by identifying potential connections and ownership of property.
- Identify possible fraudulent activity within vendors and employees with the help of South African Fraud Prevention Services.
- Recognise conflicts of interest within your organisation and potential supply chain partners.
- Investigate negative and positive news on vendors and employees to assist in mitigating reputational risk.
- Highlight business interests of employees within your organisation.
- ProcureCheck is the first of its kind, easy to use web based system designed to help you identify and prevent fraud schemes within the procurement processes.
- Electronic Web based workflow tool
- Provides automated irregularity alert reports
- Provides vendor and staff reports (useful for King III committees)
- Allows you to create your own internal vendor list (preferred and blacklisted vendor indicators)

blacklisted vendor indicators)

- Allows clients to import vendor and staff lists
- Vendor vetting (on an adhoc or batch basis)
- Ongoing monitoring
- Detailed conflict of interest report.

ProcureCheck is built on a new technology platform allowing flexibility and stability. It has strong financial backing and is managed by a highly experienced team. "We still own one of the strongest CIPC datasets and our alliance with BISA gives us access to BEE data our competitors do not yet have access to," he said, adding that BISA is also a reseller of ProcureCheck.

Hefty fees await non-complying consignors

Continued from P32

significantly reduced, if not eradicated."

Justin Reynolds from the International Maritime Insurance company TT Club adds that, "Disastrous transport incidents are often a result of a domino effect following a single cause, whether its weight, packing or securing related. It's therefore exceptionally important that we encourage behavioural change through regulations at all levels of the supply chain, to reduce loss and serious liability."

Representatives from South African Maritime Safety Authority (SAMSA) and the Department of Transport endorsed the need for greater awareness, implementation and compliance by South African industries to reduce incidents in all modes of transport. The next stage is to create awareness about the availability of the amended CTU Code and weight verification regulations, and to train staff appropriately, which will result in improved CTU Code and weight verification regulations, and to train staff appropriately, which will result in improved CTU Code and weight verification regulations, and to train staff appropriately, which will result in improved CTU Code and weight verification regulations.

The extensively revised and upgraded IMO/ILO/UNECE Code of Practice for Packing of CTUs was approved in January 2014 by the International Maritime Organisation (IMO) and United Nations Economic Council for Europe

(UNECE) Transport Committee, and in November by the International Labour Organisation (ILO,) thereby protecting workers loading the cargo and also preventing accidents during transport. Companies involved in any form of CTU logistics must comply with the new Code this year and the weight verification regulations by July 2016.

The event was organised for ICHCA by, and in partnership with the Responsible Packaging Management Association of Southern Africa (RPMASA,) followed by a one day International Maritime Dangerous Goods Training (IMDG) session, which also saw excellent industry participation and response. Executive Director at RPMASA, Liz Anderson says,

"We are thrilled about the great turn-out for the event. It goes to show that many industry professionals are eager to ensure their operations comply with international regulation. However this is just a start and there are still hundreds of organisations out there who need to be trained."

"The event also proved to be a successful networking opportunity where international industry leaders shared their knowledge and contact details with like-minded colleagues," concludes Anderson.



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ABB, a power and automation group, has partnered with the City of Cape Town to ensure the supply of reliable electricity through the installation of its most eco-efficient disconnecting circuit breakers (DCB) in its product portfolio - the next generation LTA carbon dioxide (CO₂) live tank high-voltage

circuit breaker, rated from 72.5 kilovolts (kV) at the Eversdal substation. This installation is the first for the LTA disconnecting circuit breakers and LTA outside of the Scandinavian region - making the City of Cape Town a trend setter in the use of environmentally friendly carbon dioxide circuit breaker.

Giandomenico Rivetti, head of ABB's High Voltage Products business says the carbon dioxide has been used for some time now as an extinguishing medium in high-voltage equipment with excellent results, "The CO₂ breaker is exactly in line with ABB's goal to help customers with

Ensuring reliable power supply in Cape Town

products that reduce environmental impact and increase reliability," says Rivetti.

ABB's eco-efficient LTA circuit breaker platform is expected to help reduce the Eversdal station's CO₂ equivalent emissions by 60% over the life cycle of the product. The LTA platform was developed using the same technology and similar components as ABB's widely used sulfur hexafluoride (SF₆) LTB product range, including high conductivity, low resistive-loss copper current paths. The LTA platform also enables simple and adjustment free installation, and is suitable for all environments.

The removal of SF₆ from the LTA platform has been the predominant factor in reducing CO₂ equiv-

alent emissions over the product's life cycle by 18%. An LTA CO₂ concept breaker has been performing flawlessly since 2010 as a pilot installation at a 132/45kV substation in Sweden.

ABB breakers will be used to extend two extra feeder bays and replace existing equipment that will increase the reliability of the power supply to the city.

ABB's LTA units use CO₂ instead of the usual sulfur hexafluoride (SF₆) gas as an insulating and arc extinguishing medium, because SF₆ gas has much higher global warming potential than CO₂. Each new 72.5 kV LTA breaker has technology based on the same principles and components as its SF₆ based predecessor, but with the capacity to significantly reduce

CO₂ equivalent emissions over its product life cycle.

Designed to be used as a conventional circuit breaker as well as a disconnecting circuit breaker, the LTA platform is particularly useful in areas where reducing environmental impact is a high priority. By replacing SF₆ gas with CO₂, the impact of any SF₆ gas leakage during the filling phase and end of life is avoided. The unit combines high reliability with an optimized, low energy self-blast CO₂ interrupter and mechanical spring drive, requiring extremely low operating energy and therefore lower operating forces within the breaker.

Head of Engineering in the City of Cape Town, Edgar Capes, says ABB technology was selected based on

the City's objectives of reducing the environmental impact of its operations and the new CO₂ technology was selected to determine the long-term suitability.

The refurbished station services residential areas such as Eversdal, Durbanville, Vredeklouf and Kraaifontein within the city. Mike de Swardt, ABB's Regional Manager for the Western Cape and HV Technical Manager says, "Lowering the impact on the environment and providing sustainable solutions are priorities for ABB and this project posed the ideal opportunity to provide such a solution. ABB is particularly proud to be able to partner with the City of Cape Town and deliver on their innovative and forward thinking approach with the environment in mind."

Cape Town's 66kV electrical distribution network is upgraded with both the regular live tank circuit breaker (LTB) and the DCB versions. ABB breakers will be used to extend two extra feeder bays and replace existing equipment that will increase the reliability of the power supply to the city. At the Eversdal substation, the LTA DCB and current transformers will be positioned on the same structural frame and replace the busbar disconnectors, thereby freeing up the necessary space to allow for the two additional feeders bays within the same footprint within the existing substation.

This will also increase the substation's reliability and availability as the DCB has an integrated disconnector.

Capes says the ABB DCB's will increase network flexibility enabling the City to improve the quality of supply, while the additional bays will enable the City to meet future load growth in the area.

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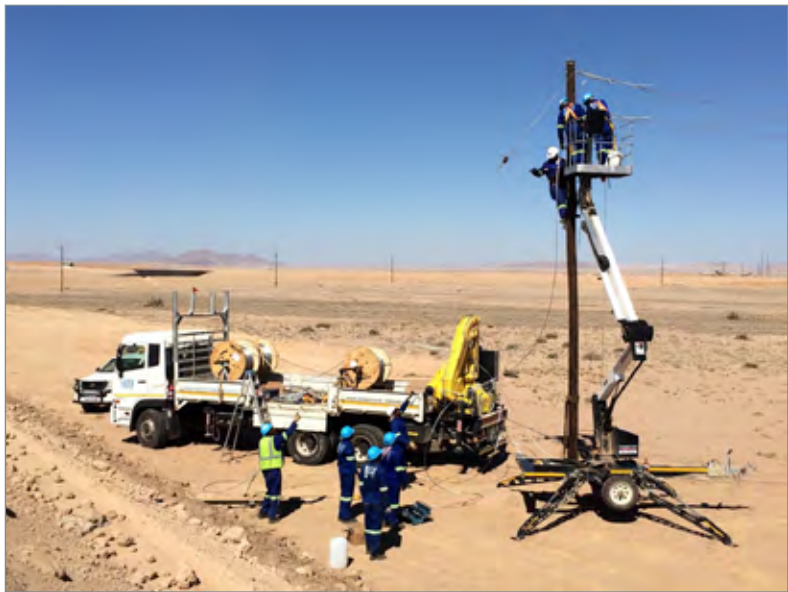
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Zest WEG Group's EnI Electrical secures major platinum mine contract



Stringing a 33kV OHL (overhead line) at EnI Electrical's contract at Husab in Namibia.

THE Zest WEG Group's EnI Electrical, one of Africa's largest electrical construction companies, has secured a major contract at the WBJV Project 1 (Maseve) mine for client DRA, the main EPCM contractor on the project. This follows EnI Electrical successfully opening its Rustenburg branch in 2014 to service the platinum mining sector in the region. Trevor Naudé, Managing Director of EnI Electrical, says the contract represents a major coup for the Zest WEG Group as Maseve is South Africa's first Greenfield platinum mine in over a decade. "We secured the Maseve contract towards the end of 2014, in the wake of 'numerous small Brownfield projects whereby we established our base in the region.'"

Naudé adds that the greater Zest WEG Group will be involved in this flagship project, from supplying the mill motors to the electrical and instrumentation infrastructure and the associated electrical panels.

"We will be carrying out all the associated electrical cabling and racking, in addition to installation of all the instrumentation." EnI Electrical mobilised on-site in March this year, with contract completion anticipated by July. "This is a significant contract, and it is

also fast-track."

In addition, Naudé reveals that EnI Electrical has clinched a major contract from Anglo Platinum for the electrical and instrumentation infrastructure for a new pump station. "We secured the Maseve contract in December 2014 and the Anglo Platinum contract in January 2015, both of which bode well for the year ahead."

"Not only is EnI Electrical optimistic at the overall outlook for 2015, but we are optimistic about the continued activity in the South African mining industry as a whole. The Zest WEG Group will be targeting the mining industry aggressively, as we have the level of excellence necessary to sustain new business and to successfully deliver such turnkey projects," Naudé says.

