



CAPE Business News

FOUNDED 1980

National Distribution

MAY 2025

PRASA's R51bn Gibela Deal fuels SA exports boom



3

Dromex redefines respiratory protection with DH-302 Range



8

AGL Terminals to enhance cargo handling at Duncan Dock



23

Capitec Business Banking: Low fees, big opportunities

After transforming retail banking in South Africa, Capitec is now expanding into business banking with a focus on affordable services for SMEs.

By Larry Claasen

CAPITEC aims to replicate the success that has seen it become the country's leading retail bank in its new business banking offering.

Capitec was founded as a microlender in the Cape Winelands in 2001 and has grown its customer base to 22-million active customers, making it the largest bank in South Africa, when measured by number of customers.

Capitec's formula of offering a low-cost transactional banking service has seen it become a serious challenger to the "big four" banks: ABSA, Standard Bank, Nedbank and FNB.

This strategy not only saw it become a significant player in the South African banking sector, but it was also a major reason why 85% of people in the country now have bank or mobile money accounts.

Capitec Business Banking disrupts traditional banks

Now, Capitec is now applying the same formula when it comes to business banking by offering lower-cost products to SMEs and also sees it offering services to informal businesses.

A key part of this strategy was the acquisition of Mercantile Bank in 2019, which was subsequently rebranded as Capitec Business in 2024. This rebranding saw it introduce a new app and new online banking service, and the ability to open an account online in minutes with no paperwork.

"We introduced scored business overdrafts and business, property and asset finance that is approved within days," said Capitec in its results for the year to end February.

It said its strategy for business banking was to use the best technology and to leverage its data. The initial focus was on implementing stable and secure new systems and platforms.

Its service model consists of a relationship suite and 19 business centres. Through



the relationship suite, virtual consulting is possible and its clients have a relationship banker available anytime through a call, online or on its app.

Capitec Business Banking leverages tech for SME growth

It is in the process of building an enterprise payment system that will allow businesses to accept card payments, online payments and receive and make bulk payments. For this reason, the Capitec Pay system has also become part of business banking.

Outgoing Capitec CEO Gerrie Fourie has a clear idea of the type of customer the group wants to provide services to. Speaking at its results presentation, he said they were looking at businesses that were generating turnover of between R5-million to R100-million a year.

How Capitec Business Banking targets SMEs and informal markets

Capitec was looking to target businesses that were too small to fit into a typical corporate banking framework, in particular, and were consequently being underserved by the market, said asset management group, Ninety One, in a research note in December 2024.

But this was just the beginning. Ninety One noted that Capitec was only at the

start of its move into business banking, which could eventually see it develop novel alternative approaches to business financing.

Capitec Business Banking unlocks cashflow-based lending

"Capitec is in the process of acquiring business clients while gaining a better understanding of their transactional activities and cashflows. This will allow the bank to unlock an alternative approach to business financing, effectively lending funds against the cashflows of a business rather than its assets."

Such a move could be a game-changer for many businesses, as they might not have the assets to act as security for a loan, but have demonstrated that they have the cashflows to pay off their debt.

One way that Capitec can better understand the cashflows of its business clients is by monitoring the transactions coming through their Point-Of-Sale (POS) machines.

The group signed up almost 40 000 new merchants during a promotion in 2024, which resulted in volumes on POS machines increasing by 28% in both volume and value of transactions to R64,2-billion for the year.

Continued on P2

Independent Energy Pool says wheeling electricity will depend on the 'bankability' of metros



By Larry Claasen

THE reliability of metros as partners will be a key factor when it comes to the development of an energy market in South Africa, says Independent Energy Pool (IEP) CEO Holger Janke.

IEP was formed three years ago, and offers a business-to-business energy pool, allowing electricity consumers, generators, and traders to buy and sell electricity.

Three to four of the country's metros account for 60% of the overall electricity consumption. Even so, several of the largest cities have serious financial and governance issues.

This is a problem when it comes to facilitating wheeling, which is the practice of transmitting electricity from an independent power producer via a metro's grid to a client business.

Wheeling Electricity Challenges in Non-bankable Metros

Janke says as some municipalities are not bankable and that makes wheeling transactions really complicated.

If a metro is unable to facilitate wheeling, it could jeopardise other parties in the power arrangement.

"So that's why you can actually do the wheeling only in certain municipalities where you can rest assured that the municipality as party to this structure is going to pull its weight."

Read full article on page 12



fastenright

Your Stainless Steel Bolt and Nut Experts

Precision. Performance. Protection.

CONTACT US
t: 021 534 9095
f: 021 534 5997
sales@fastenright.co.za
www.fastenright.co.za

VISIT US
27 Mail Street
Western Province Park
Epping



best service | competitive price | high stock availability

Stainless Steel Security Fasteners

IN THIS ISSUE

- 7 Metal Fabrication Cutting & Welding
- 9 Hydraulics & Pneumatics
- 10 Power Transmission: Motion Control & Geared Drives
- 12 Renewable & Alternative Energy Solutions
- 14 Food Beverage & Dairy Manufacturing & Processing
- 18 Industrial Refrigeration Cold Storage
- 19 Retail Supply Chain Instore & Online
- 20 Sustainable Business Practice
- 21 Sustainable Business Practice
- 22 Maritime: Marine Engineering & Port Logistics
- 24 Gas: LPG LNG & Green Hydrogen Processing Equipment
- 25 The Next Generation

Capitec Business Banking: Low fees, big opportunities

Continued from P1

Fourie says having affordable POS machines is key to fostering economic growth in South Africa, especially when it comes to servicing the informal economy.

“I really believe that to get into that informal market, you need to make the whole payment mechanism much cheaper. The Point-Of-Sale machines are too expensive. You

can't have that person paying interchange and renting at R380 a month.”

Though Capitec is committed to developing its business banking operation, it plans to do

it in a methodical way.

Fourie says the group will take about two years to work on its new offering, as it wants to have the capacity to cope with high demand for

its offering.

“If you put the Capitec brand on it, you need it to be able to handle volumes, and we need to be able to create the capability to handle those volumes.”

Your chance to make an offer on Tupperware Southern Africa's manufacturing plant, property, and other assets



PARK Village Auctions is inviting offers to purchase a significant plastic manufacturing and distribution plant with movable assets stemming from the liquidation of Tupper-

ware Southern Africa. “This is a unique opportunity to acquire a substantial facility with a comprehensive plant and equipment inventory,” says PVA's Werner Burger.

“The scale of the operation and assets offered due to the liquidation of a globally recognised entity like Tupperware Southern Africa make this an attractive proposition for various potential buyers within the plastics manufacturing sector, related industries, or investment groups.”

Immovable property comprises Erf 141, Vulcania Ext 2, 92 Lemmer Road, Brakpan, measuring 4 1573 hectares.

The property features an expansive

warehouse building divided into four sections, a double-storey office building, a security office, a health and safety office, and a covered staff parking area.

The total gross leasable area (GLA) of the property is 22 747 square metres.

Key equipment includes a recycling extruder (Nelmor Thermoflite 45 mm barrel, with spaghetti die, cooling tank, and pelletiser), granulators (Rapid 300 with dust extractor and cyclone,

and Nelmor G16 with dust extractor and cyclone), seven Matan granule dryers, an Engel Duo 500 (C06) injection moulder with Viper 40 robot, two heated tempering tunnels, two Viper 40 robots, a Future Packaging shrink tunnel, four Busch vacuum pumps with an AZO hopper dryer, and conveyor systems throughout the factory.

Offers are to be submitted to Park Village Auctions by no later than 14:00 on Thursday, 15 May.

E-bike delivery service targets 50 000 new jobs across SA

By Larry Claasen

CRAIG Atkinson, a serial entrepreneur, first became aware of e-bikes and their potential for an e-bike delivery service while on a trip to the US in 2017.

Initially, the plan was to sell e-bikes, but the COVID-19 pandemic shifted the focus to delivery services due to a surge in e-commerce and demand from local restaurants.

“I had no idea it was going to be a delivery

bike. We just bought electric bikes. During COVID, obviously, my other business took a huge knock during the shutdown.”

The lockdowns created an opportunity for an e-bike delivery service, as people could not leave their homes and unlike with motorbikes and scooters, delivery people did not need a licence to operate them.

E-bike delivery service thrives amid COVID-19 surge

This was an opportunity Atkinson could not ignore. “Let's give it a go and see if there's the legs for an electric vehicle like this in the South African market.”

The subsequent demand for an e-bike delivery service surprised him. Large corporations like MTN, Bank Zero, Mr D, Uber Eats and Pick n Pay have signed up as partners.

E-bike delivery service partners with major SA corporations

Green Riders makes money two ways. The delivery riders are charged a rental and services for the bike. The platforms in turn play the riders for making deliveries.



Green Riders used to have a bike supplier, but it now designs its own bikes, builds them in Cape Town, and sources its parts from around the world.

Innovation drives e-bike delivery service sustainability

The group will soon launch its latest battery technology, and new 2-wheeler

EVs, which Atkinson's will be substantially more sustainable.

“The current batteries we've got, unfortunately, in our first generation fleets, are NMC batteries, but we purposely chose not to scale to the tens of thousands until we found a more sustainable solution.”

The concept of recyclability goes beyond the batteries as the bike's 15 components are designed to be reused.

“Even if a bike has been in an accident, you'll only ever have to replace one, maximum two parts of that bike at any given time. So we always recycle our bikes.”

Though Atkinson says there are always ups and downs when it comes to pioneering the establishment of a new industry, it has still managed to create about 2 000 jobs in three years and is planning to expand to other cities across the country.

The eventual ambition is to create 50 000 jobs through the e-bike delivery service.

E-bike delivery service transforms lives and careers

One of the most rewarding aspects of creating Green Riders is seeing how it has transformed people's lives, says Atkinson. People go from being unemployed to earning as much as R5 000 a week.

Doing deliveries also exposes them to new opportunities as they start to network and make connections with people running restaurants and stores. This sees them leaving Green Riders and taking up new jobs.

“Some of them are now supervisors at supermarkets, and a lot started their own businesses.”

CAPE Business News
Where industry speaks to industry

Carbon Neutral Publishers

Scan here to subscribe - it's FREE

Shelf draws

Laundry / General Trolley Bin

General Trolley

Small parts storage

Wheeler / Pedal Bins

PLASTICS FOR AFRICA

3 Montague Drive, Montague Gardens
021 551 5790 | www.plasticsforafrica.co.za

PRASA's R51bn Gibela Deal fuels SA Rail exports boom



Thabiso Komako, incoming CEO of Alstom Ubunye.

Larry Claasen

THE Passenger Rail Agency of South Africa's (PRASA) R51-billion contract with the Gibela Rail Transport Consortium to build 600 six-car trainsets is transforming the local rail sector.

The contract is not only creating a supply chain to support the local industry, but also seeing some local companies exporting rail components.

How the PRASA Gibela deal Builds Local Rail Supply Chains

The Gibela Rail Transport Consortium is made up of French multinational Alstom and uBumbano Rail, and has so far assembled 275 trainsets.

some local companies secure export contracts.

"Some of them now are even supplying Alstom, even outside this project, because once you are in an Alstom database, you are actually competitive globally," Komako says.

"This supplier development initiative has been quite a success because it's about transferring skills, transferring technology, helping suppliers to industrialise, and improving their local content," he adds.

The consortium's suppliers are not the only entities tapping into the country's burgeoning rail sector, as Alstom Ubunye, a maker of electrical and mechanical components which include end-under-frames, bogies, and bogie frames, is also looking to tap into it.

The deal with PRASA has fostered the development of the local industry, with 60% of components now sourced locally, says Thabiso Komako, incoming CEO of Alstom Ubunye.

"It's quite a good story because our supplier development objective has been fully met. We managed to achieve over 60% local content. We had a number of suppliers that were established solely because of this project."

PRASA Gibela deal Fuels Supplier Diversification into Rail

Aside from getting OEMs to set up factories locally, it also encouraged local companies in the automotive and aerospace sectors to expand into rail. This has even seen

PRASA Gibela deal Boosts Maintenance & Digital Rail Tools

Aside from making electrical and mechanical components, Alstom Ubunye also provides essential services to keep trains in optimal condition through regular maintenance and offering digital tools to enhance train operations.

It supports all types of rail vehicles, including those produced by other manufacturers. The solutions are for all types of rail vehicles, including non-Alstom manufactured rolling stock.

Although over 300 trainsets still need to be built under the PRASA contract, the commitment by the government to improving rail signalling could see even more trainsets coming onto South Africa's rail network.

"Once that has been addressed, more trains will go on the lines and they will be able to hopefully get awarded the second tranche. Initially, the project was really 1 200 trains, even though it was just half of it that was awarded."

Komako says an improvement in signalling could also result in a vast improvement in train speeds, as currently the trains are running at about 30km/hour to 40km/hour, which is much slower than the R120/hour they are designed to run at.