EnI Electrical is also progressing with its contract at Swakop Uranium's Husab mine in Namibia, where its scope of work is the construction of 33kV overhead power lines, as well as the installation and commissioning of all medium voltage and high voltage switchgear. The project is scheduled for completion in August this year.

Elsewhere in Africa, EnI Electrical is running five contracts in Zambia at present for Mopani Copper Mines, which Naudé says is an

important client. "Our biggest advantage is that we are not only active in a single sector, but our contracts run the gamut from mining to industry. This gives us the flexibility to be able to supply total solutions for diverse client requirements."

In terms of latest developments, Naudé reveals that EnI Electrical relocated from its Strijdom Park premises to Zest WEG Group's facilities at Linbro Business Park at the beginning of March. "From an expansion perspective, we have outgrown Strijdom Park after nearly 30 years of presence there, and therefore such a move is long overdue."

EnI's reference base of successful projects to date include the Beira Coal Terminal in Mozambique, the Konkola North Copper Project in Zambia, Nantou Mining in Burkina Faso, the Samancor Meyerton furnace upgrade, the Gold Fields South Deep Expansion, Xstrata's Tswelopele sinter and pelletising plant in Rustenburg, Petra Diamonds' Cullinan DMS plant and two gold mine expansions for Barrick Gold in Tanzania, and Randgold's Loulo Gold Mine in Mali. EnI Electrical has also completed projects in Uganda, Ghana, Zimbabwe, Namibia and the Democratic Republic of the Congo.

Efficiency, reliability and sustainability top themes at African Utility Week

VOLTEX received a record number of visitors on its stand at African Utility Week held at the CTICC from 12 to 14 May 2015. Positioned as the global meeting place, conference and trade exhibition for African power and utilities, this year's event attracted over 6,000 attendees made up of utility heads, the continent's leading renewable energy project managers, investors, technology providers and international professionals. 82% of the attendees were from Africa with the balance coming from Europe, Asia and the USA.

The Voltex exhibit offered visitors interactive product displays of MV/LV Solutions - Distribution Board, Weidmuller enclosures, LSis circuit breakers, the Elspec Activar and a 25kVA generator as well as energy efficient solar lighting products. Not surprisingly, the 25kVA



generator and Activar were the talking points on the stand.

Shawn Roets, Western Cape Regional Manager, said, "with the current instability in power, businesses have no choice but to look for reliable standby power solutions in order to keep their operations going. The 25kVA generator therefore attracted keen interest from prospective buyers, particularly in

the agricultural and commercial sectors."

Another trend evident at this year's exhibition was the increased interest in alternative energy such as solar and wind generated power solutions as well as power-metering. "This highlights, that aside from the immediate demand for reliable energy in South Africa, there is considerable concern about the ever increasing

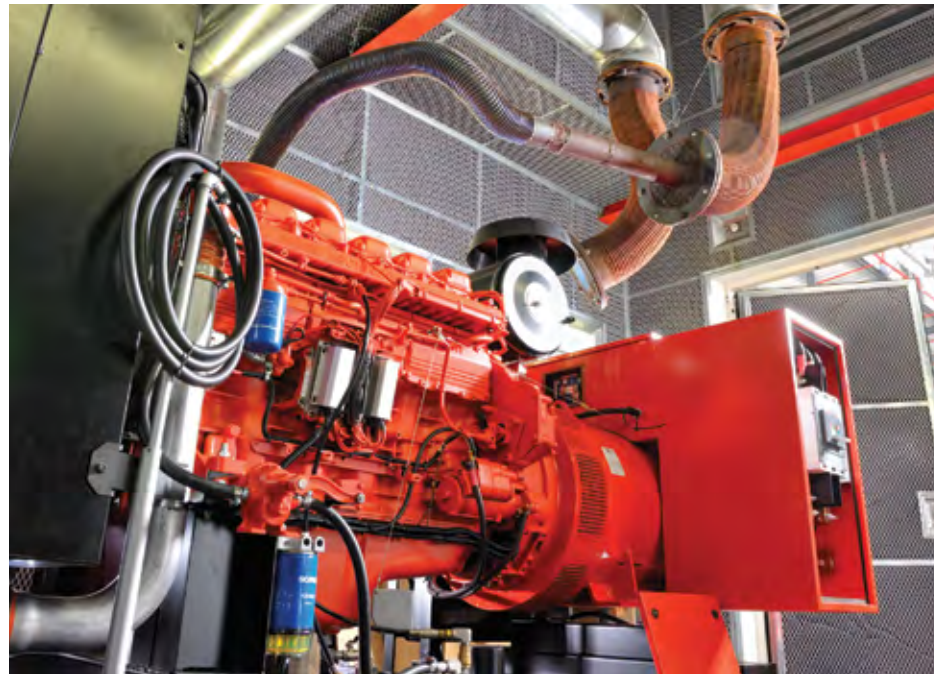
cost of energy and the long-term sustainability thereof," said Shawn Roets.

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- 250 kVA to 2 500 kVA custom built units
- Multiple set synchronisation
- Energy management system (peak load lopping etc.)
- BMS interface



Six 2 000 kVA open type synchronising generator sets



Containerised 1 250 kVA generator set



Diesel generator set housed in a sound attenuated container

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The CXT hoist - Konecranes's star performer

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

Furthermore, the CXT crane can be tailored to suit the different needs of customers.

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

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



crane is the industry leader in medium-heavy indoor cranes.

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

Based on extensive experience, and backed by a thorough understanding of a customer's processes, Konecranes developed 'Smart Features': software-based intelligence that saves

time and increases the productivity and safety of the crane in the specified application.

Depending on the customer needs, CXT cranes can be equipped with standard features and with Smart Features. With the Smart Features developed by Konecranes, the work cycle is substantially shorter. An experienced operator can operate any crane fast, and almost anybody can operate an intelligent crane fast and precisely. The intelligent assisting features help to make almost anyone a good crane operator. It speeds up load handling and offers unprecedented safety characteristics. The advanced functionalities, like sway control,

positioning, and protected area functions, enable fast and safe load transfer, even when the operator is not a seasoned professional.

A wide range of Smart Features are available:

- Sway Control
- Positioning
- Protected Areas
- Shock Load Prevention
- Inching
- Microspeed
- Working Limits
- Synchro, etc.

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

The convenient ASR technology provides stepless control of the hoisting speed in the ratio of 10:1. Whereas, the ESR technology offers extremely fast hoisting

speeds using more powerful engines and providing an extended speed range of up to 37:1. ASR and ESR allow the hoist to run at a higher than nominal rated hoisting speed with light loads. This significantly reduces load cycle and waiting times.

After several studies, and backed by a thorough understanding of the specific customer needs, Konecranes developed a new remote control for the CXT cranes, which is more ergonomic and offers one-hand usability. The main requirement was the ergonomics: creating a radio transmitter that is usable with one hand led to the use of a joystick element, which controls the crane's travelling movements. The new MiniJoystick for CXT cranes offers ergonomic benefits. It is also intuitive to operate, allowing users to control the load with just a single grip, to safely move and precisely place heavy loads.

CXT crane features at a glance

- Five frame sizes up to 80 tons
- Low headroom trolleys up to 12.5 tons
- Normal headroom trolleys up to 40 tons
- Fixed hoists up to 80 tons
- Double-girder trolleys up to 80 tons
- Standardized span solutions up to 30m
- Main girders with a profile- or box-beam structure

New applications for award-winning remote control system



Crown has extended its tried-and-tested QuickPick Remote technology with a variant that controls lift and lower functions.

CROWN, one of the world's largest material handling companies, has extended its tried-and-tested QuickPick Remote technology with a variant that controls lift and lower functions. Available now for fitment to Crown's ES 4000 and ET 4000 Series stackers, this version of the successful remote glove technology features a special transceiver for the stacker's lift system.

Crown is distributed in Southern Africa by Goscor Lift Truck Company (GLTC) part of the Imperial group.

The new lift technology means operators can now raise and lower the truck's forks without having to use its control handle. Consequently operators have both hands free and no longer have to walk as far,

bend as often or lift as much — all of which help improve productivity by reducing physical strain and operator fatigue. The transceiver communicates with the truck via a receiver mounted on the mast.

A light indicates system status (raising or lowering.) By pressing the button, operators can position the forks at an ergonomic working height of up to 1.8m, making it easier to transfer objects between pallets and shelving.

But in addition to filling shelves, remote adjustment of the height of the forks can also provide an ergonomic aid for setting up production machinery or carrying out a range of workshop or assembly activities.

Switching the QuickPick Remote lift function from raise to lower is effortless, while the function is automatically deactivated as soon as operators activate the control handle or climb onto the driver platform — and they can continue to operate the truck in the conventional way, regardless of whether or not they are using the glove.

"With QuickPick Remote Lift Technology, Crown has developed yet another highly ergonomic solution that improves safety and efficiency while also offering specific benefits and genuine added value in a wide variety of applications," says GLTC MD Darryl Shafto.

Crown's QuickPick Remote technology entered the low-level order picking market in 2014. It has already been honoured with five prestigious awards, including the IFOY Award (International Forklift Truck of the Year) iF Design Award and German Design Award.

Industry users and observers regularly describe the remote control system as genuinely innovative as well as exceptionally efficient.

THE CXT HOIST THAT HAS BIG FEATURES

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HBPR/K88

FAW's new medium truck range, built with South African pride

FAW Vehicle Manufacturers SA (Pty) Ltd has launched a new FAW medium-weight truck range specifically engineered for the local market and built right here on South African soil for the southern and central African markets.

YUSHENG Zhang, CEO of FAW Vehicle Manufacturers SA, explains the rationale behind the introduction of a new, precision-designed, medium-sized truck range.

"Our decision to introduce a medium weight truck range was based on customer demand and market opportunity. Our market analysis confirmed the need for a vehicle as durable and rugged as our heavy and extra-heavy trucks, but with smaller dimensions to handle a different working environment.

"This latest investment we have made in acquiring special tooling for this new medium-sized truck range and the specialised training, which is still on-going, combined with that of the last four years totals in excess of R800m to date. This includes our truck body-building facility which opened in January this year and our manufacturing plant commissioned in July last year – both based at Coega, just outside Port Elizabeth."