Is South Africa open for business? Labour law challenges

By Chris Hattingh



THE South African government has often talked a big game about "South Africa open for business", with President Cyril Ramaphosa and his cabinet setting a 3% growth target for 2025. President Cyril Ramaphosa and his cabinet have set a target of 3% growth in 2025. To reach anywhere near that (after all, between 2012 and 2023 South African GDP averaged only 0.8% per year) the country needs vibrant and active manufacturing and construction sectors.

South Africa open for business? Regulatory roadblocks

Local and foreign businesses need to employ more people and invest in real hard assets and infrastructure in the country. However, considering some of the recent legislation passed by the government, and the slow progress in opening to competition the state-dominated spaces of electricity and port and rail infrastructure, the country is not yet quite as friendly to business as the president and others like to tell themselves.

VAT reversal uncertainty Is South Africa open for business?

On 27 April the Western Cape high court issued an order suspending the VAT increase provided for in the budget presented on 12 March. It also set aside Parliament's passing of the 2025 fiscal framework, writing: "The resolutions of the National Assembly and the National Council of Provinces, adopted on 2 April 2025, to accept the report of the Standing Committee on Finance and the Select Committee on Finance, on the 2025 Fiscal Framework, are set aside." The court ordered the minister of finance, the speaker of the National Assembly and the chairperson of the National Council of Provinces to pay the legal costs of the DA and the EFF. The court or-

der means that the VAT rate will not increase on 1 May.

The unseemly to-and-fro over the budget and the question of whether the VAT increase was happening or not is highly unsettling and creates uncertainty in the minds of investors. The poor communication and coordination within the GNU that caused it must be addressed decisively if it is not to create a further drag on South Africa's investibility.

South Africa open for business? Growth forecast pitfalls

As mentioned above President Ramaphosa and corporate leaders are aiming for 3% GDP growth this year. For its part the South African Reserve Bank forecasts growth of 1.7%. However, given the domestic constraints on growth, the International Monetary Fund's (IMF) SA growth forecast of 1% will likely prove the closest to reality.

A major impediment to investment, job creation, and growth, are South Africa's stringent and onerous labour and employment laws.

During the week of 14 April, the labour minister, Nomakhosazana Meth, promulgated two sets of employment equity regulations. One set provides administrative rules. The other specifies numerical targets.

All races and genders are exposed to the risk of being excluded from jobs, as is made clear by the regulation which states that all employ-

ers with more than 50 employees "must avoid perpetuating the overrepresentation of any group if their representation exceeds the applicable [Economically Active Population] in a particular occupational level."

That means if a large company has a C-suite in which 60% are black women, then it must aim to reduce the "overrepresentation" of black women by refusing to hire black women in that management category. The same holds for all race-gender pairs.

Legislation such as this serves as yet another ingredient of uncertainty (on the best case) for growing employers and investors, or as an outright barrier (on the worst case).

Should Mr Ramaphosa and his cabinet colleagues be truly serious about SA achieving higher growth rates, private sector participation in the country's ports and rail needs to be accelerated, Localisation Master Plans must be done away with or given hard sunset clauses, public procurement legislation must be reformed where contracts are awarded only on a value-for-money basis, and wherever possible property rights must be strengthened and respected (in action and in rhetoric).

In the current global environment of heightened trade and investment uncertainty, South Africa can ill afford to send the wrong signals regarding its doing business environment.



25 YEARS AUTHORIZED PARTNER OF **FireDos**

Future proof your fire protection system with FireDos

Efficient • Effective • Easy to use & test

FireDos foam dosing proportioners and skids • Monitors and water cannons • Mobile dosing and monitor trailers • Bund, tank top and rim pourers

TYPICAL APPLICATIONS.

TESTING WITHOUT FOAM

FOAM AGENT TANK STORAGE PUMP ROOM JETTY

dosetech fire 35
special risk fire protection

+27 (0) 861 111 544

Mike – mgf@dosetech.co.za
firedos@dosetech.co.za
www.dosetech.co.za

ALL INDUSTRIAL, MOBILE, SPRINKLER REQUIREMENTS

Industrial chillers: Flexible rental solutions from Rand-Air



Rand-Air 550kW chiller at a gas plant in the Free State.

rental projects include a brewery that utilised a Rand-Air chiller during plant maintenance to keep the yeast at the required temperature, thereby preventing spoilage. At a chicken hatchery, Rand-Air supplied and connected a rental unit in parallel to the aging onsite system, ensuring a cool environment in the hatchery during the hot summer months.

Rand-Air has access to Atlas Copco's global rental chiller fleet comprising equipment ranging in cooling capacity from 200kW to 750kW. Currently, the local fleet comprises 550kW units—a good all-round rental solution—that can idle for smaller cooling loads and be doubled for projects with larger cooling requirements."

By Diane Silcock

RAND-AIR's industrial chillers, introduced to the South African market in 2024 as an addition to their temperature rental range, are gaining traction, with the company set to grow its business in sectors like agriculture and food and beverage.

Part of the global Atlas Copco Group's Specialty Rental division, Rand-Air is well known across Sub-Saharan Africa as an industrial rental equipment leader, specialising in rental of state-of-the-art air compressors, steam boilers, chillers, pumps and mobile nitrogen generators.

Industrial chillers support cost-effective, scalable rental models

This article (the third in a series) focuses on Rand-Air's industrial water-to-air chillers, introducing the concept of seasonal rental, and how Rand-Air's scalable solutions can assist manufacturers save on capital outlay and help ensure a more predictable cashflow throughout the year.

Industrial chillers essential in high-precision manufacturing sectors

Chillers are used in a variety of industries,

from platinum refining to winemaking and food and beverage. They are utilised in manufacturing processes that require precise temperature control, where a 1°C or 2°C increase can lead to expensive process failures. Extreme weather during summer months and failure of existing chillers are usually the catalyst to a rental project.

Edmund Haddad, Rand-Air's business development manager for temperature says, "We supply the whole value chain of utility rental. For short-term emergency-based rentals, we have machines onsite within a few hours to keep our customers' downtime to a minimum. Our long-term rental solutions are typically for customers looking to outsource their utility requirements, in this case, process cooling."

Industrial chillers enable reliable cooling in unique applications

Haddad explains that seasonal rental is an established concept in New Zealand, Australia and Europe. He maintains that the wine industry can greatly benefit from this concept. "With seasonal rental, the farm would rent a chiller unit during the peak harvesting season, then return the unit to us when work quiets down. This

scalable solution eliminates expensive equipment standing idle most of the year due to an oversized system. It makes business sense: lower risk, no capital requirements, and no maintenance



Edmund Haddad, Rand-Air's business development manager for temperature.

expenses, with predictable cashflow throughout the year."

Applications for industrial chillers are wide-ranging with nuclear dome testing by far the most unique, an application that Rand-Air has assisted with for some 30 years. "It's an exciting project where dry, oil-free air is cooled and pumped into the nuclear dome during crack testing. This year, we will be supplying not only our oil-free compressors and large generators but also newly acquired heat exchangers and chillers," says Haddad.

Other successful

Industrial chiller rentals meet evolving industrial demands

"Businesses grow and evolve, often outgrowing the system requirements of previous years. Rand-Air's rental solutions are flexible and scalable to better address these ever-changing needs. Renting additional capacity and returning it when no longer needed makes good financial sense—whether for seasonal demand, load reduction during hot summer months, or a temporary project. Invest your money where it matters, and rent the rest," advises Haddad.

BMG's heavy-duty V-belts for dependable service in aggressive conditions



BMG's extensive range of specialised Gates® belting includes heavy-duty Predator™ V-belts, which have been developed specially designed for use on problem drives that need to perform well in demanding applications and harsh conditions.

BMG's extensive range of specialised Gates® belting includes heavy-duty Predator™ V-belts, which have been specially designed to meet the challenges of drives that need to perform optimally in harsh African conditions.

"The Predator range is available from BMG in both PowerBand™ and Single belts."

Typical applications for Predator belts are on heavy-duty crushers, grinders, shredders, and debarkers, as well as sand and gravel processors, where standard V-belts have performance issues.

"Gates Predator V-belts – with the highest power density of any V-belts – offer dependable solutions for drives where single belts vibrate, turn over or jump off the pulleys. The Predator PowerBand design comprises several V-belts joined together by a permanent, high-strength tie band, allowing the belts to work together as one unit," explains Carlo Beukes, BMG's Power transmission division business unit manager.

"Predator V-belts offer at least 40% higher power ratings than

the standard industry Gates Super HC belts. The heavy-duty Predator range is manufactured from advanced materials, designed to enhance the performance and durability of machinery, also reducing maintenance requirements and minimising downtime in the most challenging environments.

"The exceptionally high-power rating per belt allows the drive designer to reduce the number of belts required, resulting in narrower pulleys and lighter weight than standard systems. All these design features increase overall drive efficiency.

"In addition, using aramid tensile cords, these durable V-belts offer high shock load resistance and virtually zero stretch. Other important benefits are increased productivity, less frequent re-tensioning and safe operation in a temperature range between -30°C and +60°C."

A specially treated double fabric cover provides abrasion resistance, which means the V-belt can withstand debris, punctures, slippage and shearing forces. The outer surface of the double fabric cover is manufactured in a bareback, non-rubber

impregnated construction, enabling the belt to endure heavy shock and impulse loads without generating excessive heat.

The Predator range is available from BMG in both PowerBand™ and Single belts. The Predator PowerBand belt, which replaces several belts with the strength of a single belt, features a multiple layer tie band that provides excellent lateral rigidity to prevent belts from turning over or from coming off the drive.

Single belts are specially designed for heavy-duty applications where Powerband belts are not an option, such as when debris needs to pass through the space between individual belts without damaging the belt section.

PowerBand belts are available in SPBP, SPCP, and 8VP sections, while Single belts are available on demand in SPBP and SPCP sections.

This robust and flexible range of Gates V-belts is available from BMG's extensive branch network and is enhanced by a technical advisory and 24-hour support service throughout Africa.

For more information: www.bmgworld.net

Your home for specialised rental solutions

Click here to read more



AIR



POWER



TEMPERATURE



FLOW

www.randair.com



Lithium-ion battery fire hazards: FPASA's safety education



A schematic showing how a lithium-ion battery fire develops.

By Diane Silcock

LITHIUM-ION battery fires are complex. Worldwide, the fire industry is grappling with determining optimal solutions for the extinguishing of these fires, which are self-sustaining due to the high potential for thermal runaway. They emit life-threatening gases, the presence of which is not noticeable before and during a fire, and can therefore be unknowingly inhaled—to one's detriment.

seen too many instances where poor installations have resulted in fires destroying property and assets, like garages and vehicles.

He says, "People need to understand that, even though solar systems are a good solution to energy challenges, there are some inherent risks in the way that the batteries burn. Don't put them inside your house, because they give off horribly poisonous gases, and they burn very fiercely. So, any installation indoors, you need to think twice about."

"Atterbury recommends battery systems be located outdoors in a well-ventilated area undertaken by a certified installer."

FPASA's role in mitigating lithium-ion battery fire hazards

The Fire Protection Association of South Africa (FPASA) is an industry body focused on fire risk management, fire prevention, fire safety and, importantly, training. FPASA CEO Marius Atterbury says that education is key. In South Africa, a do-it-yourself culture exists, and he strongly warns against DIY solar and inverter installations, as he has

Atterbury recommends battery systems be located outdoors in a well-ventilated area undertaken by a certified installer. "This is the advice that we can very informally tell people while all the formal rules are being put together, and the machinery of standards and governance will take its course, and eventually we'll have a set of very good legislation, regulation, and strict standards in South Africa.

"We're not trying to

come up with a set of rules that scare people," says Atterbury, "but we also don't want people to be totally lax about it and say, it will never happen to me, as we just don't know when it could happen to us."

Rapid uptake of lithium-ion batteries raises fire hazards

Education and legislation around the location and installation of solar systems and inverters and associated fire hazards, have not kept pace with the rapid growth of the lithium-ion battery market.

The worldwide boom in alternative energy in the drive towards sustainability, has created a major upsurge in the use of lithium-ion batteries. Globally this trend can be largely attributed to the popularity of electric vehicles, but in South Africa, load shedding has led to many businesses and households turning to solar systems and inverters. Of course there are many other uses for these batteries.

Emergency preparedness and fire safety plans are essential for fire-readiness

With the aforemen-

tioned in mind, FPASA would like to see more direct legislation to state that every workplace must have an Emergency Preparedness Plan and a Fire Safety Plan in place. This is also applicable to schools, universities and households.

One of the first principles of emergency preparedness is for a risk owner to determine what emergency could present itself; what can go wrong in the workplace and even at home.

"Do I have the right extinguisher to help put out an inverter that overheats and starts burning? Now I'm starting to put my plan of action together. And the principles are very much the same for any workplace, whether small or big. What can go wrong? Can I eliminate it? And if I can't, what will I do if it does start going wrong?" says Atterbury.

FPASA plays an instrumental role in the fire industry in educating, training and consulting in fire protection and safety, as well as in collaborating with national, provisional and local government structures.

Look out for their webinar later this year that will deal with lithium-ion battery fire extinguishing.