FAW Vehicle Manufacturers SA took a strategic decision to redesign and re-engineer the China-version of the truck to be perfectly suited to local medium-truck demands. The FAW team paid special attention to cost efficiency combined with the best possible payload and the best turnaround time, without forgetting FAW's quality build standards for durability and reliability.

"The new FAW 8.140 FL carries all the hallmarks that FAW trucks are renowned for, namely strength, reliability, easy operation, and most importantly, delivering on the promise of a 'truck built for Africa, in Africa'."

Imported from parent plants as SKD kits, the cab, chassis, axles and other sub-assembly components, together with the imported Cummins ISF engine and the ZF transmission, are all neatly assembled in the brand new Coega-based plant.

The total capacity of the plant is 5,000 units per annum.

The FAW 8.140 FL will be available from FAW dealers in a number of body derivatives – a drop-side, a taut-liner option, a van body, a tipper and

a rollback and a dry-freight insulated body. Customers may choose to buy the chassis cab and fit their own truck bodies to suit many other applications, up to a

GCM of 14 ton.

The parallel chassis frame and smooth top flange chassis construction has a distinct low-weight advantage, especially when mount-

ing a steel sub-frame cargo body. The locally built chassis passes through a special paint station to enhance the

Continued on P40



NEW FAW 8.140 FL

Lowest cost-per-ton truck



R239 000 (excluding VAT) 8.140 FL chassis cab

Introducing the all-new medium-weight FAW truck range, specially designed for southern Africa.

- At a price of R239 000 (excluding VAT) the new FAW 8.140 FL chassis cab offers the lowest cost-per-ton available in this class
- 6-ton body and payload allowance
- 5.1m standard body length
- Can operate at 120km/h (below 9 000 kg GVM)
- The new range is locally built and internationally engineered
- Renown Cummins ISF 3.8 litre engine with Euro 3 pedigree
- Reliable ZF 6-speed synchromesh manual transmission
- Safe Wabco full-air dual-circuit brakes
- ABS and air-cut parking brake
- Ergonomically designed cab for superior visibility
- 2-year/unlimited kilometre warranty

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SA truck market battles amidst tough economic conditions



THE local trucking industry recorded a decline in sales for the fifth month in a row, according to the latest statistics released by the National Association of Automobile Manufacturers of South Africa (Naamsa), Associated Motor Holdings (AMH) and Amalgamated Automobile Distributors (AAD.)

On a year-to-date basis, total truck sales were down by 2.64% to 11,928 units at the end of May. The Extra Heavy Commercial Vehicle (EHCv) segment also lost more traction over the first five months of the year, declining by 3.8% to 5,210 units.

Meanwhile, sales in the Heavy Commercial Vehicle (HCV) segment continued its upward trend, growing by 6.68% so far this year to 2,171 sales. UD Trucks captured 25.64% of this market segment making it the top-selling brand once again, with year-to-date growth of 12.15%.

Medium Commercial Vehicles continued its slow recovery to record a 6.75% decline to

reach 4,049 sales. Bus sales once again outperformed the market, growing 8.73% year-to-date to 498 units.

"The buying-down trend from Extra Heavy to Heavy Commercial Vehicles are continuing, leading to the further decrease in sales in that segment," said Rory Schulz, Managing Director of UD Trucks Southern Africa. "This trend is a reflection of local fleet owners' lack of confidence in the market, mostly as a result of continuing poor economic growth over the past five months."

Schulz said that the outlook for the rest of the year remains moderate.

"We are expecting marginal growth in the local truck market, subject to a slight improvement in economic conditions and relative stability in interest rates and labour relations. However, if current conditions persist, 2015 sales would, at best, match last year's sales performance," concluded Schulz.

Still awesome: the enhanced KIA Picanto

Continued from P29

its debut in South Africa. It received a mid-life enhancement in 2008, by which time it had already built up a very strong and loyal following on local soil.

The second generation model, debuting in 2011 at the Geneva Motor Show, was a revolution in design, comfort and packaging, and took the world by storm upon its launch in 2012. Following in the footsteps of Peter Schreyer's equally lauded KIA Soul and KIA Sportage, the Picanto represented a breath of fresh air in the A-segment, and rewrote the rules for small cars.

In South Africa, the Picanto took top honours in the People's Wheels Awards for three years in a row (2011, 2012 and 2013,) has won numerous

'Best Buy' awards from multiple major publications, and was elected a finalist in the 2012 West Bank/SAGMJ Car of the Year competition, widely considered the most prestigious competition on the South African motor calendar, in which it came second.

Look Sharp

While the two-model Picanto line-up remains unchanged, enhancements to the exterior endow it with a sharper, more prominent face thanks to a restyled front bumper and a revised 'tiger nose' grille.

The new bumper features a flatter, more square design. The large, central air intake is now a single unit compared

to the previous model (which featured a smaller kidney grille separated from the lower air intake,) flanked by two, larger, more square fog lamp housings recessed into the corners of the bumper. The lamps, positioned centrally within the housing, now function as DRLs (daytime running lights) and not as switchable fog lamps: when the vehicle is switched on, the lamps automatically illuminate. When the headlights as switched on, the daytime running lights go off.

The lower edge of the bumper also creates the impression of incorporating a front spoiler, which in combination with the flatter and more elongated chrome 'tiger nose' grille, contributes to the

Picanto's sportier visage.

The Picanto's strongly-sculpted, dynamic side profile and uncluttered rear styling remains largely unchanged, bar for a slightly revised rear bumper that now incorporates a matte black lower edge that rises up at the sides to house revised rear fog lamps. The 1.0 LX ships with 14-inch steel wheels with full wheel covers, while the 1.2 EX features sporty 15-inch alloys.

Minor tweaks to interior

Inside, the Picanto is very subtly tweaked to emphasise the already upmarket space, with changes limited to a more modern fascia surrounding the Picanto's audio system. Standard

features available on both models include manual air-conditioning, retractable dual cup holders and sun visors with vanity mirrors, as well as AUX/iPod/USB connections for the radio / CD player with MP3 compatibility (the EX also sports steering wheel mounted controls and hands-free Bluetooth.) The Picanto's radio system now also features RDS.

Apart from a greater percentage of high-strength steel used in the construction of the Picanto's bodyshell, greater rigidity is achieved through ring-shaped reinforcing loops within the B- and C-pillars, and across the floor pan and roof, plus additional bracing at the front between the cowl and suspension towers.

FAW's new medium truck range, built with South African pride

Continued from P39

chassis' dust and dirt endurance and longevity – a unique South African addition.

The suspension is of the straight ladder-type with semi-elliptical leaf springs, together with front double acting shock absorbers and rear auxiliary springs.

The axles, graded for a permissible three ton in front and six ton at the back, provide ample carrying capacity.

The new FAW cab is a forward 45° tilt, cab-over engine design. It is based on ergonomic principles and provides easy servicing access. The digital instrumen-

tation panel and all controls are placed well within reach of the average-sized South African driver. Materials used are durable and smooth, yet comfortable and sturdy. The 2m wide cab allows for a three-person-seat, with a foldable middle section. Radio and USB connection are standard fitments.

The FAW 8.140 FL is fitted with power steering for comfort and driveability.

In a business environment where total cost of ownership is always top of mind, it has become imperative that

the most cost-effective combination drivetrain be engineered to deliver the best levels of efficiency and durability.

Adding to its international pedigree the FAW 8.140 FL is fitted with the Euro 3 Cummins ISF 3.8 litre engine.

This high-pressure, common rail 4-cylinder in-line engine is one of the latest from Cummins' reputable engine range and is ideally suited to the medium-weight truck category.

This engine, fitted with a turbocharger, is water-cooled and inter-cooled. Benefits of this particular powerplant include exceptional performance, low operating costs, low weight, low noise and low emissions capabilities.

The 6-speed synchromesh manual ZF 6 S 500 TO Ecolite transmission is a great match, taking full advantage of the Cummins powerhouse while adding easy driveability and full driver control. The ZF transmission adds to the mix a long tradition for technological innovation aimed at overcoming commercial vehicle challenges.

Torque is a healthy 450Nm between 1,200 and 2,200r/min, while a solid output of 105kW is on tap at 2,600r/min.

These performance levels make the new Cummins engine and the innovative ZF transmission ideal for weight sensitive and space-constrained drivetrains.

Advanced thermal engineering has made the ISF engine capable of running at higher operating temperatures, reducing the size and cost of the vehicle's cooling package. The modular architecture

of the engine allows for easy access and single side servicing, reducing operating costs.

A waste-gated turbocharger provides excellent performance across the whole r/min range, as well as good response through higher low-end torque.

The 4-circuit protection valve, full-air brake system provides the FAW 8.140 FL with another advantage, as these are easier to maintain than vacuum-hydraulic or air-hydraulic braking systems. The braking system includes full ABS.

The addition of ABS and an air-cut parking brake on a medium-sized truck is invaluable to the safety of driver, truck and payload.

Further international componentry extends to a Wabco solenoid valve system, Thunhil gearshift and Clarcor air- and oil-filters.

The FAW 8.140 FL is an impressive truck offering a wide range of different applications, depending on the body configuration.

With the FAW drop-side body this exceptional workhorse can take the punch in general cargo on any metropolitan distribution hub. It promises to 'thunder ahead of the pack' with ample turnaround and speed times.

As a van-bodied vehicle the FAW 8.140 FL will provide a stable and safe conveyor of protected cargo, be it in express deliveries, general distribution or for dry weight cargo like bakeries.

Running as a taut-liner unit the FAW has the manoeuvrability to work in tandem with any

application handling palletised loads.

As a roll back this truck is ideal to pick up and carefully transport a passenger car to its destination.

When matched with a dry freight or an insulated body, the new FAW truck is a perfect fit for operators such as bakeries and other sensitive goods transportation.

As a 3.5m³ tipper the FAW 8.140 FL can keep up with the pace in the construction industry.

The new range will enjoy a two-year/unlimited kilometre warranty and the full extent of sales and/or service from 36 local representative outlets across South Africa, Namibia, and Botswana.

The Spartan-based facility is a dedicated national parts distribution centre, supported by the branches in Durban and Cape Town, which act as hubs to support all FAW representatives and self-service operators.

Yusheng Zhang explains: "One of the reasons for our success has been successful partnerships with so many other world class regions and organisations. We take our partnerships very seriously and we see our business relationship within Africa as one of the most important of these partnerships. Our fundamental vision for this region, using South Africa as a base, is ensuring that the FAW brand becomes a household name across the length and breadth of this great continent, and in so doing we hope to significantly contribute to job creation and the general stimulation of the local and African economies."

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First National Battery for SA trucks

FIRST National Battery, a subsidiary of JSE listed Metair, keeps SA trucks moving with its heavy-duty Raylite truck batteries – now with an extended two-year warranty, offering even more support and reliability.

The efficiency and performance of trucks on South African roads has a significant bearing on the competitiveness of local industries that rely on road freight. The reliability and durability of truck batteries is vital to the functioning of the freight operation itself.

“Our heavy-duty Raylite truck batteries are made specifically for the challenging conditions of South African roads,” says First National Battery Marketing Director, Andrew Webb. “They can withstand the poor road conditions and rugged terrain that long distance haulers – and agricultural equipment – are subjected to.”

“Competitor batteries simply don’t match up to the First National Battery standard,” adds Webb. “The most common problems experienced by customers when using standard batteries are broken straps, acid spillage or the disintegration of active materials, so we’ve crafted our batteries to combat all of this possible damage.”

Many South African industries, other than freight trucks, rely heavily on Raylite batteries to function. Industrial machinery reliant on these batteries includes long-distance haulers, construction vehicles, open cast mining vehicles, tractors, harvesters and refuse removal. In short, First National Battery’s technology is at the heart of many flourishing South African industries.

Heavy-duty Raylite batteries are fully equipped with world-class technological enhancements, for increased battery performance and extended cycle life.

Features include:

- Enhanced performance
- Improved safety
- Corrosion resistance
- Maintenance free (under normal operation conditions)
- Proven reliability
- Longer life
- Two-year warranty

“When your most precious cargo is on the back of a truck, the benefit of a reliable, state-of-the-art, durable battery is significant,” says Webb. “Add to that the fact that our batteries are



fully recyclable and warranty, and it’s a come with a two-year no-brainer.”

Dymot mill rotating maintenance winches

DYMOT’s HE400 Mill Rotating Hydraulic Winches are used to rotate grinding mills during installation in pairs with a Hydraulic Power Pack. The HE400 hydraulic winch is an increasing speed hydraulic winch which can reel rope in and out and has

a safe working load of 250kN.

Both winches are powered by a single hydraulic power pack and a single control station (i.e. One operator controls both winches.) The hydraulic circuit is designed to allow each winch to be operated independently. The oper-

ator will control the speed of each winch, varying the haul and payout accordingly to maintain cable tension and prevent mill overrun.

There are two main function selections for each winch; Low Speed and High Speed. The winches are purpose built

for this application solving one of the great challenges in Mill Maintenance and Installation. Dymot have supplied 3 systems to Zambia and are currently manufacturing another 3 sets for Panama that will be delivered before end 2015.

National Minister of Transport Congratulates Golden Arrow Bus Services for Prestigious RTMS Accreditation

Golden Arrow Bus Services (GABS) was commended by the National Minister of Transport Dipuo Peters at the recent Handover of the Company’s Road Transport Management System (RTMS) official accreditation.

RTMS is an industry-led, government-supported, voluntary, self-regulation scheme that encourages road transport operators to implement a management system with outcomes that contribute to preserving road infrastructure, improving road safety and increasing productivity. It covers vehicle maintenance, speeding controls, accident and traffic violation analysis, driver wellness and skills development.

Golden Arrow has sought over the last century and a half to continuously improve and innovate and the RTMS sticker that will soon appear on every one of their buses affirms that GABS is a responsible operator that is serious about road safety and committed to sustainable operational practices.

In handing over the accreditation, Transport Minister Dipuo Peters urged Golden Arrow to continue to act as an example to other public transport operators. The Minister noted that self-regulation is an essential tool in counteracting the scourge of accidents on our roads and that RTMS accreditation

gives passengers an assurance that Golden Arrow is pro-actively engaged in ensuring that they are safe.

The provision of safe and reliable passenger transport services is the focal point around which Golden Arrow’s mission statement revolves. According to Chief Executive Officer Nic Cronjé, RTMS accreditation was therefore a natural progression and a symbol of the Company’s willingness to support government’s strategies as a signatory to the United Nations Decade of Road Safety 2011 – 2020.

Golden Arrow joins 146 fleets countrywide representing some 8 000 trucks and buses. It is the third bus operator to have received accreditation after Buscor (404 buses) and Intercape (152 coaches).

Golden Arrow is however the single largest fleet (1 100 buses) accredited to date and RTMS auditor Oliver Naidoo noted that the Company had a number of systems already in place to ensure best practices in terms of vehicle maintenance and driver performance, which in many cases are far more stringent than required by law.

The company had sent their buses for roadworthiness testing every six months long before it became mandatory, services their vehicles at 15 000 rather than

20 000km intervals and a progressive preventative maintenance strategy has seen a significant decrease in breakdowns.

Cronjé noted that the company has opted for a multi-pronged approach in terms of driver training, which seeks to sensitise and continuously educate drivers in a variety of ways which together form a potent behaviour modification strategy.

“We are profoundly aware that these measures mean very little if the human being behind the steering wheel is not proficient in defensive driving and does not fully understand that his decisions could have life-altering consequences for himself, his passengers and other road users.

In 2012 we introduced a compulsory two-day safety refresher course that each driver must attend every two years, he says”. Feedback from this course has indicated that it is not only appealing to our drivers at an intellectual level but also taps into their empathetic side, which is essential for the learning process.

It is hoped that many more transport operators will follow Golden Arrow’s lead and favour self-regulation in order to ease the burden on traffic officials and to encourage a climate of safety consciousness.



From left to right: Nic Cronjé (GABS), Sidwell Nche (SABOA), Dr Paul Nordengen (CSIR), Oliver Naidoo (JC Auditors), Adrian van Tonder (RTMS), Kathy Bell (Standard Bank), Donald Grant (Western Cape Minister of Transport and Public Works), Dipuo Peters (National Minister of Transport) and Yunis Shaik (GABS).



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Engen nabs Yara's Air1 AdBlue distribution

ENGEN Petroleum, a downstream marketer of petroleum products, has secured the exclusive distribution rights for the Air1 brand of AdBlue in Sub-Saharan Africa, from Yara, the world's largest manufacturer of AdBlue. According to the company, they are the first petrol company in South Africa to do so, ahead of their multinational competitors.

Air1 is one of the world's leading brands of AdBlue emission fluid used, in conjunction with Selective Catalytic Reduction units (SCR,) to reduce nitrogen oxide (NO_x) emissions in diesel engines exhaust gases.

Euro 6 emission limits were promulgated in Europe in January this year. Engine manufacturers have now conceded that the only way to achieve this emission level is to use Selective Catalytic reduction units. SCR units have use to AdBlue, also known as DEF (Diesel Emission Fluid,) or AUS 32 (Aqueous Urea Solution 32%.) The system sprays the AdBlue into the exhaust gas going through a catalyst, con-

verting it into harmless steam and nitrogen. It is used in conjunction with low sulphur diesel and low SAPS (sulphate ash, phosphorus and sulphur) lubricants. Engen says it is the only company to provide all of these products, making it the one-stop shop for transport companies.

Currently legislation in RSA only requires diesel vehicles to comply with Euro 2 emission standards, however there are a small – but growing – number of Euro 4 and 5 configured trucks operating in RSA that are already fitted with SCR units. The new RSA emissions regulations, when introduced, will require Euro 4 or Euro 5 standards.

The availability of Air1 AdBlue gives OEMs (Original Equipment Manufacturers) the flexibility to introduce the latest technology vehicles into the RSA. Whether truck owners have heard of Air1 or AdBlue or not, chances are they may soon be driving vehicles that require it. While modern diesel vehicles fitted with SCR systems are

an additional capital investment, fuel savings should cancel out this extra expense over time. Consumption is approximately 3% - 5% by volume of diesel consumption, differing according to the type of machine and the work it does, and the AdBlue tank normally requires filling when refuelling with diesel.

The Yara/Engen distributorship is another major step forward in Engen's ongoing environmental drive. Notably, its own bulk fuel transport fleet replacement programme focuses on models that run on cleaner diesel that are in compliance with Euro IV and V standards.

Air1 will be available at Engen Truck Stop outlets. It is important that truck owners purchase product in sealed packaging. Contaminants from unsealed packaging will cause problems with SCR systems.

Air1 should be stored in a cool place indoors, kept out of direct sunlight and only approved dispensing equipment used as it is not compatible with certain materials.

Made in Africa, made tough for African conditions

THAT's the New Trakker SR from Iveco, which is one of the first models to roll off the production line at the newly-commissioned plant at Rosslyn, Pretoria.

The New Trakker SR fits into the Iveco range between the dedicated off-road Trakker and the on-road Stralis and is ideally suited for the medium distance side tipping application with up-to to 60% on-road and 40% off-road (that is, good gravel roads) capabilities.

It has a lighter tare mass, because it has a single reduction axle (a combination of two 10,500kg axles with disc brakes to save weight) and a 7.7mm thick steel chassis.

The SR Trakker gives the operator an additional payload of at least 800kg when compared to the normal Trakker. The SR Trakker tare mass is 8,970kg. A typical side tipper trailer combination will have a tare mass of around 9,600kg. That weight saving means that the SR Trakker offers a payload of close



to 37,000kg.

The weight saving also translates to better fuel economy and reductions in running costs for operators.

While there have been weight savings made in the New Trakker SR, the vehicle still retains Iveco's legendary strength and reliability.

The steel chassis is of ladder construction, with pressed steel side members and riveted and bolted cross members. The chassis design and construction allow not only for

strength and simplicity, but are also ideally suited for on and off-road applications.