CT Power forklifts - Solutions for every industry



tested option, lithium-ion batteries offer major benefits: opportunity charging, minimal maintenance, a longer lifespan, and consistent power delivery. These advantages are particularly useful in fast-paced environments or when continuous use is required.

Whether you need to move a few pallets in a packhouse or handle heavy loads on a busy farm, there's a forklift to suit. CT Power forklifts offers both rental and sales options, giving businesses the flexibility to scale up when needed or invest in long-term assets.

Backing their machines is a skilled in-house workshop team providing comprehensive servicing, maintenance, repairs, resprays, and certified load tests — ensuring every forklift stays in optimal condition, regardless of the terrain or task.

As businesses continue to grow, so too does the need for reliable material handling solutions. With flexible options, trusted engines, and expert support— from farms to factories to warehouses — lift, shift and thrive with CT Power forklifts.

For more information: <https://ctpower.co.za/>

IN South Africa's fast-paced and diverse industrial landscape, the right equipment can make all the difference. From logistics hubs to farms, forklifts play a vital role in keeping operations running smoothly.

And when it comes to performance, reliability, and service selection criteria is critical. CT Power forklifts is a product of Global Power Co Ltd., a division of Toyota Industries Group based in Paarden Eiland Cape Town.

Headed up by industry veterans Gary Neuberger & Harry Todd, the CT Power forklifts deliver trusted solutions backed by decades of hands-on experience.

Offering diesel, gas, and electric forklifts in a range of tonnages, CT Power forklifts serves sectors as var-

ied as Logistics, Manufacturing, FMCG, Material Handling, Retail, Construction, Automotive, Port Operations and Agriculture. Each forklift is built for performance and backed by top-notch after-sales service.

CT Power diesel forklifts are powered by the robust Toyota 1DZ III engines — trusted for their durability and fuel efficiency — making them ideal for heavy-duty work, on farms and in an outdoor environment where reliability and up-time is key.

The electric CT Power forklifts, available with either lead-acid or lithium-ion batteries; are well-suited for indoor/outdoor use and industries with strict emission standards. While lead-acid remains a tried-and-



0215105078 | www.ctpower.co.za | info@ctpower.co.za

CAPE Business News

Where industry speaks to industry

Ensure Cape Business News is part of your 2025 Marketing Mix

CLICK HERE

Connect with CBN Sales Team Today!

We take care of your marketing while you take care of business

Not all bin lifting equipment is equal - CFAO



TRUCK mounted bin lifting equipment has played a critical role in South Africa's domestic waste collection system since the introduction of the 240-litre wheelie bin in the early 1990s.

The equipment is installed onto the rear of waste compactor trucks, enabling the bins to be lifted high enough to deposit refuse into the trucks' hoppers.

"The local manufacturer's latest bin lifting equipment already incorporates the RFID technology, enabling bin identification."

Sonia Pretorius, national sales manager for 600SA, a division of CFAO Equipment, says not all bin lifting equipment is equal.

"There are several factors that waste management operations need to consider before investing in bin lifting equipment – with the right choice ensuring greater productivity and better-preserved wheelie bins."

600SA has partnered with a local manufacturer of bin lifters for over a decade. The equipment is fitted onto 600SA's

range of Orakçi refuse compactors, allowing operators of a truck to lift an average of 1 400 bins a day, translating to about 7 000 bins in a five-day week.

Pretorius says 600SA chose to partner with the local manufacturer because its product is specifically tailored for the South Africa market.

"Not only does it accommodate the specifications of our wheelie

bins, but it is also more durable than most of the imported equipment available."

The equipment was designed by a qualified submarine engineer who conducted extensive research into South Africa's waste management needs. He created a bin lifter that incorporated superior quality materials and actuators, replacing traditional cylinders and producing equipment with a trouble-free, 30-year lifespan, if properly used and maintained.

Pretorius notes that

some of 600SA's competitors have begun to import bin lifters to reduce costs.

"While this might be more cost effective in the short-term, it has long-term consequences for their operations. This is because the equipment is not always produced with the same robust material as the local equipment and has not been specifically designed to handle SA bins."

Bin lifting equipment that is not designed for local refuse bins often clamps them incorrectly, causing cracks and damage. With every bin costing the country around R500 (and citizens about R1 000 when purchased from retailers), this can become a costly and counter-productive exercise. Some municipalities have collected so many damaged bins that they are compelled to auction them off to recyclers for conversion into other plastic products.

Pretorius warns that if bin lifter equipment is not fitted properly, it can negatively impact the bottom lines of waste management companies.

"Fitting a bin lifter needs to be conducted

by a qualified and accredited technician. Following an intensive training and assessment process, as well as adherence to basic hydraulic principles, we (600SA) were given the greenlight to fit locally manufactured bin lifters ourselves."

She points out that investing in locally manufactured bin lifters is not only a proudly South African choice, but also ensures that, if something goes wrong, parts are easily accessible and don't require imports. This results in both time and cost savings.

"Additionally, one of the major advantages of the locally produced bin lifters is the actuator. They are amongst the best in the world and have been tested and refined over several years, making them highly effective and longer lasting than any other actuator on the market."

Notably, South Africa's metropolises have started implementing a tagging system, where bins are assigned with unique identifiers that can be read by Radio-Frequency Identification (RFID) systems on collection vehicles. The local manufacturer's latest bin lifting equipment already incorporates the RFID technology, enabling bin identification. This is an advantage, as many other suppliers would need to retrofit their equipment with RFID technology, at an additional cost.

Pretorius says waste management companies need to weigh up the pros and cons of the various bin lifters on the market carefully before investing in equipment. "Making a smart choice up-front will ensure they have the most durable, powerful and effective bin lifting equipment for the long term."

For more information: <https://www.cfaoequipment.co.za/>

Small business suppliers pitch their products at Massmart powered by Walmart growth summit



ABOUT 500 delegates representing 250 Africa-based small and medium businesses recently pitched their products to Massmart buyers at the Massmart powered by Walmart Growth Summit held in April.

directly to Massmart buyers in 30 temporary pitch meeting rooms that were specifically constructed at the summit venue for this purpose.

Pitch meetings were held over 40-minutes throughout the

er and CEO of Africa Liquor Company said, "Participating in the summit was a great opportunity for my business, I am grateful for all the information that was available to help us in advance, which demystified the retail landscape in addition to helping us prepare for our pitches. My obvious highlight from the summit is the prospect that our Matawi Honey Liqueur will soon be available in Makro stores and I cannot wait to get started."

Mncwabe was one of more than 60 summit participants who received a highly sought after golden ticket which represents Massmart's intention to list a supplier's product, subject to final verification of information shared in the pitch meetings.

Golden tickets were awarded for a wide range of products including spare-ribs, instant porridge, sauces and other condiments, condensed milk, chilli oil, floor polish, patio furniture, and plant pots.

A key objective of the summit was to ensure that all summit participants left the event with a path to potential future growth by gaining a clear understanding of the specific actions needed to develop a business relationship with Massmart.

"An industry-wide challenge for smaller businesses is to identify and connect with the right buyers for their products."

In a video address, the Minister of Trade, Industry & Competition, Mr. Parks Tau said, "This summit is testament to the power of collaboration between government and the private sector, between local entrepreneurs and global markets and ultimately between vision and opportunity." He reminded summit participants that every contract awarded would strengthen South Africa's manufacturing base and urged them to seize the opportunity, engage meaningfully and build networks to take their businesses forward.

The summit provided small businesses with the opportunity to pitch their products

day. Commenting about this arrangement Massmart chief merchandise Officer, Herman Venter said, "An industry-wide challenge for smaller businesses is to identify and connect with the right buyers for their products. The Growth Summit overcame this hurdle by scheduling meetings between prospective suppliers and buyers in a single place. To achieve this, we had 125 Massmart buyers at the event with the specific purpose of meeting and developing business relationships with participating small business suppliers."

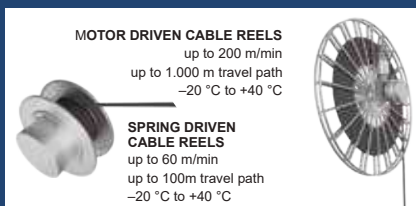
Remarking after her pitch meeting, Nokukhanya Mncwabe, Co-Found-

Materials Handling Electrification Equipment

Tel: +27 11 392 5570/01
Cell: +27 65 880 9374
sales@mheequipment.co.za
www.mheequipment.co.za

- Copperhead Rail Systems
- Cable Reeling Equipment
- Insulated Rail Systems
- Festoon Systems
- Battery charging system and more

VAHLE



The **NEW** Benchmark in Workplace Respiratory Protection



Dromex

DH-302 Range

Contact us
to find out more

www.dromex.co.za

T. +27 31 713 1960 | E. sales@dromex.co.za



We ship worldwide.

Dromex redefines respiratory protection with DH-302 Range



THE launch of the NEW Dromex DH-302 Respiratory Range marks a significant advancement in workplace safety. Discover its key features and some important insights into selecting and maintaining the right respiratory protection for those who work beyond the ordinary.

Key Features of the Dromex DH-302

The Dromex DH-302 respirator is designed

with both functionality and user-friendliness at its core. But what truly sets it apart, you might ask?

- Firstly, it's constructed with soft Thermoplastic Rubber/Elastomer (TPR), which provides a comfortable, hypoallergenic fit that retains its shape. This reduces the need for constant readjustment and minimises irritation during

- extended use.
- Secondly, its low-profile design allows workers to wear additional protective gear, such as face shields and hard hats, without obstructing their view or compromising safety.
- Thirdly, the respirator's four-point adjustment system ensures an optimum fit, while the high-quality straps retain elasticity for long-lasting comfort and a secure face seal.
- Additionally, the threaded filter attachment system allows workers to quickly and easily replace filters, avoiding unnecessary hassle, downtime and incorrect installation.

Who Should Choose

the Dromex DH-302 Respiratory Range?

The Dromex DH-302 respiratory range is an ideal choice for those working in the following industries: automotive, mining, smelting, foundries, fabrication, chemical and fertiliser, agriculture, healthcare industries, manufacturing and construction industries, as well as other environments where respiratory protection is necessary.

Businesses that choose the Dromex DH-302 ensure that their workers have access to the best possible respiratory protection, a critical investment in the safety and health of their employees, reducing the risk of respiratory illnesses and improving the user's quality of life.

With a well-fitting, high-performance respirator, businesses can

ensure their workers are equipped to safely navigate the challenges of their jobs, ultimately safeguarding both their health and productivity.

The DH-302 is available in small, medium, and large sizes for a tailored fit for every worker. This makes it a versatile and reliable choice for various workforces.

The Importance of Respiratory Protection

Selecting the correct respiratory protection is crucial and can be the difference between life and death. To ensure that the correct respirator is chosen, always conduct the following checks:

Risk Assessment

A thorough risk assessment is the advisable starting point. This

will help to identify the specific hazards that are present in the environment and determine what type of respirator will be required to provide the necessary protection for the environment. In environments where oxygen levels are below 19,5%, the air is considered oxygen-deficient, and a re-usable air purifying respirator cannot be used.

Fit Testing

The effectiveness of a respirator is dependent on how well it fits the user. A properly fitted respirator ensures that contaminants are effectively blocked. The Dromex DH-302 makes this easy with its adjustable design and seamless head, eye and face integration options.

Seal Testing is an important part of the fit

test and involves performing both a positive and negative pressure test to ensure that the respirator forms an airtight seal. This added step is to verify that the respirator will perform as expected in hazardous environments.

Routine Maintenance

It's important to inspect your respirator regularly to ensure that it remains in good working condition.

The seals, filters, and valves must all be checked for wear and tear, to confirm that the respirator continues to function correctly and protects the user effectively. If any parts are worn or damaged, the respirator must immediately be replaced.

Visit our website for more information: www.dromex.co.za

Bolt and Engineering: 'nuts' about all things agri at the AmberMacs macadamia nut expo



BOLT and Engineering Distributors (B.E.D.) Mpumalanga participated recently in the 4th annual AmberMacs Expo, which took place in White River.

The macadamia nut industry has grown significantly in South Africa since the 1960s, and this prestigious

event, hosted by AmberMacs - a leading macadamia nut processing plant - brought together over 150 exhibitors, showcasing the latest innovations in agricultural technology, equipment and services.

The AmberMacs expo was established

by founder Philip Mofarrige in response to the post-pandemic requirement for a platform where agricultural suppliers and service providers could reconnect in person, in a meaningful and impactful way with farming communities. Since then, this has grown

into a major event, fostering collaboration and innovation across the agricultural sector.

Connecting with the agri community

For B.E.D. Middelburg, the company's branch in Mpumalanga, this year's expo also marked a significant opportunity to engage with existing and potential customers. The company's stand - in collaboration with leading suppliers such as Kennedy hand tools, Milwaukee power tools and SKF - displayed a comprehensive range of tools and solutions relevant to the agricultural sector.

Operations manager Marc Jewitt comments: "Participating in the AmberMacs expo provided a great platform for us to connect di-

rectly with the agricultural community. By showcasing products from our trusted international suppliers such as Fronius, GYS, Kennedy hand tools and Milwaukee power tools, we were able to demonstrate the breadth and versatility of our offerings."