Power in the New Trakker SR configuration comes from Iveco's tried and tested Cursor 13 turbo-charged engine, which puts out 324kW of power and 2,100Nm of torque, both of which are available at low rpm. A 600 litre lockable aluminium fuel tank provides the New Trakker SR with the range required by medium distance haulage operators.

Safety is taken care of by the fitting of standard disc brakes (with independent dual pneumatic circuits) on front and rear axles, with ABS and EBL on the rear.

The New Trakker SR cabin comes in a number of configurations, including a low roof sleeper cab that is ideal for medium-distance side tipping applications.

In addition, there is a high roof model that can be used for long distance, and specially cross-border, transport.

NEW TRAKKER SR



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Serco new appointment

CHRIS Bosman has been appointed General Manager at Serco in Cape Town. Prior to joining Serco he worked in the Vehicle Safety Engineering Division at Duys Component Manufacturers in Pinetown, KZN. He also spent 15 years at Toyota Manufacturing.

Bosman has relocated from Durban to Cape Town to take up this position. He says, "I am delighted to be working at Serco as it is the market leader in Truck Bodies and Trailers, the position available was a perfect match for my requirements and experience."

In return Serco and look forward to the benefit of Bosman's world class manufacturing



Chris Bosman, General Manager at Serco.

and lean manufacturing experience as well as his general operations management which fitted Serco needs.

His goal for the next five years are to evolve the Cape Town branch into an integrated component of the Serco Group, growing both market share and prof-

itability whilst leading a top class team to be the best.

Serco MD, Clinton Holcroft says, "Chris and his team will strive to ensure our customers continue to receive a professional service from Serco Cape."

Chris rides a unicycle and enjoys mountain biking. He is a vegetarian and enjoys old rock music.

Chris placed importance on three values:

- Family
- Honesty, integrity and commitment
- Having fun, laughter and a healthy challenge.

He has been married to Di for 25 years and they have three children – Kevin, Brett and Kirsty.

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The legal way forward

THE South African Law School has over the years empowered hundreds of students with legal skills which have enabled them to forge careers in the legal profession and in the commercial sector.

The School is accredited by the Safety and Security SETA (SAS SETA) to offer the Paralegal National Certificate and is also accredited by the Chartered Secretaries of South Africa (CSSA) to offer training for the CSSA qualification.

The South African Law School offers training from its campus situated in the Cape Town CBD on both a part-time and full-time basis.

The school continues to offer its highly regarded paralegal course, which is the most comprehensive and in-depth paralegal programme offered by any private paralegal school. In addition to the required modules that make up the national qualification, the school offers seven additional

law modules to supplement the training learners receive. As a result of these additional skills, many of the School's graduates have an advantage when enrolling at a university in order to obtain a degree, whether in law or in commerce.

At the moment, the property market continues to recover and the South African Law School's Conveyancing and Finances course will equip conveyancing paralegals at just the right time with the right skills to enter this growing market. The highly successful Conveyancing programme includes basic hands-on training on the GhostConvey software, which is the software most widely used in conveyancing law firms as well as tuition in the financial transactions which accompany property transfers.

The School's Administration of Deceased Estates course is an intensive programme of

8 Saturdays of double lectures which covers the process of administering deceased estates from beginning to end and includes practical exercises. The course opens doors to a well-paid career with attorneys, accountants and trust companies as an administrator of deceased estates. The Law School is one of few in the country accredited to provide training for the CSSA qualifications and will be offering training for level 1 of the CSSA qualification in on both a part-time and full-time basis.

Due to the fact that the Companies Act requires companies listed on the Johannesburg Stock Exchange to employ a suitably qualified company secretary, the CSSA qualification leads to a lifetime career in corporate governance. Corporate Governance professionals are highly sought-after and the qualification is recognised internationally.

Meeting your requirements

COZENS Recruitment has 30 years' experience in the recruitment sector, which has resulted in the company's ability to provide its clients with their most valuable asset – Human Capital. Today, Cozens is known as an industry leader and claims to be the largest privately-owned recruitment company in South Africa. Cozens Manamela and Associates recently had its BBEEE status evaluated by IRBA verification agency and has been awarded a Level 3 contributor certificate. Throughout the years, the company has successfully adapted to the many changes within the South African labour market and has effectively grown into a versatile staffing solutions provider.

Cozens have a number

of divisions in the group; its Permanent Division specialises in placing staff across the board, from senior executives to entry level employees, from general to executive and industry specific positions. Its Casuals Division manage temporary staff and recruit for all requirements ranging from temp. employees for bulk projects to candidates that have to meet personalised requirements. The company's Technical Services Division recruits staff from artisans to engineers on both a contractual and permanent basis, and its Contracting/Outsourced Labour Division recruits outsourced staff for all your project requirements, ensuring the right skills, in the right place, at the right time.

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tal peace of mind and access to a well-managed database of skill sets. In addition to this, you would also have the flexibility to draw from this pool the skills that suit your operational needs, whilst we take care of all the hassles associated with being an employer," says a company spokesperson.

Through outsourcing your staffing requirements to Cozens, you have the opportunity to focus on your core business, whilst leaving the operational aspects of your organisation to a company that is uniquely structured to deal with any personnel issues. You will be guaranteed of being able to get the right skills, in the right place, at the right time.

IT outsourcing ensures oil and gas firm's profitability

By Gerhard Greyling,
Director: Industrial
& Natural Resources –
Africa

IN the heady times of recent years, when crude oil prices raced away to well over US\$100 per barrel, the world's oil producers enjoyed a very profitable time. Now, the Oil and Gas industry is being forced to adapt to the 'new normal' of oil at a \$50-70 price point. The dramatic slide in market prices is causing major players to curtail some of their planned large-scale projects, reduce their workforces, and release lower dividends to shareholders.

But, being a highly capital-intensive industry, the producers of oil and gas, and those involved in the pipeline transportation, are unable to simply scale down their operations in times of weaker market conditions.

So many major players in this sector are looking towards technology to help them maintain profitability seen in recent years, but in the US\$50-70 current reality. At Wipro, we believe that strategic enterprise IT investments combined with the right outsourcing strategy can assist in three ways:

- Enhancing operational excellence
- Leveraging the value of shared assets
- Smarter approaches to maintenance

Enhancing operational excellence

Many of the major oil and gas companies have a dizzying array of applications that

manage their processes. The first step to consolidating the IT estate is to work out which of these are redundant, which tasks can be migrated to other systems, and where licensing and maintenance savings can be generated.

Companies may benefit by prioritising solutions and systems that simplify, standardise and enable inter-operability across an organisation or an enterprise.

Sweating the value of shared assets

Oil and Gas players should clearly distinguish between those functions that are core to the company (the areas within which they'd look to achieve a competitive advantage over industry peers,) and those that are non-core.

All of those functions that can be regarded as non-core should be serviced by central, back-office functions that are powered by Cloud-based technology.

Functions that may be candidates for central cloud-based capabilities include Accounts Payable or Regulatory and Compliance.

Different divisions

and operating units should all be using the same central service, for all of these non-core functions. Often, they can be completely outsourced to specialist service providers in the relevant field.

Smarter approaches to maintenance

Gone are the days of job cards and the manual processing of maintenance tasks. With the right enterprise mobility technology in place, field engineers can interact real-time with the entire database of the organisation – receiving urgent tasks via smartphone or tablet, logging new incidents as they encounter problems, or viewing step-by-step instructions or video clips.

With accurate geo-location information about the engineers' movements, the organisation is able to allocate resources and individuals far more efficiently.

By working closely with a global outsourcing partner, oil and gas players benefit both from the labour arbitrage savings of offshore resources, as well as access to specialists that focus on specific functional areas of the technology estate

(each application.)

An ideal-state IT portfolio includes a core team of on-shore architects, combined with a 24/7 offshore support team that leverages its experience in many geographies and implements stringent global standards for IT service management. The research and consulting company, Information Services Group cites the fact that:

"While 45% of the Forbes Global 2000 currently use outsourcing, only 36% of oil and gas companies in the Forbes Global 2000 have taken advantage of this basic business strategy."

Oil and Gas companies are therefore lagging behind their peers in other industries when it comes to the adoption of IT outsourcing and offshoring.

The weaker oil price may just be the catalyst that the industry needs. By adopting a strategic approach to IT and capitalising on the latest advancements in areas like Cloud and Mobility, Oil and Gas players will enjoy the benefits of cost-efficiency, global best-practice, and greater visibility over the entire organisation.



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Oceana thanks its lucky stars

CAPE TOWN-based fishing conglomerate Oceana Group can (literally) thank its Lucky Star(s) for a respectable six months to end March after profits from its horse mackerel catch slipped away. Oceana's horse mackerel segment has netted reliable profit hauls over the last few years. But in the interim period Oceana reported that profits nearly halved to R109m with the division hit by a perfect storm.

Oceana CEO Francois Kuttel reported that while the 2015 Namibian horse mackerel TAC (total allowable catch) remained unchanged for 2015 at 350,000 tons, that country's Ministry of Fisheries and Marine Resources continued to allocate further quota to the new rights holders. This, he said, resulted in a reduction of owned quota held by the group. "As a result the percentage of purchased quota has increased over the

period in order to maintain appropriate overall quota requirements."

Although improved catch rates in Namibia – during the interim period – resulted in increased revenue, margins were adversely impacted by the cost of additional purchased quota and the timing of owned quota caught.

In South Africa the Precautionary Maximum Catch Limit for targeted catch of horse mackerel increased by 10% to 41,927tons. Unfortunately catch rates in South African waters were significantly reduced due to the continued scarcity of horse mackerel in traditional fishing grounds.

Kuttel disclosed that profit from horse mackerel in South Africa decreased as a direct result of lower tonnage caught for the period. He added that horse mackerel pricing was also under pressure following an oversupply



of fish in the market from Namibia, Angola and Mauritania.

Fortunately Oceana's canned fish and fishmeal segment – which includes its best selling Lucky Star canned pilchards brand – made a strong comeback in the interim period. Revenue moved up to almost R1.6bn (2014: R1.4bn) and profits shifted up to R167m (previously R125m.) Kuttel said revenue growth for canned fish has been achieved mainly through inflationary price adjustments – which offset a 4% re-

duction in volumes.

"Volume relative to the prior year was negatively impacted by the implementation of a price increase in January (prior year price increase was implemented in March.) This impact offset good volume growth in the first four months."

Kuttel noted that the initial 2015 South African TAC for pilchard decreased to 75,443 tons (2014: 90,000 tons.) But he expected this would return to prior year levels once the provisional TAC was reviewed later this year. Kuttel said pil-

chard landings at the St Helena Bay cannery had been good. Oceana's current season landings of industrial fish to the group's fishmeal plants were higher than the previous season, allowing improved production efficiencies and lower cost of manufactured product. Kuttel said profits from fishmeal operations were above the same period last year due to the combined effect of increased volumes, weaker exchange rate and strong global pricing.

Oceana's smaller 'Lobster, Squid and French Fries' division also performed commendably, reporting profits up strongly at R35m (previously R22m.) The strong performance came despite the 2015 TAC for West coast lobster decreasing by 17% to 1,801 tons and the quota available to Oceana for the current season dropping to 238 tons (2014: 288 tons.)

Kuttel said improved

sales volumes, aided by higher sales prices and a favourable exchange rate, resulted in an increase in profits in the current pe-

riod. He reported that the squid business generated a profit due to improved landings and higher sales volumes.

Dropping nets in Louisiana

FISHING group Oceana has made a bold move offshore by proposing the R4.6bn acquisition of Louisiana-based fish oil and fish meal specialist Daybrook Fisheries.

The transaction, if approved, will make Oceana one of the biggest fishing companies in the world with combined annual revenues of well over R6bn and profits of over R1.3bn.

Daybrook catches the Gulf Menhaden species, which has not sport or eating value other than being processed into fish meal and fish oil. The products are for use mainly in aquaculture, pet food and animal feeds.

The company has been consistently profitable over the long-term – save for two profit blips when Hurricane Katrina blew in 2005 and the Deepwater Horizon oil spill in 2010.

Oceana has indicated there is potential to expand the current Daybrook operations, and that the enlarged group would be able to better angle for other global opportunities.

Sea Harvest's social responsibility

THROUGH Sea Harvest – a South African fishing company – and its CSI responsibilities, programmes have been created with the specific intention of taking the West Coast community and Sea Harvest employees forward in to a better, brighter future.

The Sea Harvest Foundation manages a portfolio of projects and ini-

tiatives and ensures that the funds are directed towards the key areas of job creation, education, skills development, health and sport. Since its inception, the foundation has enabled various community-based and community driven organisations and projects to achieve their goals through financial assistance, physical assistance as well as profes-

sional guidance and mentoring. In financial terms, more than several million rand has been made available through the Sea Harvest Foundation assisting in the form of bursary support, sport as well as health and community welfare in and around the West Coast region.

In addition to this, Sea Harvest's Kids-for-Kids campaign has, since 2010,

donated more than R1m to help fund necessary improvements to the Red Cross Children's Hospital – the largest, stand-alone, tertiary hospital dedicated to healing children in Sub-Saharan Africa.

In 2012, Sea Harvest entered in to a working relationship with the West Coast Western Cape Department of Social Development that has resulted

in many life-changing victories for both our employees and the West Coast community.

Borne of this partnership, the Sea Harvest Social Development Office, situated in Saldanha Main Road, was established and in less than two years, an additional five satellite offices were opened in the region. These offices have

played an integral part in various success stories including the management of more than 600 cases of substance abuse and childcare interventions, including the removal of children to foster care to date. "This essential service has also been made available to our employees through the Sea Harvest Onsite Clinic where a resident social worker

is available twice a week to assist them with any challenges they may be facing. Sea Harvest employees, on referral from the social worker, can receive free counselling and treatment from any of the eight state facilities available on the West Coast," the company said.

"With the assistance of the Department of Social Development, we have also created an After-Rehabilitation Care programme that aims to provide support group assistance to employees who have attended alcohol and drug rehabilitation programmes. These sessions are hosted on the company premises, take place after hours on a weekly basis and are open to all families of affected employees."

This year, the Foundation will focus its attention on education as the business prepares to launch the Sea Harvest Pre-Primary facility at Diazville Primary School. Partnering with the Department of Education, this facility will welcome an additional 60 children to the institution and will be available to both Sea Harvest employees and the wider Diazville community.

"At Sea Harvest we understand that corporate social responsibility is no longer an optional extra and that it now serves as an integral part of any business strategy and practice. It is for this very reason that we remain steadfast in our commitment to social development and change both along the West Coast and the broader Cape region."



Savour the sea

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From a small village on South Africa's west coast named Saldanha Bay, Sea Harvest produces the finest Cape Hake products, the quality of which is savoured in South Africa and throughout the world. Adding value through vertical integration, Sea Harvest is fully committed to providing employment to South Africans, particularly on the West Coast.

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'South Africa's hake fishery is sustainable and well managed' according to MSC

THE 51 trawler owners and operators in South Africa's Deep Sea Trawling Industry Association (SADSTIA) have received word that the Marine Stewardship Council (MSC) has approved a further five-year certification for the deep-sea trawl fishery.

This is the third time the fishery has secured certification from the MSC, the world's leading certification and eco-labelling program for sustainable wild-caught seafood. The association claims that in 2004 it became the first hake fishery in the world to be judged by the MSC as 'sustainable and well managed.' After the initial five-year certification period came to an end in 2009, the fishery was re-assessed and re-certified for a five-year period in 2010. The latest certification comes after a rigorous 12-month re-assessment process, during which an inde-

pendent certification agency scrutinised every aspect of the fishery's management and once again found it to comply with the MSC's main principles.

These are:

- A fishery is conducted in such a way that it does not lead to over fishing or a decrease in the stock
- Fishing operations do not impact on the health of the marine ecosystem
- Fishing is managed and regulated in a responsible way.

SADSTIA's members are the trawler owners and operators that deliver hake to fish and chip shops in every corner of South Africa; process and package fish fingers and other popular hake products for local supermarkets; and also supply a demanding international market with a range of value-added hake products.

"The certification is

an important achievement for the deep-sea fishery and very good news for South Africa," said Dr Johann Augustyn, secretary of SADSTIA.

"Recent economic studies have shown that securing the health of the deep-sea fishery has prevented the loss of up to 12,000 jobs within the fishing industry and growing demand (particularly in northern Europe) for certified sustainable seafood products has resulted in the expansion of export markets worth US\$197m (R2.24bn.)"

According to Tim Reddell, chairman of SADSTIA and a Director of Viking Fishing, one of the advantages of holding MSC certification is that it has made trawler owners and operators more aware of the ways in which their vessels and operations interact with the environment.

"It has focused our attention on ensuring

that we achieve the criteria of sustainable utilisation of the resource," says Reddell.

Since the initial MSC certification in 2004, improved fishing practices have resulted in major environmental achievements. For instance:

- Trawl grounds have been "ring fenced" so as to prevent damage to lightly trawled areas and protect natural refuges for hake. Trawling outside the ring fenced zone requires an environmental impact assessment.
- There has been a 99% reduction in the number of albatrosses that are accidentally injured and sometimes killed by trawl gear.
- Bycatch (species other than hake that are caught in trawl nets, including kingklip and monk) is better managed than ever before.

- The industry is funding and supporting a ground-breaking, long-term research project that will examine the impacts of trawling on the marine environment. The research is being conducted in partnership with the Department of Agriculture, Forest-

ry and Fisheries, the University of Cape Town and the South African Environmental Observation Network.

South Africa's deep-sea trawl fishery is the only fishery in Africa to have achieved accreditation from the MSC according to

the association.

It is one of approximately 250 fisheries around the world that have been certified by the MSC. Together, MSC-certified fisheries currently catch about nine million metric tons of seafood annually – close to 10% of the total harvest from wild capture fisheries.

Executive appointment brings new vision and expertise to SPP

THE executive management team of Cape Town-based Southern Power Products (SPP) has been strengthened with the recent appointment of Jacques Brümmer as CEO.

The appointment of Brümmer - a former director of Cummins Southern Africa and a man with more than 20 years' experience in the African diesel market - is aimed at supporting the existing SPP executive team, led by SPP founder and Managing Director, Noel Holmes, in realising the company's future growth and expansion plans.

According to Holmes, "Jacques' appointment brings new vision and expertise to SPP and we look forward to him using his extensive African market insight, passion for business development enabled by development of dynamic teams and strong customer relationships, as well as his strong product knowledge to assist SPP in achieving its growth ambitions."

SPP, which is intent on becoming the preferred supplier of leading, innovative technologies to the marine industry, plans

to grow its business by actively expanding its Volvo Penta offering through focus across the broader commercial marine market, and acquiring additional agencies and new technologies which complement its existing product portfolio.

The company, the official South African importer and distributor of Volvo Penta marine engines, generators, accessories and parts, also represents top brands such as the Westerbeke range of marine generators and accessories, Cruisair marine air conditioning systems, Aquadrive anti-vibration systems and Hidea outboard motors, spare parts and accessories.

Brümmer's appointment also complements the recent, vertical integration of SPP into the Nautic Africa Group, a move which, according to Holmes, "is a significant value-add for SPP in light of Nautic's presence and strength across Africa."

"SPP's integration into the Nautic Group has given us the injection of transformation we needed to meet the



Jacques Brümmer, newly-appointed CEO of Southern Power Products.

changing needs of the marine industry.

"As SPP, we are now better positioned to serve the African governmental, commercial and recreational marine sectors and to provide sales and service support excellence for existing and any new products and technologies which we introduce into our portfolio," says Brümmer.

The DOEN Pacific Waterjet product range - which Nautic acquired in 2014 - will be added to the

SPP portfolio. Further additions will be unveiled at Cape Town's annual Boat Show, which takes place from October 9 - 11 this year.

According to James Fisher, Nautic CEO, "We are delighted to have SPP - which has been active in the South African marine industry since 1985 - become an independent member of the Nautic Group. Our alliance is one which promises to be mutually beneficial to both SPP and Nautic."

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Training company expands into gulf

2KG Training has extended its footprint outside Africa, partnering with a Qatari engineering group to run training modules across the Gulf States.