Jewitt adds that key highlights from the event included the TLGB 21 battery-driven grease gun, which provides precision lubrication to enhance machinery performance.

"Another standout was the portable induction heater TMBH 5, designed for effortless and damage-free bearing removal. A range of advanced welding and cutting solutions from Fronius - as well as GYS plasma cutters and compact inverter

welding machines - were also showcased, which are ideal for farm maintenance and repairs," he explains.

Tackling 'nuts and bolts' of agri challenges

The expo served as a valuable platform for direct engagement with farmers, many of whom face unique operational challenges. One notable example was a customer visit, sparked by discussions at the expo, where critical power supply issues were identified. B.E.D. was easily able to demonstrate how its reliable and cost-effective solutions can tackle the 'nuts and bolts' or ground roots challenges that the agri sector faces.

Such real-world interactions underscore

the significance of B.E.D.'s presence at agricultural expos, ensuring farmers have access to the right tools, products and expertise to optimise their operations.

"Being able to take our solutions directly to the farmers at exhibitions such as this is essential for B.E.D., as many of them might not have the ability to visit us in person. These events bridge that gap, enabling us to demonstrate how we can provide the agri sector with everything from bearings and greases to consultations and advice regarding equipment failures - ensuring that they have the right tools and solutions for the job," Jewitt advises.

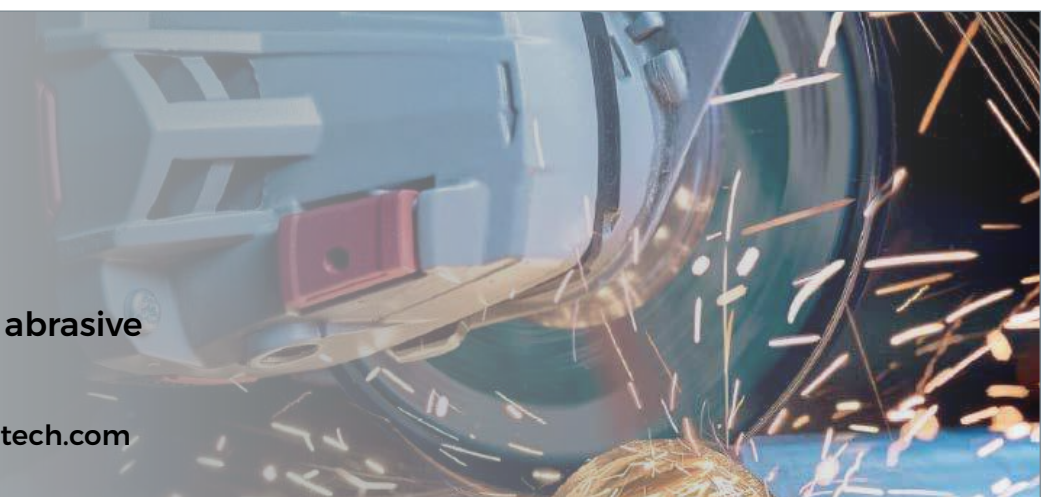
For more information: <https://bolteng.co.za/>



A Company of the Tyrolit Group

Manufacturers and suppliers of a wide range of abrasive products to the global market.

T: +27 11 271 6400 | E: info@grindtech.com | www.grindtech.com



The Six Pillars of Hydraulic System Health - Hydrasales



AS we embark on preparing and planning for yet another year, we turn our focus toward resolutions and plans for the year ahead.

Whether it is health monitoring, weight-loss or upskilling oneself, it is ensuring we're prepared to take on the challenges for the year ahead. But while you're making personal issues a priority, it is essential to remember that your equipment deserves the same attention and care.

Just as smartwatches track heart rates, oxygen levels, and overall fitness, your hydraulic and lubrication systems can benefit from similar continuous monitoring techniques.

With the right diagnostics and feedback, you can ensure these vital assets operate efficiently and remain in optimum condition throughout the year.

Hydrasales, a leader in hydraulic and lube oil industry solutions, offers an extensive range of condition-monitoring products designed to safeguard your systems.

The Six Pillars of Hydraulic System Health: A comparison to the human body

Hydraulic systems, like the human anatomy, require balance, cleanliness, and consistent performance to stay healthy. By drawing

parallels between system checks and body health, we can understand how monitoring these factors ensures both the system and we stay in top condition.

Fluid pressure: The heartbeat of the system

For humans, blood pressure reflects the force circulating blood through the veins, while in hydraulic systems, pressure powers fluid movement to perform tasks. Low hydraulic pressure is similar to low blood pressure—it reduces efficiency and function. Conversely, high pressure, like hypertension, puts excessive strain on components, potentially causing damage. Monitoring pressure ensures the system's "heartbeat" remains strong and steady.

Fluid Flow Rate: The body's circulatory system

The flow rate of hydraulic fluid parallels the body's circulatory system, ensuring all parts of the system get the necessary fluid to operate. If flow rates are too low, it could

signal blockages within the system or a reflection of weakening pump performance, like poor circulation in humans. On the other hand, excessive flow can overload the system, like overexertion does to the body. Keeping flow consistent ensures efficient operation.

"Filters in hydraulic systems function like kidneys in the human body, removing impurities to ensure everything is working well."

Fluid Temperature: The body's thermo-regulation

Temperature monitoring and management is vital for both hydraulic systems and our bodies. Overheated hydraulic fluid can be compared to a fever—it degrades fluid quality, reduces viscosity, and damages the operational performance of the components. A system that runs too cold can be compared to hypothermia—it can lead to

sluggish performance and excessive wear and tear. Maintaining an optimal temperature ensures both systems function at their best.

Fluid level: The body's hydration

Proper fluid levels in a hydraulic system are as important as staying hydrated for your body. Low fluid levels in a hydraulic system can lead to air ingress, starvation and pump cavitation. Similarly, dehydration in humans causes fatigue and strain in the body. On the flip side, overfilling a system can create pressure buildup and that is similar to water retention in a human being. Regular fluid level checks prevent unnecessary strain and keep operations smooth.

Fluid cleanliness (contamination monitoring): A system's immune defence

Contaminants in hydraulic fluid, such as dirt or water, act like toxins in the bloodstream, leading to wear and corrosion. Just as the immune system protects the body from harmful pathogens,

cleanliness checks and proper filtration safeguard hydraulic systems from contamination, leading to corrosion and damage, extending the lifespan of components and ensuring efficient operation.

Filter condition (clogging indicators): The system's kidneys

Filters in hydraulic systems function like kidneys in the human body, removing impurities to ensure everything is working well. A clogged filter, like kidney stones, restricts flow, causes pressure drops, and decreases efficiency. Regularly monitoring and replacing filters ensures that the system remains clean and operational.

A holistic Approach to system health

Just as regular health check-ups provide insights into the body's strength and resilience, monitoring these six key elements gives you a clear understanding of your hydraulic system's condition, empowering you to make proactive decisions for optimal performance.

See, switch, transmit: Hydrasales' monitoring philosophy

At Hydrasales, it classifies its condition-monitoring products into three versatile ranges: "See, Switch, Transmit."

The "See" range includes visual products like level gauges, pressure gauges, and inline flow meters, offering straightforward, on-site inspection of system conditions.

The "Switch" range comprises electrical switching products, such as level switches, thermostats, and pressure switches, designed to automatically activate or deactivate system functions when critical thresholds are met.

Lastly, the "Transmit" range features advanced transducers and digital flow meters, which continuously monitor system conditions and relay real-time data to remote systems, enabling advanced diagnostics, data logging, and predictive maintenance. Together, these ranges provide a comprehensive solution for maintaining hydraulic and lubrication systems.

MONITORING HAS NEVER BEEN EASIER ENHANCE SYSTEM EFFICIENCY

through filtration and contamination control, flow measurement and monitoring pressure and oil levels



HYDRASALES

EXCELLENCE IS OUR LEGACY

Leaders in Hydraulic Filtration & Accessories

• Johannesburg: 011 392 3736
 • Cape Town: 021 552 0462
 • Durban: 031 579 1479
www.hydrasale.co.za

How VIIs combat temperature changes to protect your engine - WearCheck



WearCheck technical manager, Steven Lumley, says the growing technical demands placed on lubricants have given rise to a special class of additives known as Viscosity Index Improvers (VIIs), that partially prevent oil from thinning out as operating temperatures increase.

CONDITION monitoring specialist company, WearCheck, examines a very special class of additives that is gaining importance as

the technical demands placed on lubricants continue to grow at an ever-increasing rate – Viscosity Index Improvers (VIIs). Techni-

| | |
|--------------------|--|
| What are they? | Polymers and copolymers of methacrylates, butadiene olefins and alkylated styrenes. |
| What do they do? | Reduce the rate of viscosity change with temperature. |
| How do they do it? | Polymers expand with increasing temperature to counteract oil thinning; and contract with decreasing temperature to counteract oil thickening. |

cal manager for WearCheck, Steven Lumley, explains: “VIIs are large-polymer additives that partially prevent the oil from thinning out (losing viscosity) as operating temperatures increase. They are also responsible for better oil flow at low temperatures, resulting in reduced wear and improved fuel economy.

“To visualise how a VII additive functions, think of the VII as an octopus that stays coiled up in a ball at low temperatures and has very little effect on the oil’s viscosity.

“Then, as the temperature rises, the additive (or octopus) expands or extends its tentacles, making it larger, and preventing the oil from thinning out too much at high temperatures.

“VIIs are used in multi-grade engine oils, automatic transmission fluids, power-steering fluids, gear oils, and certain hydraulic fluids. By far, the most common application is for passenger cars and heavy-duty trucks in on-highway and off-highway applications. Over 80% of all VIIs sold in the

lubricant market globally are used in these applications.

“Unfortunately, VIIs do have a couple of negative attributes. The additives are large (high molecular weight) polymers, which makes them susceptible to being cleaved into small pieces due to shearing forces experienced in certain mechanical environments e.g., gears are notoriously hard on VII additives. Permanent shearing of the VI-improver additive can cause significant viscosity losses.

“A second type of

viscosity loss occurs due to high shearing forces in the load zone of frictional surfaces e.g., in journal bearings. The VII loses its shape or uniform orientation and therefore loses some of its thickening ability. When this happens, the viscosity of the oil temporarily drops within the load zone, but rebounds to its normal ‘viscosity after it leaves the load zone.

Higher-molecular-weight VIIs make better thickeners, but tend to have less resistance to mechanical shear. Lower-molecular-weight

VIIs are more shear resistant, but do not improve viscosity as effectively at higher temperatures and, therefore, need to be used in larger quantities.

“There are several different types of VII additives, but not all are equal. High-quality VIIs are less susceptible to permanent shear loss than low-cost, low-quality VIIs. It is for this reason that the polymer(s) selected is/are vital to the effectiveness of the VII additive and over-all performance of the lubricant at varying operating temperatures. This is especially true of high-temperature, high-shear (HTHS) applications.

“As equipment manufacturers continue to move to both low-viscosity grades and lower (HTHS) lubricants, market demand for this additive is set to increase.’

Visit www.wearcheck.co.za for more information.



Healthy transformers are at the heart of reliable energy!

WearCheck is Africa’s leading condition monitoring company. Our specialist transformer oil testing and electrical equipment monitoring ensures a reliable power supply with reduced risk of unexpected transformer failure.

A healthy transformer = reliable energy.

Branches

- Bloemfontein +27 51 101 0930
- Eastern Cape +27 82 290 6684
- Gauteng +27 11 392 6322
- Klerksdorp +27 13 246 2966
- Middelburg +27 83 281 6896
- Northern Cape +27 66 474 8628
- Rustenburg +27 83 938 1410
- Western Cape +27 21 001 2100



South Africa (Head Office)

- + 27 31 700 5460
- support@wearcheck.co.za
- www.wearcheck.co.za

Nexteer Pioneers future of motion control at Auto Shanghai



Robin Milavec,
president, chief
technology officer, chief
strategy officer, and
executive board director,
Nexteer Automotive

Driveline, delivering advanced comfort, durability, and power through a portfolio of premium, low-mass, compact Halfshafts and High Efficiency/Tri-Glide Joints – especially important in NEVs and eDrive powertrains with increased torque and regenerative braking demands.

High Performance, High Comfort, High Efficiency & High Availability Zones: With industry-leading noise, vibration, and harshness (NVH) performance, advanced lightweighting, and precise motion control, these zones demonstrated how Nexteer's steering, braking, driveline, and software

technologies seamlessly integrated to deliver unparalleled performance, comfort, efficiency, and high availability (safety and optimised redundancies). A few technology examples included Modular Electric Power Steering (EPS), High Output EPS, premium Halfshafts, Compact Tripot Joint, 8-Ball CV

Joint, Ball Spline Axle, and more.

"Pioneer Lab" Zone: Complementing public displays, Nexteer hosted by-invitation-only sessions in the Pioneer Lab – engaging OEMs in private discussions regarding innovation pipelines and collaboration opportunities.