The modules will be customised to dovetail with specific requirements identified during Level One assessments of individual plant efficiency in the United Arab Emirates and Saudi Arabia, as well as Oman, Kuwait and Qatar itself.

2KG Training is a sister company of Technical Application Software (TAS), a developer of customised computer programmes for pump selection and performance charting, and test bed analysis and automation. TAS counts all major South African pump companies as its custom-

ers, and works with pump manufacturers abroad.

TAS also works with end users to investigate machine underperformance. Harry Rosen, managing director of both 2KG Training and TAS, explained that plant performance analysis is offered through TAS Online.

"We ask the really difficult questions," he said. "We ask the unpleasant questions."

"If the software is optimising pump selection, why when we go into the plants do we find that 70% of pumps are installed in applications for which they are not designed? Why are pumps failing after two years when they are designed to last five years? Why are pumps that are designed for an

efficiency of 80% only achieving 60%?"

To answer these questions, TAS Online delivers real time pump performance monitoring, allowing recommendations to be made on how to improve the efficiency and reliability of the pumping system.

2KG Training dovetails with this service to involve plant engineers, technicians and operators in the overall process of improving machine performance.

The first training courses were run by Larry Bachus, the renowned pump expert known internationally by his moniker "The Pump Guy." These courses focus on how to avoid the need to rebuild pumps and seals by recognising the value of maintenance, and by identifying and eliminating the factors that lead to process pump failure.

Today there are additional courses on compressors, valves and pipes, mechanical seals, bearings, condition monitoring and performance monitoring, with trainers sourced from a network of 22 experts worldwide.

2KG Training's inclusion of trainers from abroad has been enthusiastically supported by several key multinational manufacturers.

AESSEAL, for example, has made available its mechanical seals experts worldwide, among them Dr Chris Carmody, arguably Britain's leading authority on mechanical seals.

All courses offered by 2KG Training are CPD accredited to help maintain professional status, with the vibration course



AES Harry Rosen, MD of 2KG Training and TAS.

presented by AESSEAL including a British exam recognised as a Level One qualification, allowing the student to conduct vibration analysis and condition monitoring professionally.

The core perspective at 2KG remains one of pump system optimisation, however, and the company has introduced Level One plant assessments to identify opportunities for savings and performance improvements, followed by training programmes to put these in place. This is the format that will be followed in the Gulf.

In South Africa, Rosen sees major training opportunities in the power generation sector, chiefly among staff that need to be identified and up-skilled for power station and grid maintenance.

"South Africa has the operators, technicians and engineers that the power utilities need to

restore the nation's power grid," Rosen said, "but operational experience is lacking, and this is where we see one of the biggest local training opportunities."

Rosen explained that 2KG's training modules for the power generation sector go beyond the theory provided by tertiary education, providing direction on "how to design a power station according to the code, how to size piping according to the standard, and how to ensure that a pump isn't going to fail."

The 2KG Training focus on pumps, pipes and valves is well suited to power stations with their boiler feed pumps, condenser pumps, cooling water pumps and ash slurry pumps, and where keeping these pumps running avoids the unplanned power outages caused by pump failures which, Rosen notes, are rarely supported by the stand-by pumps that used to be the norm.

"We think that budgetary constraints will prevent the power utilities themselves from becoming the main driver of training," said Rosen.

"However, we anticipate contractors compensating to some extent so that they can position themselves for the huge potential that power station maintenance will have in South Africa over the next five to ten years."

Besides power generation and petrochemical refineries, 2KG Training targets public water supply and wastewater treatment plants, the sugar, pulp, paper and other process industries, and pump and compressor intensive manufacturing such as the automotive industry.

Mining, though currently quite small as a training market, has potential because of the very high percentage of the total energy bill accounted for by pumps – approximately 20%.

Valves training, like pumps, focuses on correcting the all too common practice of installing the wrong valve for the application, again resulting in premature valve failure and energy wastage of about 15%, typically running to hundreds of thousands of rands per year.

"Valves are less complicated than pumps, but there remains a lot that can be improved through training."

2KG remains independent of all manufacturers, though the company works with all of them to remain current on the latest technological developments.

"This is particular-

ly true of mechanical seals, where the flushing plans have become complicated," Rosen notes.

According to Rosen, companies should rethink their instinctive reaction to stop training in order to conserve revenue during the current economic downturn.

"Certainly, a large plant such as a refinery or a power station may save R10m or R20m by cancelling training, but if one year from now there is a fire that destroys equipment worth R50m, or a pump failure that costs R150m in downtime, then to cut training would have been the wrong decision, because proper training would have prevented both of these situations."

Rosen's advice is rather to identify the critical team essential to maintain core plant functions, and to restrict training to that team alone.

"The paradox of the training market is that an economic boom provides the budget for training but restricts staff availability because clients are operating at full capacity and need all staff at the plant. The converse is true during a downturn – the time is there but not the budget," Rosen said.

His advice, "Train anyway, but at a lower level to accommodate budgetary constraints, thereby defending against losses caused by inadequately trained personnel."

"South Africa has the people and the capability to build power plants, projects, roads etc as good as any in the world, and a big part of this capability is the training," he concludes.

Cavex 700cvx hydrocyclone maximises throughput within existing cyclone cluster footprints

THE new Cavex 700CVX hydrocyclone from Weir Minerals can achieve up to 50% higher throughput capacity in comparison with competitor cyclones in the 26 inch diameter range, due to its larger inlet and vortex finder configuration.

According to Sheldon Gabriel, product manager cyclones of Weir Minerals Africa and Middle East, the Cavex 700CVX hydrocyclone has a small, more space efficient body, making it ideal for new installations.

"It is also perfectly suited and sized to fit into existing cyclone clusters for easy retrofitting, adding substantially to increased capacity. This hydrocyclone is the result of extensive research and development by



Sheldon Gabriel, product manager for cyclones at Weir Minerals Africa.

the company and underlines our philosophy of driving customer centricity in all product development."

Mark Lockyer, Weir Minerals' global product manager hydrocyclones, says that the need to increase throughput to maintain production levels is a reality for much of the industry, with

many mines having to process more ore than they have in the past. "In these conditions, increasing throughput is essential. Sites that can achieve higher throughput with minimal capital expenditure certainly have a competitive advantage."

Gabriel says that Cavex hydrocyclones have been highly re-

garded for their proven efficiency and high capacity performance for decades. Cavex CVX hydrocyclones are designed to withstand severe abrasion caused by the rotational flow of solids and slurry.

"The unique shape of the Cavex hydrocyclone range features a laminar spiral inlet geometry that allows the slurry to follow a natural path without encountering any shelves, edges or corners."

"This reduces turbulence inside the hydrocyclone, which helps maximise separation efficiency, hydraulic capacity and wear life, while minimising localised wear in the feed chamber and vortex finder."

Weir Minerals Africa is dedicated to ensuring its products maximise

throughput both within current plants and in greenfield operations. The Cavex 700CVX hydrocyclone is typical of the company's commitment to best practice and is backed up by Weir Minerals' extensive global service and aftermarket support.

The harsh African mining conditions provide particularly tough operating conditions for installed equipment, but this has been catered for with the Cavex 700 CVX hydrocyclone, which features fabricated steel or cast ductile casing, replaceable elastomer liners up to 45mm thick, ceramic lower cones, rubber lined steel vortex finders, rubber or ceramic spigots, rubber lined steel overflow pipe or air core booster caps.

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Spanish Fly - Fire in the loins and wart treatment

Continued from Back Page

Fly: Augustus Caesar's wife is known to have spiked visitors' drinks with desiccated beetle powder in order to encourage sexual indiscretions which could later be used as blackmail. The infamous Marquis de Sade tried to light the fires of an orgy by slipping some prostitutes chocolates loaded with cantharidin. They all survived painful, near fatal side-effects, but the Marquis received the death sentence for attempted murder –only to escape at the last moment.

King Louis XIV is reputed to have been an unsuspecting victim of the drug – slipped to him by Madame de Montespan over a period of 13 years. Since she was the French king's favourite mistress, she wanted to be sure that the royal loins were constantly on fire! In the 18th century cantharidin became very fashionable in France and was known by the more genteel name of 'pastilles Richelieu.' No doubt there's a good story behind the name.

But the point behind this long, bawdy intro-

duction is that cantharidin, like so many other drugs, has some other, less well known uses. In this case it's really a case of from the sublime to the ridiculous. If your GP walks in with a small bottle marked 'Cantharadin – Poison', relax, you are probably about to be treated for warts or another common skin problem known as molluscum. Careful application of this blistering irritant, by a skilled practitioner, will often remove warts painlessly. Oh, and the ancient Chinese used cantharidin, human faeces, arsenic and a toxic plant known as wolfsbane, to make the earliest recorded stink-bombs! Well, as Confucius said: 'All work and no play makes Chou a dull boy.'

A classic example of double usage in drugs is the old family favourite, aspirin. Produced originally as a treatment for pain and fever, it is now used extensively as a 'blood-thinner' to prevent or treat strokes and heart attacks. It is reputed to have other health benefits, but these are

unproven as yet.

Viagra, the modern day Spanish Fly, not only helps erectile dysfunction, but has been recorded as being of some use in that dreaded problem of mountain climbers - altitude sickness. No doubt this has resulted in some light relief at the summit of Kilimanjaro, or, at the very least, some tasteless puns. (...a hard climb?)

And, since we have already mentioned warts, if your doctor is adverse to the use of Spanish Fly as a wart remover, he/she might trot out a script for cimetidine (Tagamet) – a drug used for stomach and duodenal ulcers. This ulcer drug stimulates T-lymphocytes, an important anti-viral agent. Warts, as you probably know, are the result of a viral skin infection.

In South Africa, breast-feeding mothers who struggle with insufficient milk are often given the mild anti-depressant espiride (Eglonyl) to stimulate production. In the UK you are more likely to be given domperidone (Motilium,) a

well-known anti-nausea drug. Eglonyl seems to be pretty effective and widely used, but its use is still slightly controversial in some circles. Breast enlargement, breast tenderness and unwanted leaking nipples were a known side-effect in both Eglonyl and, to a lesser degree, Motilium, so it wasn't long before some bright spark turned the negative effects to positive use.