"As a proven, global

innovator of safety-critical motion control, Nexteer is a trusted partner domestically in China and across global markets. We have been growing alongside leading Chinese OEMs, enabling them – as well as legacy OEMs – to anticipate, adapt, and get to market quickly with the latest technologies

with built-in quality and value. OEMs choose Nexteer because vision, velocity, and value are critical to succeed in hyper-competitive and quickly shifting markets,"* said Robin Milavec, president, chief technology officer, chief strategy officer, and executive board director, Nexteer Automotive.

AT the Auto Shanghai 2025, Nexteer Automotive unveiled its latest motion control innovations under the theme "Pioneering Motion Control Globally at China Speed – Vision, Velocity and Value." Visitors experienced how the company was shaping the future of mobility through motion-by-wire, software-defined chassis, and other related technologies.

"As a proven, global innovator of safety-critical motion control, Nexteer is a trusted partner domestically in China and across global markets."

Nexteer showcased cutting-edge technologies across six experiential zones within its exhibit at the National Convention and Exhibition Centre from 23 April to 2 May 2025.

Motion-by-Wire Zone: This interactive display engaged visitors with a driving simulation and featured groundbreaking innovations for next-generation safety, comfort, and performance, such as:

Steer-by-Wire & Rear-Wheel Steering, including software and systems integration, Handwheel Actuators, and Roadwheel Actuators (front and rear).

Brake-by-Wire: Nexteer's Electro-Mechanical Braking made its public debut following its launch announcement the previous week. The company leveraged its technology building blocks to create a modular, high-precision braking system to strategically expand into "Motion-by-Wire" chassis control.

Software that powered Nexteer's by-wire technologies and enabled software-defined chassis, such as advanced vehicle dynamics functions (including Steer-by-Brake, Hands-Off Detection, etc.), vehicle health management, and tools for accelerating vehicle development and integration.



**YOUR PARTNER IN
DRIVE TRANSMISSION
AND AUTOMATION**

Our extensive sales force throughout Southern Africa is complemented by our Business Development Divisions. This unique service provides customers with access to project-specific staff and a range of after-sale services.



DEDICATED STAFF FOR KEY ACCOUNTS AND SPECIALISED INDUSTRIES



FREE ON-SITE COMMISSIONING ASSISTANCE ON NEW PROJECTS WITHIN SOUTH AFRICAN BORDERS



REPAIR AND EXTENSIVE RECONDITIONING SERVICES ON GEARED MOTORS, ELECTRONICS AND INDUSTRIAL GEAR UNITS



ON-SITE REPAIRS AND MAINTENANCE CARRIED OUT BY EXPERT FIELD-SERVICE TECHNICIANS



ADDITIONAL SERVICES INCLUDING:

- + Energy consumption survey
- + Power transmission infrastructure surveys
- + SLAs for maintenance, service and repairs
- + Horizontal and vertical load-testing
- + Oil inspection and sampling
- + Vibration analysis
- + Laser alignment
- + Shutdown repair maintenance capacity planning



Independent Energy Pool says wheeling electricity will depend on the 'bankability' of metros



By Larry Claasen

THE reliability of metros as partners will be a key factor when it comes to the development of an energy market in South Africa, says Independent Energy Pool (IEP) CEO Holger Janke. IEP was formed three years ago, and offers a business-to-business en-

ergy pool, allowing electricity consumers, generators, and traders to buy and sell electricity. Three to four of the country's metros account for 60% of the overall electricity consumption. Even so, several of the largest cities have serious financial and governance issues. This is a problem when it comes to facilitating

wheeling, which is the practice of transmitting electricity from an independent power producer via a metro's grid to a client business.

Wheeling electricity challenges in non-bankable metros

Janke says as some municipalities are not bankable and that makes

wheeling transactions really complicated.

If a metro is unable to facilitate wheeling, it could jeopardise other parties in the power arrangement.

"So that's why you can actually do the wheeling only in certain municipalities where you can rest assured that the municipality as party to this structure is going to pull its weight."

Wheeling electricity opportunities post-Eskom monopoly

Though the bankability of some metros regarding wheeling is concerning, South Africa's move away from having a monopoly electricity generator in Eskom, it is opening up the power market.

There is currently between 25 and 30 gigawatts of installed capaci-

ty from Eskom in South Africa. We know that that capacity is going to reduce over time due to the decommissioning of the coal-fired power plants and whenever that's going to happen," says Janke.

"And at the same token, you have actually the situation that renewable energies are increasing. Now, we're sitting at around 6 gigawatts and that's going to go up to 10, 15, 18 gigawatts in the next few years," he adds.

NTCSA split spurs new wholesale electricity markets

The splitting of the National Transmission Company of South Africa (NTCSA) from Eskom is becoming a key driver in the creation of the power market.

NTCSA is in the pro-

cess of putting together a Wholesale Market Code, which will frame how electricity is traded over its network.

The proposed arrangement will eventually see wholesale providers sell electricity on the Day Ahead Market, Intra-Day Market, Day Ahead Energy Reserve Market and the Balancing Market.

Long-term contracts essential post-Eskom-market opening

Janke says that, as consumers need price stability, they can't just look at what the price will be the next day; they will require long-term contracts. This is why there will be a need for a long-term electricity market in addition to what NTCSA will provide.

Janke says the move to trading energy via a market will become common for large electricity users like the Energy Intensive Users Group of Southern Africa (EIUG) over the next few years.

But the EIUG will not be the only one turning to a power market to source electricity.

"We see the trend of municipalities having to actually adopt the philosophy of buying in an electronic marketplace in the next three to five years."

The end of Eskom's monopoly on power generation, and the move to trading electricity via a market, will eventually see a moderation in the steep tariff hikes.

"You will see a trend towards lower price increases, but that trend will only come into effect in three, four, or five years' time."

Why proper solar installation matters more than ever - SAPVIA

By Larry Claasen

SOUTH Africans turning to solar to beat load shedding and soaring electricity prices have been urged to ensure their systems are installed by certified professionals, or risk safety hazards and unnecessary costs.

Proper solar installation: avoiding substandard systems

According to the South African Photovoltaic Industry Association (SAPVIA), the growth of rooftop solar has brought with it a spike in substandard installations that fail to meet safety and performance standards. To counter this, SAPVIA is promoting its PV GreenCard programme — an initiative that sets clear benchmarks for quality and compliance in solar PV installations.

Proper solar installation: PV GreenCard ensures safety

"The PV GreenCard acts as an 'as-built' report, issued by certified installers who've undergone specialised training," a SAPVIA spokesperson said in an interview. "It's not a replacement for a Certificate of Compliance, but a crucial add-on that ensures installations are done correctly and safely."

Solar PV systems are becoming a staple in South African homes, with most setups now hybrid — combining solar panels, inverters, wiring and software that monitor power output. But many this, homeowners, once the panels are up, stop paying attention.

"Think of it like a car," said Dr Rethabile Melamu, CEO of SAPVIA. "You

wouldn't drive for five years without a service. The same logic applies to solar systems."

Proper solar installation Requires Regular Panel Cleaning

While the solar panels themselves require minimal upkeep, exposure to dust and weather over time can impact efficiency. SAPVIA recommends inspecting panels regularly and cleaning them at least twice a year. A drop in energy output by as much as 15% is a strong sign that cleaning is overdue.

The hidden risks lie in the components most users ignore — the inverters and batteries. These have a lifespan of between five and fifteen years, depending on quality, usage, and maintenance. High-quality equipment typically lasts longer and comes

| Modules | Mounting Structures and Trackers | Cables and Combiner Boxes | Inverters | Balance of Plant: Electrical | Balance of Plant: Civil | End of Life Management |
|-------------------------|----------------------------------|--|-----------------------------|---|--|---|
| Lamination | Steel profiles | AD/DC cables | Centralised inverters | DC and AC network (cables) | Installation, logistics, construction | Recycling of panels |
| Junction Box | Aluminium profiles | L- Conductors (copper, aluminium rods) | Magnetics | Surge protection devices | Access roads and gates | Reuse (panels, structures, inverters) |
| Aluminium Frames | Tracker communication boxes | Insulation (polymers) | Enclosures | Switchgear | Miscellaneous site civils (drainage, field prep) | Recycling of steel structures and electrical components |
| Super-Substrate (glass) | Brackets and clamps | Armour (steel) | Transformers | Charge controllers and monitoring systems (excl. semi-conductors) | O&M buildings | |
| Copper wiring | | Combiner boxes | Circuit boards | Conduits and fittings | | |
| Backing Sheet | | DC cables connectors | Power stage and electronics | MV/HV transformer | | |
| Ethylene Vinyl Acetate | | Normal cables | String inverters | Earthing grid | | |
| Silicon | | | | Control room | | |
| Poly/monosilicon | | | | | | |
| Ingot and Wafers | | | | | | |
| Cells | | | | | | |

with better warranties, but even then, it's not a fit-and-forget solution.

"Dust, debris, and loose connections can all chip away at performance," Melamu said. "Regular inspection and cleaning are vital if you want to get the most out of your investment."

Proper solar installation Demands Accredited Service

For those whose systems were installed a few years ago — especially before the solar boom of recent years — it might be time for a check-up. Calling in an accredited service

provider to inspect wiring and insulation could prevent bigger problems down the line.

"And that's where the GreenCard really proves its worth," Melamu added. "It documents what was installed, when, by whom, and what warranties apply — making maintenance easier and

more transparent."

As more households and businesses look to solar as a long-term solution, SAPVIA's message is clear: safety and quality matter. And the best way to ensure both is to stick with professionals who are trained, certified, and held to account.

INDEPENDENT ENERGY POOL

The unbiased source for supplying your cheapest electricity.



independentenergypool.com

info@iep-global.com

tel: +27 62 953 1623

SolarAfrica secures 60 MW deal with POWERX

LEADING Independent Power Producer (IPP) SolarAfrica and POWERX, South Africa's first NERSA-licensed energy trader, have signed a 60 MW Power Purchase Agreement (PPA) – a milestone that will ensure access to large-scale renewable energy for corporate and industrial businesses.

The agreement reinforces SolarAfrica's leadership in energy innovation underpinned by its progressive partnerships with industry leaders, and SolarAfrica CEO David McDonald emphasises the importance of collaboration in driving South Africa's energy transition.

"Finalising this agreement with POWERX is a prime example of how the renewable energy sector is working together to support businesses. IPPs and energy traders play a vital role in advancing wheeling adoption, making it easier for organisations to access cleaner and more affordable electricity."

Energy trading – where licensed traders purchase renewable energy from multiple IPPs and on sell it to multiple businesses – has been widely successful in Europe and has gained momentum in South Africa. As a trader, POWERX takes the clean power generated at scale by IPPs like SolarAfrica and sells it to its contracted off-takers. These businesses benefit from greater choice and more flexibility in their energy procurement, contributing to a more dynamic and agile power trading environment while moving closer to their ESG targets.

Recognising SolarAfrica's progress on its flagship 1 GW utility-scale solar farm, SunCentral, Themban Bukula, CEO at POWERX notes the trader's eagerness to secure the agreement: "With a shared vision for expanding clean energy access, we finalised this agreement within a few months, demonstrating the growing appetite for wheeled energy solutions in South Africa."

With the first phase already underway on SunCentral, the company looks forward to bringing the project online for POWERX to wheel to its customers.

Founded in 2011, SolarAfrica provides a suite of capex-free green energy solutions to the commercial and industrial sectors in Southern Africa. The holistic suite includes

on-site solutions such as solar energy and battery storage together with virtual solutions like wheeling, trading and aggregation.

SolarAfrica partners with businesses in South Africa seeking an energy solution that


provides power security, cost savings and carbon reduction – building towards long-term sustainability.

The company has evolved into an ambitious team who are passionate about what they do and the core values

they uphold. SolarAfrica has been named the continent's leading solar energy firm twice, scooping the Africa Solar Industry Association's African Solar Company of the Year award in 2021 and 2023.




(From left to right): Khaya Mbatha (Head of Operations, POWERX), Themban Bukula (CEO, POWERX), David McDonald (CEO, SolarAfrica), Dejean Nicholson (Sales Executive, SolarAfrica).




HELUKABEL®

CABLES • WIRES • ACCESSORIES


(Channeling POWER) ^E



JHB +27(0) 11 462 8752
KZN +27(0) 81 577 7375
CPT +27 (0)21 534 1117



sales@helukabel.co.za
kznsales@helukabel.co.za
capesales@helukabel.co.za



helukabel_za
helukabel south africa
www.helukabel.co.za

Department of Agriculture and Unilever South Africa launch Jozini Smallholder Farmer Programme to empower local farmers



Minister for Agriculture, John Steenhuisen.

IN a collaborative effort, The Department of Agriculture (DOA), Unilever South Africa and the Provincial Department of Agriculture and Rural Development (DARD) launched the crucial Jozini Smallholder Farmer Programme. The programme is aimed at promoting sustainability, improving livelihoods, and empowering smallholder farmers in the Jozini region.

The Unilever Jozini Project represents a significant investment in sustainable agriculture and community development. This initiative focuses on cultivating herbs and spices in the Jozini area, leveraging local resources and knowledge to create a sustainable supply chain while benefiting the local community economically and socially.

The programme is a result of a strong partnership between Unilever South Africa and the National and Provincial Departments of Agriculture. This collaboration underscores the importance of public-private partnerships in driving socio-economic development and sustainability. This initiative is also part of a bigger programme of the DOA to revitalise agricultural production in rural areas, pro-

mote access to markets through the Agripark Programme.

The programme is designed to enhance the skills of 100 smallholder farmers from villages within Ndumo, Makhane, Mahlabeni, and other areas. It focuses on training farmers in herbs and spice cultivation, enabling them to become suppliers for Unilever's supplier localisation programme, signing an uptake agreement of their produce.

The programme also aims to create employment opportunities, enhance the skills of local farmers, and promote sustainable agricultural practices. By empowering smallholder farmers, the initiative will contribute to the economic growth and development of the Jozini region.

Key Highlights of the Programme:

- Training and Mentorship: 100 Farmers have already participated in a comprehensive training aligned with AgriSETA unit standards, covering practical and theoretical aspects of herb and spice farming.
- Youth and Women Empowerment: Reflecting Unilever's commitment to

inclusivity, 67% of the beneficiaries are youth, and 66% are women.

- Sustainable Agriculture: The programme promotes regenerative agriculture practices, contributing to environmental sustainability and improved livelihoods.

At the launch of the programme in Ndumo Village, Jozini, there was a handover of a tractor to the farmers and unveiling of a drying tunnel, symbolising the support and resources for the farmers.

The Minister for Agriculture, John Steenhuisen, who officiated at the launch said, "Partnerships are very important, and that is why number one in my priorities as minister, published in our Annual Performance Plan, is Partnerships For Growth. We recognise that if we try and do things on our own we won't get far, but if we work together we can go far together."

These partnerships for growth speak to the National Government's priorities. President Ramaphosa has told us all that the priorities of the government at a national level is creating jobs, inclusive growth and fighting poverty.

Justin Apsey, CEO of Unilever South Africa, said, "We are proud to support the Jozini Smallholder Farmer Programme, which aligns with our commitment to sustainability and empowering local communities. This initiative will not only improve the livelihoods of smallholder farmers but also contribute to a more sustainable agricultural sector. This is a capacity-building initiative empowering and alleviating unemployment while providing a decent life in the heart of KwaZulu-Natal."

Tank cleaning nozzles boost food and beverage plant efficiency

By Diane Silcock

THE Food and Beverage, and Dairy Processing sector is facing rapid growth. To meet customer demands and sustainability goals, manufacturers are under pressure to optimise operations, reduce downtime and costs, enhance efficiency and conserve water/energy, while maintaining quality. But are these companies looking in the right places to achieve this?

Industrial Nozzles and Systems (INS), representing Lechler, a leading global manufacturer of high precision nozzle technology, has a solution that will achieve the aforementioned outcomes.

Tank cleaning nozzles improve efficiency and cut downtime

A key area in the Food and Beverage, and Dairy industries is tank cleaning. Whether it's a tank being used for storage, cooking or mixing various batches of different types of products, Lechler nozzles specifically designed for tank cleaning can substantially improve cleaning efficiency. This in turn reduces downtime, enables the next batch to be made much quicker, and saves water and thus energy. The cost savings can be massive.

Tank cleaning nozzles demand tech awareness

INS owner Steve Smith elaborates, "I think the biggest challenge is very often knowledge. Many manufacturers keep buying the same nozzles without considering newer technology. Companies don't realise how important the nozzles are and the massive difference that they can make to their business."

For instance, a global ice cream manufacturer set about to minimise their water consumption of the CIP process and improve the cleaning quality. Using Lechler XactClean HP+ nozzles for their tank cleaning, as opposed to rotating cleaning nozzles, the company achieved a water saving of 20 765 m³ and more than €110 000 annually.

Tank cleaning nozzles achieve 90% water savings in brewery

Another example is a brewery with 100 tanks and 100 static spray balls, utilising 4 500 m³ of water an hour. That's 4.5 million litres an hour to clean all the tanks. "With the use of our Lechler XactClean HP+ nozzles, the brewery reduced their water usage to a mere 400 m³ of water an hour, and in so doing, achieved a 90% water saving," says Smith.

In a dairy processing case study, changing to



a more modern rotary nozzle, meant a reduction in cleaning time as well as in the volume of water used. This resulted in better product turnaround time in the plant, the vessel becoming available quicker for the next batch, and the tank being cleaner while utilising less water. "It's pretty much a win-win in all these areas," says Smith.

Tank cleaning nozzles fuel ongoing product innovation

Lechler has invested significantly in product development, expanding its range and focusing on developing nozzles or redeveloping a nozzle to meet industry needs. The product development is often tailored to specific applications or OEM needs with a strong focus on designing for global supply chains. He says the tank nozzles are one of the most active product ranges in their very complex product range.

A recent innovation by Lechler is a range of retractable lances which are accessories to nozzles. The lance to which the nozzle is attached, is dropped into the tank, cleans and then is retracted without interfering with the mixing mechanisms.

In a water scarce country such as South Africa, and with sustainability goals to achieve, water conservation in industry is critical. INS and Lechler are playing a vital role in helping companies with ways to substantially reduce their water usage. And the added value is the significant cost savings they can achieve along with higher productivity.

Smith concludes, "Water is energy, in the sense that you have to move it from A to B. Therefore, the less water you have to move, the less energy you need. And by using less energy means you are not as reliant upon your power supply."



INDUSTRIAL NOZZLES & SYSTEMS (PTY) LTD

Specialist Suppliers of Precision Spray Nozzles and Spraying Systems

Tel: +27 21 557 3822 · +27 11 236 8618 · www.industrialnozzles.co.za · www.lechler.com

ENGINEERING
YOUR SPRAY SOLUTION



The DMN-WESTINGHOUSE plug diverter valve: The fastest way to efficiency

WHAT if speed isn't just an advantage but the new standard in servicing? Every second counts – and downtime counts ten-fold.

control system (inc. solenoids, terminal box, inductive position sensors)

- Standard version suitable for product temperatures

- EC 1935/2004 compliant; ATEX 2014/34/EU certification available
- *Size 200 excluded

The PTD plug diverter valve is suitable for a range of dry bulk solids processing industries:

- Aquaculture • Animal feed • (EV) Batteries • Biomass • (Petro) Chemicals • Cosmetics • Dairy • Food • Infant formula • Minerals • Paint • Pet food • Pharmaceuticals • Plastics • Recycling • Rubber

Benefits of the PTD plug diverter valve

These features help your operators work smoother and faster, leading to minimal downtime:

"The PTD sets a new standard in servicing efficiency, ensuring more uptime and reduced cost."

- Easy, two-sided access – service from the most convenient side
- Adhesive-free belly seals
- Quick-connection position sensors
- Easy-release actuator linkage
- Reinforced jacking points
- Minimal service required

Your benefits? The PTD sets a new standard in servicing efficiency, ensuring more uptime

and reduced costs.

The PTD plug diverter valve exemplifies DMN-WESTINGHOUSE's commitment to providing dry bulk processing industries with future-proof value. It slashes servicing time and offers unparalleled ease of use. The PTD provides the fastest way to efficiency.

About DMN-WESTINGHOUSE

DMN-WESTINGHOUSE is an established leader in high-end rotary valves and



diverter valves, supplying innovative, future-proof solutions trusted by industries worldwide.

With our experts and global network of sales offices and distributors, we help customers meet

the highest standards of safety, hygiene, reliability, and efficiency in their production processes.

For more information: <https://dmnwestinghouse.com/>

"DMN-WESTINGHOUSE is an established leader in high end rotary valves and diverter valves, supplying innovative, futureproof solutions trusted by industries worldwide."

As an established supplier of rotary and diverter valves for a large range of dry bulk solids processing industries, DMN-WESTINGHOUSE is committed to providing future-proof value. This is why we launched the improved PTD plug diverter valve.

-25–80°C (ambient temperatures -10–40°C); versions for higher temperatures available

- Versions with electrical drive and/or wear-resistant pipes available

The PTD plug diverter valve at a glance

The PTD is designed to route powders and pellets in pneumatic conveying systems with minimum degradation. This diverter valve minimises service time, ensuring more uptime and lower costs. This isn't just servicing – this is efficiency. Every single time.

- Aluminium housing & end covers, dual-pipe plug
- Stainless steel product contact surfaces
- No outside moving parts, no atmospheric leakage
- Suitable for systems with positive pressures 3–6 barg, pressure shock resistant up to 10 barg*
- Static belly seals with solenoid valve & inductive position sensors; optional: terminal box
- Inflatable belly seals with electro-pneumatic

THE FASTEST WAY TO EFFICIENCY

THE IMPROVED PTD PLUG DIVERTER VALVE

- 8-10x faster seal replacement
- Spend less time servicing to boost your production hours
- Plug position indicator on both sides
- Service from your preferred side

Learn more at dmnwestinghouse.com



DMN
WESTINGHOUSE

R&D trials commissioned by DMN-WESTINGHOUSE, 2024/2025.

FUTURE-PROOF VALUE SINCE 1950

We understand the challenge of finding the right balance between plant efficiency and compliance with industry standards and legal requirements.

**OBSERVE
+ CONSERVE**

You meet your efficiency goals and reduce costs without compromising on water quality.

Endress+Hauser 
People for Process Automation





From left to right, Kwena Mojapelo, Phistos Mogale, Anina Hunter, Marthinus Stander and Phiri Tau at the Mzansi Young Farmers Indaba held on 1-2 April 2025.

Rainbow Chicken champions resilience, youth development and sustainability at Mzansi Young Farmers Indaba

RAINBOW Chicken participated in the Mzansi Young Farmers Indaba, where CEO Marthinus Stander joined the executive panel “Meet

the Titans of Agriculture.”

This high-level forum brought together key industry leaders to explore the future of farming in South Africa.

The discussion focused on strengthening resilience, empowering the next generation of farmers, and embedding sustainability across the agricultural value chain.

As the head of one of South Africa’s most iconic poultry producers, Stander shared how Rainbow continues to navigate a complex operating environment with discipline, focus, and a hands-on approach.

“We’re chicken people doing chicken things,” he remarked, capturing the Rainbow’s pragmatic philosophy of staying grounded, fixing the fundamentals, and executing with excellence.

and import imbalances, calling for continued government support to protect South Africa’s poultry industry against unfair dumping practices. “Poultry is a national asset,” he emphasised. “We must work together to ensure its sustainability and competitiveness for future generations.”

"By equipping young people with tools, mentorship, and accessible resources, we're creating a more secure and inclusive future for the poultry value chain."

Navigating complexity with confidence

With Animal Feed accounting for over 70% of input costs, Stander outlined how Rainbow leverages commodity monitoring to drive agility and cost-efficiency.

The company has also implemented a series of proactive strategies to mitigate the ongoing impact of Avian Influenza (AI), including culling of infected breeder birds, extending the production cycle of breeder flocks, importing fertilised eggs to ensure supply continuity, relocating the Midrand breeder facility to reduce geographical risk, and maintaining strict biosecurity protocols across its operations.

Stander also addressed the pressures of global competition

at www.epol.co.za/epol-experts, the series is designed to break down the complexity of poultry farming and equip youth with the knowledge to succeed.

“Building the next generation of farmers is not just an agricultural goal; it’s a national imperative,” said Stander.

“By equipping young people with tools, mentorship, and accessible resources, we’re creating a more secure and inclusive future for the poultry value chain.”

A sustainable approach to feeding the nation

Rainbow also shared encouraging progress in its sustainability journey. By improving agricultural efficiencies, the company has increased production volumes by 11% while using 1% less feed, lowering its grain footprint and boosting overall output.

In a country where chicken is the most affordable and widely consumed animal protein, Rainbow recognises its critical role in food security.

“Our purpose is to nourish the nation,” said Stander. “But this must be done responsibly, ensuring environmental stewardship, social equity, and long-term financial sustainability.”

Committed to shared value

Rainbow remains focused on delivering value across every link of the poultry supply chain, supporting farmers, uplifting youth, feeding communities, and contributing to the economy while staying true to its mission of producing quality chicken sustainably and responsibly.



Quality Components
Technical Expertise
Superior Service

PART OF EVERY PROCESS

DEDICATED TO BRILLIANT SERVICE

GOING ABOVE AND BEYOND TO ENHANCE YOUR OPERATIONAL EFFICIENCY

Over the past five decades, BMG has built up extensive product divisions and an unrivalled distribution network, along with a rock-solid reputation as Africa’s foremost supplier of engineering components. A convenient, single source of supply to the full spectrum of industry.

Along the way, we’ve nurtured a technically-proficient mindset that enables us to enhance our customer’s efficiencies, productivity and ultimately, their profitability.

Today this ongoing commitment to being a valuable ‘Part Of Every Process’ is proudly manifested in service that goes well beyond the physical products we offer.