All gin and tonic lovers know that the bitter substance in tonic is quinine and that it is used in the treatment of malaria. What is perhaps less well known is that quinine is a popular, if unofficial, treatment of painful nocturnal leg cramps. Medical experts are a little wary of giving their blessing to the treatment since the drug does have some unpleasant side-effects, especially in higher doses. Nonetheless, it remains popular as one of the few effective treatments. Check with your GP and stick to the prescribed dose. By the way, in case your mind is ticking, it takes about 10

glasses of tonic to reach the required dose for leg cramps! Presumably – I have not seen any relevant medical research – if you add gin to the tonic, the number of glasses needed for a pain free night might well be less.

Beta-blockers, once the frontline treatment in high blood pressure, are now commonly used as a non-sedating 'calmative' in anxious students at exam time or for part-time orators/actors with stage fright. Or, oddly enough, also a successful migraine prophylactic in some sufferers.

A puff or two of some of the commonly used asthma aerosols have been known to slow down uterine contractions during the early stages of labour – of some use in certain obstetric circumstances. But please do not try this at home – without your doctor's consent, at any rate.

One of the strangest 'second uses' examples is the well-known sleeping pill, zolpidem (Stilnox.) A South African doctor, I'm told, gave a restless coma patient zolpidem and was surprised to note a short-lived increase in the patient's level of consciousness. The improvement only lasted for a few hours. This phenomenon has now been noted in other centres of the world as well. Exactly why a sleeping pill should make a comatosed patient more alert and why it is only noted in some instances, no one seems to know. But research is ongoing.

Chilblains, painful oesophageal spasm and high blood pressure? No problem, all three medical conditions respond to nifedipine (Adalat) – a well-known blood pressure lowering agent. There has even been reports that Viagra may be of some use in oesophageal spasms – a condition which causes difficulty in swallowing and severe chest pain, not to mention considerable anxiety. Heaven knows what other uses are being thought out for Viagra – a true drug for all seasons.

There are many such examples of 'off the label' use; some with proven, safe and effective results, others slightly less so. Researchers need no longer look for new drugs, just new uses for old ones!

I'm going to cut it short here; I have to treat my leg cramps with another glass of tonic water, but first I want to go on-line to see if, in these days of banned cantharidin, the clever Chinese have worked out a way to incorporate Viagra in the making of modern stink-bombs.

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Trust me, I'm a politician

WINTER has hit the Cape of Storms and with the drop in temperature came its ugly twin sister, a drop in desire for the cooling effects of the finest from the brew master. As a result, I have been less inclined to ponder the meaning of life, while of course peacefully minding my own business, in a quiet corner of the ancient gentleman's bar where strangers become familiar.

In more ways than one.

But then, it appears that Luke the Dude has become a favourite of my reader, who requested a reappearance of this, to my trusting mind, strange person. And so it happened that, always striving to please, I forced myself to take a break from strict moderation and visit the local governor. Or the governor at the local, if you wish.

There I spied nothing gentle in the gentleman's bar, so I found solitude in a corner of the ladies' bar. There, too, I spied no-one ladylike, in fact just the opposite in the form of our learned bartender. Which suited me fine. But yes, you saw it coming. Long before I mellowed into sympathy for our poorly treated government in its subjection to international insult and innuendo at the hands of the cowboys at the FBI, I was arrested in sobriety by a loud greeting of "I know that dude!"

Nope, Luke the Dude it was not, it was my old friend Jean-Jay – Frenchman, poet, rugby lover, defender of Israel and farmer. And him I was happy to see. "How is Fransman," I asked, enquiring not about his health or that of any of any other Frenchman, but, of course, about the leader of the ANC in the Western Cape, the "Honourable" Marius Fransman. The latter has been noticed from time to time on our side of the mountain, making promises.

"That one," said Jean-J, "still front-runner for the title master of the motor mouths. A loud man with little to be loud about. But unheard in Paradise Park."

Paradise, for those seeking it, can be found just before the first traffic lights as you approach Onrusrivier from Cape Town. It is a large caravan park in private ownership on the banks of a lake. And over the last half a century most of the residents have erected permanent homes. Trouble came to Paradise when the municipality required upgrading of sewage and other infrastructure. Rumour had it that the owner would rather sell. Not to the inhabitants; they cannot afford to buy – or to move or to pay higher rent. So: Fransman to the rescue!

"That Dude saw money for nothing and votes for free," philosophised Jean-J. "If the municipality had not been DA, there would have been no Fransman. Not in Paradise."

Yep, cold-blooded DA throwing defenceless citizens out of their homes and into the snow. I know, no snow here but we are

talking politics now. Fransman the Fearless came to their rescue, making promises of roofs over heads for ever. Or at least until the next election.

"You should have seen those old white people doing the toyi-toyi as if it was the vastrap," sniggered Luke the Dude who had, for once, sneaked in quietly. "All of them ANC activists!"

"Until they saw the light through the thickery," opined Jean-J in his French way, "then they cried the long tears of a lover abandoned."

"Ja," agreed Luke the Dude, "or the angry tears of a voter who fell for a political salesman's promises. Old operator that Fransman. Did the same thing with the Minstrels. Promised the Klopse a pot of gold, so they put on the ANC colours, sang and danced for Zuma, shouted 'Amandla!' and then, empty pot. Worse, they got insults instead. ANC told them they were useless and did not deserve a promised cent because the DA was still in charge."

By now the usual guilty-as-charged have all migrated to the Ladies Bar, no doubt attracted by our vibrant repartee. So it was Colin the Golfer who said, "Small change, small change! What about the R120m for the privilege of building useless stadiums for the World Cup?" Colin is strictly a 19th hole golfer; he ignores the other holes with superior disdain.

"Now now," spoke the voice of reason emanating from Big Nick, a perennial friend of the underdog. "Everybody has a right to a presumption of innocence until proven guilty."

"They also reserve the right to make fools of themselves," insisted Colin the Golfer much like our minister of sports and fun. "What about Doctor Mayor Danny Jordaan, who suddenly cancelled his flight to Switzerland just after his Fifa comrades got themselves arrested by the Swiss police? Dangerous place that, for the hero of the 2010 World Cup, we all thought."

He was right, we all did, even those not habitually into thinking, much like our minister of sports and fun.

"That's only half the story," remembered Luke the Dude. "He couldn't keep his Doctor Mayor mouth shut, could he? Much like that Fikile Mbalula. No, he had to put a spin on it, how he as the latest and most desperate mayor of Port Elizabeth had given his sulking comrades in that windy city..."

"Almost as windy as that Mbalula!" hectorated Johnny the White, who is not related to a once well-known rugby coach at all. He is simply called that to distinguish him from Johnny the Black, who is called that because of his captivation by a particular brand of tippie. But we are interrupting Luke the Dude.

"As I was saying," he said with a glare at Johnny, "instead of shutting up for his own

good, Doctor Danny spun a yarn about lecturing his newly acquired city councillors about keeping the spending down. Not so many overseas flights, he told them. And Doctor D then thought to himself, 'Danny, how will it look if the very day after telling spendthrift councillors to cut out the flying, you go off yourself and fly to Switzerland?' No, even though the good citizens of PE would not be paying for his flight, so to speak, it was all about impression. No no, he had nothing to hide from the Swiss police; he cancelled his flight because he wanted to set a good example. So said Danny."

"And so he used his right to make a fool of himself," insisted Colin the Golfer. "As I've said."

"At least he had the good sense," added Jean-J out of a sense of poetic justice, "to stay away when that one, Mbalula, told the world press we South Africans were so nice, we gave R120m away out of the goodness of our bleeding hearts."

"And we definitely do not want to know what that one, Jack Warner, did with it."

"Now now," admonished Big Nick, only to be rudely interrupted by Luke the Dude, who is not interested in any other side of the story. "You," he pointed out, "have already had your right of presumption. Do not presume that you can speak again!"

Spanish Fly - Fire in the loins and wart treatment

THE 2cm long, metallic green blister beetle – *Lytta vesicatoria* – has been known to the medical world and, in fact, the general populace, since the time of Hippocrates in ancient Greece. Prior to mating, the male beetle squeezes a substance known as cantharidin from its knees and places it on his head for his lady to sniff. If the olfactory experience is satisfactory, the sniffing is followed by mounting, after which the sticky substance is used to smear over her eggs. Cantharidin is noxious enough to protect her eggs from ending up as another insect or bird's meal. In fact cantharidin is so toxic that mere contact with the beetle causes blistering of human skin – hence the name 'blister beetle.' Swallowing 3 or 4 beetles could be fatal, with stripping away of the stomach lining and kidney/liver failure. The above facts would have remained an interesting biology foot-note or a cautionary tale for insect collectors had it not been for the fact that some brave or very desperate soul noted that ingestion of very small amounts of the dried beetle caused 'fire in the loins' – in both sexes! The fact that cantharidin is almost as toxic as cyanide and strychnine (and with no known antidote) has not stopped mankind

ON THE CONTRARY



Pieter Schoombe

Thus we were seeking solutions to the problems foisted on our country. But there remained one question to which we found no answer: Why are Mbalula and his comrades so upset about this Fifa bribe? We have the Arms Deal Scandal, we have the Nkandla Scandal, we have the Schabir Shaik Scandal, we have bribes, corruption and crooked tenders all over the country ... aren't they used to it by now?

• Quote of the month. A jovial President Jacob Zuma at the World Economic Forum on June 4: "Parliament takes corruption very seriously – in this country even the president is investigated!"

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PAPA DOC



Peter Reinders

(and womankind) from harvesting the poor beetle for the past two millennia.

This dangerous aphrodisiac became known as Spanish Fly – a name which is still in international use. The origin of the name is obscure since the beetle is no fly and not primarily found in Spain, but when it comes to 'fire in the loins,' semantics took second place.

The toxic substance, in very small doses, would burn the mucosal lining of the genital-urinary tract and it is presumably this irritation that is perceived as sexual arousal. Certainly there must be some merit in its claim as an aphrodisiac since the substance is still used in animal husbandry to this day, but its use in humans has been banned in many countries because the range between a 'therapeutic' and a toxic dose is just too narrow for comfort. History abounds with famous users of Spanish

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