THE WORLD’S BEST BRAND, BOLSTERED BY A RANGE OF SPECIALIST SERVICES:

- Custom Design and Evaluation of product and systems.
- On-site Installation, Troubleshooting, Maintenance and Support.
- Condition Monitoring and Preventative Maintenance.
- Energy-Efficiency Studies and Recommendations.
- Hands-on Customer Training.

www.bmgworld.net

BEARINGS • SEALS • POWER TRANSMISSION • DRIVES • MOTORS • MATERIALS HANDLING
FASTENERS & TOOLS • HYDRAULICS • PNEUMATICS • FILTRATION • LUBRICATION • VALVES • TECHNICAL RESOURCES • FIELD SERVICES

B-BBEE 2

BMG GROUP (Pty) Ltd. COMPANY REG. 2002/001140



For the highest hygiene standards
Cables for the food and beverage industry

Tel: 011 201 3200
Web: www.lappgroup.co.za
email: info.za.lza@lapp.com
Address: 55 Maple Street, Pomona, Kempton Park, 1659

alive BY **LAPP**

Inaugural Africa Food Show set to be held in Cape Town in June 2025



WELCOMING more than 350 exhibitors and 6000 visitors from over 25 countries, the inaugural Africa Food Show is poised to become Africa's premier event for the Food and Beverage (F&B) industry.

The B2B event, which will be held at the Cape Town International Convention Centre (CTICC) from 10-12 June 2025, is considered to be the continent's most influential when it comes to F&B sourcing and innovation. With a large number of people coming from abroad, and showcasing 15 international pavilions, the Africa Food Show is a not-to-be-missed opportunity for African businesses looking to tap into global markets.

"Over 350 exhibitors will showcase their products at the African Food Show, including a diverse range of international pavilions."

According to the African Development Bank, the African F&B market is expected to reach \$1-trillion by 2030, on the back of rapid economic and urban growth on the continent. In support of this development and the needs that arise from it, dmg events in partnership with the Dubai World Trade Centre, are launching the Af-

rica Food Show as part of the highly regarded Gulfood series. The Africa Food Show will build on the success of Gulfood - the world's largest F&B exhibition in Dubai, as well as the acclaimed Saudi Food Show.

"The Africa Food Show will highlight the untapped potential of the continent and help businesses discover the myriad opportunities that exist in the local and international F&B sector," says Joshua Low, vice president of dmg events South Africa. "By highlighting trends and challenges, the event will help provide a roadmap to elevate Africa's offerings to the global stage."

Over 350 exhibitors will showcase their products at the African Food Show, including a diverse range of international pavilions. Among these will be Netherlands, Poland, Brazil, Canada, India and Singapore, to name but a few.

Major South African brands will also be on the lineup, including Catercorp., Barry Callebaut, Fair Cape, Unilever, Karan Beef, Beef Master, Excellent Meat Market, Atlantis Foods, Econofoods, Rhodes Food Group, Ina Paarman's Kitchen, Petit Forestier and Fairview.

"The show is an opportunity to give amazing local products and techniques the spotlight

they deserve," adds Low. "Africa is aligning itself with the future of food and forward-thinking businesses are looking for ways to leverage emerging trends for sustained success."

Africa Food Summit: Stirring the pot on healthy and climate-smart food solutions

The Africa Food Show will run concurrently with the Africa Food Summit, a three-day conference exploring the future of African F&B, with a focus on "transforming healthy foods for climate and health".

Attendees can look forward to talks by highly decorated speakers like Maxwell Gomera, Director, Biodiversity and Ecosystems Services Branch at the United Nations; Stacy Sagers, Commercial Growth Director South Africa at Kantar; Lorraine Makura, Head of Research and Development at McCain South Africa; and Miles Kubecka, Founder of Wakanda Food Accelerator, among many others.

The results of the highly anticipated "Industry Index" will also be revealed at the Africa Food Summit - this is a survey run by the Africa Food Show in partnership with Circa, with the aim of collecting feedback from the broad F&B sector on a range of topics and trends.

Meat chilling systems: SprayChill ensures high meat yield

SPRAYING Systems Co. offers an exceptional carcass chilling solution to meat processors across the world and it is now available in South Africa through local representative, Monitor Engineering. The system will typically reduce the total weight loss to about 0.5% or less compared with other spray chilling processes thereby minimising shrinkage and boosting meat yield.

Beef, pork, lamb, game meat processors all seek a better spray system to increase chill room efficiency, ensure complete carcass coverage and lower maintenance needs.

Meat chilling systems: Mitigating evaporative weight loss

The standard process of chilling animal carcasses is to circulate cold, dry air over the hot carcasses. This draws moisture out of the surface which is then lost to evaporation. Over time, this results in shrinkage and weight loss. The fat covering of the carcass will influence the amount of total weight loss. Results will vary between chillers, however typical carcass weight loss is about 1.5% to 3.5%.

Meat chilling systems: Advanced SprayChill moisture control

The AutoJet® Carcass Chilling Spray System using Spraying Systems Co. advanced nozzle technology, uses sprays



of chilled water to offset the evaporative loss of carcass chilling. The precise, focused spray uniformly covers each carcass. The targeted spray quickly reduces the surface temperature, stabilising moisture levels throughout

Meat chilling systems: Seamless upgrade with SprayChill

SprayChill, which operates alongside existing cooling systems, is a seamless upgrade ensuring enhanced performance and ef-

Meat chilling systems: Smart control and remote monitoring

Features include a programmable controller that manages the spray duration and the intervals between sprays. The system is able to

"Lower fan speeds and controlled temperature settings reduce energy consumption without compromising performance, and each chill room can be regulated separately."

the carcass, preventing shrinkage and preserving product integrity.

With optimised moisture retention, a chill loss reduction of approximately 2% is achieved, effectively retaining moisture and preserving product weight. Customers have reported that the SprayChill system makes the cold deboning process significantly easier.

iciency. The system has an average return on investment of one year.

Benefits include a higher percentage of body weight retained, savings on energy and refrigeration expenses due to reduced heat load, and a reduction in chiller room floor cleaning as the water on the floor stops blood from drying,

control and monitor water pressure and water temperature,

Water use for each spray operation is monitored to avoid excessive waste. Furthermore, the system can be accessed remotely by an AutoJet® engineer for backup assistance

Lower fan speeds and controlled temperature settings reduce energy consumption without compromising performance, and each chill room can be regulated separately.

Minimal misting reduces condensation and contamination risks, meeting EU-standards for water quality, food hygiene, and consumer information.

Contact grant@monitorspray.co.za for more information. Visit www.spray.co.za



Spraying Systems Co.®
Experts in Spray Technology



ALL YOUR TANK CLEANING NOZZLES FROM THE WORLD'S LEADER IN SPRAY TECHNOLOGY

Monitor Engineering | H/O: +27 (0) 11 618 3860 | www.spray.co.za | grant@monitorspray.co.za

Operational ways to Reduce Energy Costs in Freezer Stores

By James Cunningham Managing Director Barpro Storage SA

THE latest challenge facing cold store managers is controlling the monthly electricity cost, which in most cases has overtaken labor as the single largest freezer store operating expense. While the absence of load shedding has almost eliminated diesel usage, every year electricity prices still increase faster than storage fees. Assuming no changes to the refrigeration plant and the basic cold store structure, how can cold store managers achieve Significant Electricity Savings?

1. Study the monthly electricity bills. Understand how they are made up. Track maximum demand charges. Investigate if lower off-peak KW hour rates are available. Make simple graphs and share them with your staff so that the reasons for sudden peaks or high unit usage can be discussed and identified. Compare the current month's KW and Max demand with the same month last year.
2. Find out how much electricity is required to run each item of equipment, which may include fork lift battery chargers, mobile racks, pallet conveyors, air curtains, dehumidifiers, high speed doors and even under floor heater mats. Can the heavy users be operated via timers at night if off peak rates apply?
3. Test product core temperature on arrival. If it's less than -18 degrees or any other minimum agreed with the customer, reject the load or blast freeze the pallets before putting them in the freezer store. Some freezers can now blast freeze inside the main store which is cheaper in terms of electricity cost. Make sure the real costs are known and charged to the customer.
4. Find out what the costs are per 24 hours if you have plug in points for containers, or part thereof and make sure to pass them on.
5. The earliest cold stores were accessed through the ceiling for a reason. Expensive cold air could not easily escape. Access doors are expensive and can cost up to R400/500 000 per annum in electricity costs, per door, if left open. Doors are the single biggest reason for high electricity bills.
6. Don't allow freezer doors to stand open if it has two access doors, as drafts will increase electricity bills exponentially.
7. Plastic strip curtains with no broken strips are the absolute minimum protection for an open freezer door way. They may stop the ingress of warm moist air at the top of the door, but the heavy cold air will still push out at up to 6m³ per second. An air curtain can reduce the loss of cold air by up to 80%.

8. The ingress of moist warm air is also a problem, initially becoming ice or snow above the door, as it eventually sublimates to the evaporators and insulates them with ice reducing their cooling capacity. This ice is periodically removed via defrosts. If the number of defrosts can be reduced, electricity consumption will go down. Some freezer stores defrost three times per day.

Evaporator pods were introduced in South Africa largely because freezer doors were left open and evaporator drip trays couldn't cope with the constant ice build-up and removal. Some local freezer refrigeration plants have been designed on the basis that the doors will be left open which in itself increases electricity usage.

9. Decreasing the volume of warm air and moisture entering the freezer room is critical in reducing electricity costs. Powered conveyors, while expensive, reduce the door size to just more than the highest pallet. This is a big improvement on the standard reach truck door which is 2400 mms wide and up to 5500 mms high. Alternatively fast opening doors, insulated or not, together with air curtains work where conveyors are not an option. Removing moisture before it enters the freezer can be achieved with an air drier vestibule arrangement which reduces the air volume to be dried.

Powered conveyors, while expensive, reduce the door size to just more than the highest pallet. This is a big improvement on the standard reach truck door which is 2400 mms wide and up to 5500 mms high. Alternatively fast opening doors, insulated or not, together with air curtains work where conveyors are not an option. Removing moisture before it enters the freezer can be achieved with an air drier vestibule arrangement which reduces the air volume to be dried.

10. Some older freezers still have 1000-watt tungsten halogen lights. Swapping them for LEDs isn't easy but will save electricity.
11. Consider installing eutectic tubes in the depth of the top rack beam. While eutectic plates won't remove air moisture, by attracting heat they allow the refrigeration system to be idled/turned off during peak cost periods. Potential savings here are up to 30%.
12. Don't bring pallets out of the freezer for case picking as the product loses temperature and the unpicked boxes introduce heat and moisture into the freezer when eventually put away.

From my experience in South African cold stores, if you follow these 12 points, significant electricity savings are almost guaranteed.

FUTURE COLD & FREEZER STORE DESIGN

Faced with the business disruption of the Covid—19 shutdown, Barpro investigated the possible future of what cold & freezer stores could look like within the next 10 years. The concept was directed more to the economic adoption of new feature as they are all currently in use & even standard practices globally.

We hope that the industry will be inspired to generate a wide range of discussions around energy efficiencies.

1. Freezer roof area
2. Constructed with PIR insulator panel
3. Roof gutters & water tank measurement
4. PV Panel
5. Rotating ventilators
6. Perforated IBR sheeting
7. Ceiling panels
8. Properly clothed operational personnel
9. Truck loading area
10. Rear protection bar lock
11. Powerstar Voltage Optimization system



Visual interpretation of features within a freezer store

For more information on the investigation, please follow the article on our website :

<https://www.barprostorage.co.za/freezer-store-of-the-future/>

CPT: 021 552 9190
JHB: 011 392 1702
DBN: 031 942 3200

<http://www.barprostorage.co.za>

info@barpo.co.za

“ Specialists in mobile racking & other storage solutions”

BARPRO
STORAGE SA (PTY) LTD

- Driven by Excellence, Guided by Rails-

SPAR private label among SA's best dairy products winners at 2025 SA Dairy Championships



THE increasing prominence of private labels at SPAR South Africa in a highly competitive market is underscored by the organisation's strong performance at the 2025 SA Dairy Championships that took place on 08 April 2025. SPAR secured a prestigious *Qualité* Award for the SPAR Double Cream Plain Yoghurt.

nationwide, SPAR highlights that the SA Dairy Championships – established in 1834 and now hosted by Agri-Expo – showcases the evolution of the dairy industry and the growing influence of private labels, 192 years later.

“Once seen as a budget alternative to leading brands, in-house private la-

abel brands have now earned their place alongside top-tier dairy brands”, says Judith Gale, head of marketing for private labels at SPAR. The SPAR private label products exemplify this shift, demonstrating that private labels can compete on equal footing with long-established national and international brands.

With many South

Africans facing financial pressures, private label brands provide quality options at accessible prices.

“Our products deliver exceptional value, offering quality that matches the best at a more affordable price,” says Gale. SPAR shoppers benefit from competitive pricing, and a wider range of choices tailored to evolving consumer needs.”

Quality is paramount, stresses Gale, with SPAR suppliers being selected on their ability to meet the exacting environmental and social sustainability standards integral to SPAR's corporate principles.

“Our network of suppliers shares our commitment to producing premium dairy products in a responsible manner. Ethical sourcing and agricultural operations prioritise reducing waste, utilising renewable energy, and animal welfare. Social well-being through fair labour practices and support for local communities is encouraged, as they are vital components of the SPAR values.”

“We take immense pride in our private label brands,” says Gale.

“Our participation in the 2025 championships reaffirms our commitment to delivering high-quality products that our customers can trust to be among the best in the market.”

AI-powered start-up, FARO, turns global textile overstock crisis into luxury fashion movement

UNSOLD inventory is one of the biggest problems for fashion retailers, with mounting levels of excess stock being discarded, incinerated or left to waste. The rise of fast fashion coupled with the rapid growth of e-commerce has perpetuated a textile waste epidemic.

As a result, global fashion is in the middle of a sustainability crisis, made even more apparent by the increased pressure of the Ecodesign for Sustainable Products Regulation requiring European Union brands to report on the management of excess stock in 2025, and making it illegal for brands to destroy unsold products in 2026.

The urgency to find sustainable solutions to reduce the percentage of unsold inventory and decrease annual global carbon emissions has never been greater.

Africa's fastest growing fashion venture, FARO, is using AI to turn \$425-billion in unsold global fashion into an opportunity. The company enables brands to reduce their overstock and environmental impact, with traceable distribution in emerging markets.

FARO's operating system, FARO IQ, is transforming how fashion meets demand. Powered by AI and predictive analytics, it learns from past sales, forecasts future trends, and tags each product with detailed attributes. This allows FARO to allocate the right stock to the right stores based on real customer behaviour



- boosting sell-through and reducing waste.

The same tech drives FARO's personalised marketing, delivering targeted messages to shoppers based on what they actually buy. While legacy retailers rely on spreadsheets and manual guesswork, FARO's AI makes smart decisions in seconds - optimising planning, buying, pricing, allocation, and marketing across the entire supply chain.

“By designing AI-powered agents to automate complex workflows, we are able to streamline our operations, a key differentiator from legacy retailers”, explains FARO co-founder and COO, Amber Penney.

FARO founders Amber Penney, David Torr, William McCarren and Chris Makhanya, wanted to change the idea that high-end fashion was only available to a small percentage of the popu-

lation, with textile waste being at the forefront of their solution. This approach not only ensures affordability for consumers but also reduces the industry's environmental footprint.

“Our mission is to make high-end global brands accessible to South Africans, delivering unrivalled value to customers in an elevated shopping environment. We work with top global brands like G-Star, ZARA, Levi's, Guess, Jack & Jones and Steve Madden, sourcing last-season stock at a discount and passing these low prices onto our customers,” adds FARO co-founder and CCO, Makhanya.

FARO has already had a meaningful impact on local unemployment, creating over 150 skilled jobs in their supply chain in the first year, with projections to create over 4 000 jobs by 2028 across

the organisation.

The first store opened in Liberty Promenade Mall, Mitchell's Plain, Western Cape, bringing premium fashion to a market where accessibility to high-end brands has traditionally been limited, ensuring that style and quality are no longer out of reach.

Since then, FARO has grown rapidly, with 6 stores in N1 City, The Glen, Fourways Mall, Bayside Mall, Mamelodi Mall. In late 2024, FARO closed a \$6M funding round led by JP Zammitt, the President of Bloomberg, to fuel store expansion and strengthen its proprietary tech platform. The team have ambitious plans to expand to 1,000 stores across South Africa and other emerging markets in the next few years.

For more information, visit: <https://www.faro.co>

“Our network of suppliers shares our commitment to producing premium dairy products in a responsible manner.”

SPAR also won first place awards for their Fat Free Plain Yoghurt, Double Cream Plain Yoghurt, Low Fat Smooth Plain Cottage Cheese and Fat Free Smooth Plain Cottage Cheese. In addition to this, SPAR collected a further 10 podium finishes.

Competing against more than 1 000 entries from manufacturers and retailers

Your success starts with racking.

And our expertise.

Nobody knows exactly how your warehouse will look in 30 years. But Jungheinrich can prepare you for it now.

Our experienced consultants are on hand to design a customised solution just for you. This includes creating tailored racking concepts that reduce spatial requirements and increase throughput. We mean systems that you can rely on in the long term, no matter how strong the demand or how automated your processes are.

Jungheinrich are at your side. Right from the start.

Find out more: www.jungheinrich.co.za/systems/storage-systems

JUNGHEINRICH



BMG's Liqui Moly additives, oils and lubricants enhance efficiency in many industries

BMG supplies and supports a wide range of Liqui Moly additives, oils and lubricants, developed to enhance efficiencies in many industries.

Typical applications include fleet and commercial vehicles and long-haul trucks, as well

as heavy-duty machinery used in mining and quarrying, freight, automotive, general engineering, shipping, construction and agriculture.

Specifically for these applications, BMG's high-performance Liqui Moly oil additives comprise Cera Tec 3721 LM

and Bakkie Series Oil Treatment 21456 LM. Included in the range of diesel additives are Diesel Purge 2520 LM, Diesel Particulate Protector 7180 LM, Anti-Bacterial Diesel 21317 LM and Super Diesel 8366 LM.

"Proper lubrication, with the right oils and

additives, is essential for ensuring the efficiency and longevity of machinery and equipment. High-quality lubricants, oils and greases not only extend the service life of engines and machinery, but also significantly enhance the performance of critical components,

like bearings and industrial gearboxes," says Carlo Beukes, business development manager for BMG's Agricultural, Automotive and Lubrication division.

"However, a major challenge we frequently encounter during site visits, is the procurement

of low-cost oils. This cost-cutting approach often results in reduced efficiency, accelerated internal wear and repair costs that can skyrocket - sometimes tenfold."

"An additional troublesome factor is high ambient temperature, which increases the temperature of oil in the transmission. The risk of inadequate lubrication and excessive wear thus increases, reducing the L-10 lifetime of the components and equipment. It is critical that industrial gearboxes function at optimal performance at all times, to be able to efficiently control the speed of motors used in various applications. Without regular lubrication, friction would affect integral parts of the gearbox, thus compromising efficiency and resulting in failure. Lubrication cools internal components and protects metal from corrosion, which reduces wear of the system."

Liqui Moly Cera Tec additives have exceptional resistance to elevated temperature and pressure levels and are highly effective in protecting gears in industrial transmissions in many sectors, including sugar mills, mining, chemical plants, manufacturing and general engineering.

Cera Tec is a micro-ceramic solid lubricant suspension based on hexagonal boron nitride (BN) in selected base oils.

This product reduces friction and protects the engine and transmission against wear, thus extending service life of assemblies. Cera Tec also improves reliability of industrial equipment, lowers engine and transmission noise, minimises maintenance requirements and reduces downtime. Other benefits include energy savings, reduced risk of contamination, lower pollutant emissions and more efficient operating costs.

The graphite-like structure of resilient ceramic particles, with high mechanical and thermal stability, fill in the roughness in the metal of oil lubricated engines, transmissions, pumps and compressors, thereby preventing direct metal-on-metal contact.

According to BMG specialists, the inclusion of Cera Tec additives in transmission oil enables the reduction of the temperature of the oil by up to 20 degrees Celsius. This solution not only offers greater protection for machines, but also reduces the risk of malfunctions and lowers maintenance costs.

Schools and neighbourhoods are thriving thanks to Petco's drive to make recycling a way of life

A drive to persuade more South Africans to incorporate recycling into their daily routines – rather than only for observances like Global Recycling Day or Clean-up and Recycle Week – is benefiting schools and neighbourhoods.

Helping drive these positive changes is the country's longest-standing producer responsibility organisation, Petco, which was established in 2004 with the aim of ensuring post-consumer packaging is recycled and kept out of landfills and the environment.

In 2024, Petco's work on behalf of its members – brand owners, retailers and packaging importers – equated to over 76,000 cubic metres of landfill space saved, which is equivalent to 30 Olympic-sized swimming pools.

One of Petco's unique partnerships to help drive recycling at schools and in neighbourhoods involves the African Reclaimers Organisation (ARO).

ARO's objectives include advocating for the recognition and inclusion of reclaimers as essential contributors to South Africa's recycling economy. By supporting fair working conditions, ARO aims to provide reclaimers with access to vital resources, promoting their integration into the formal waste value chain and improving their livelihoods, dignity, and economic prospects.

Together, the organisations celebrated two key projects in Johannesburg, which demonstrate a growing appetite by the public to recycle more – Craighall Primary School and the Bordeaux South Residents' Association.

A programme at Craighall Primary, run by ARO with recycling equipment support from Petco, includes educating pupils about how to separate their recyclable materials from their general waste at home. According to the organisations, an interesting consequence of the campaign is that the pupils are, in turn, putting pressure on their parents to do the same.

"Educating our youth into a more sustainable mindset is really impactful because they haven't yet developed the bad habits of adulthood, and they have the power to influence recycling behaviours in their own homes and families," said Petco CEO Telly Chauke.

"On the collections side of things, informal waste reclaimers play a really important role, so Petco is pleased to be working with organisations like ARO to legitimise their efforts and make this work more effective."

In neighbourhoods like Bordeaux, the organisations have been involved in a years-long education drive to impart to residents the importance of separating their recyclable materials from their general waste and leaving them out on collection days for reclaimers to gather.

"We started working with the ARO in 2019, following Petco's donation of recycling bins. We saw a need to acknowledge the work that the reclaimers were doing [by collecting recyclable materials and keeping them from ending up in landfills]," said Angela Schaerer, a Bordeaux South resident who helped foster the working relationship between the homeowners in the neighbourhood and the reclaimers with the ARO.

The programme has received Petco's Recycling Partnership Gamechanger accolade.

According to Petco CEO Telly Chauke, the partnership with ARO extended beyond recycling and helped "drive changes in waste management, economic empowerment and community transformation".

"With a focus on providing support such as equipment sponsorship and capacity building, this partnership helps create income opportunities, boost economic inclusion, and significantly increases waste diversion from landfills," Chauke said.

Petco's support for ARO over the past three years includes donating 600 recycling bins, recycling bin signage, bulk recycling collection bags, recycling informational brochures, an identification card printer, mobile airtime and data, as well as branded jackets and T-shirts.

ARO spokesman Luyanda Hlatshwayo said that reclaimers "play a vital yet often overlooked role in recycling".



DRIVING CHANGE: A successful partnership between the producer responsibility organisation, Petco, and the African Reclaimers Organisation (ARO), is benefiting schools such as Craighall Primary in Johannesburg. The partnership was highlighted at events marking Global Recycling Day in March. (Image: supplied)

"Building a circular, inclusive system requires collaboration among reclaimers, residents, companies, industry organisations such as Petco, and government," Hlatshwayo said. "Communities and residents are encouraged to get to know the reclaimers' operation in their neighbourhoods, support their efforts, and foster mutual respect. Including reclaimers in waste strategies not only boosts recycling rates but also promotes social and environmental justice."

petco

Leading Producer Responsibility

FIND US

Cape Town
+27 (21) 794 6300
1st Floor, ICR House
Alphen Office Park
1 Constantia Main Road
Constantia

Johannesburg
+27 (11) 615 8875
54 Melville Rd
Illovo, 2146

info@petco.co.za | www.petco.co.za

For more information:
www.bmgworld.net

To save lives, we must train the people who move the medicine, supply chain industry body stresses - SAPICS



2025 SAPICS Conference speaker Esther Ndichu, a TED Talk and supply chain expert.

FROM life-saving medicines to vaccines, surgical gloves and diagnostic tools, nothing reaches patients without a strong, resilient supply chain.

But a supply chain is only as good as the people who manage it, and too often, the vital link of skilled human capital is missing, according to supply chain industry body SAPICS.

“Poor supply chains in low to middle income countries are the reason that one third of the world’s population lacks access to medicines,” says SAPICS president Thato Moloi. “Healthcare in developing African countries is being jeopardised because pharmacists, for example, must often take on the job of supply chain planning, including understanding minimum order quantities, demand signals and planning, and inventory management. “Having to take on these responsibilities as well as their duties as a pharmacist who must get the right medicines out to patients in need, can result in write-offs and life-threatening shortages. From fore-

casting and procurement to warehousing and last-mile delivery, each link in the chain requires trained personnel who can manage complexity, adapt quickly and use data to make informed decisions. Many low and middle income countries face acute shortages of such talent and rely on overstretched health workers without specialised supply chain training,” he expands.

Moloi asserts that in 2025, amid funding challenges and shifting global trade dynamics that are impacting the availability of lifesaving medicines and healthcare commodities, the need for skilled, knowledgeable, suitably qualified supply chain professionals in the healthcare sector has never been greater. Recognising the imperative to strengthen healthcare supply chains in Africa, SAPICS urges everyone working in or connected to healthcare supply chains to attend its upcoming annual conference in Cape Town. Now in its 47th year, this conference is the leading event in Africa for supply chain professionals and is one

of the platforms that not-for-profit organisation SAPICS is using to elevate, educate and empower the supply chain community across Africa.

Esther Ndichu, a TED Talk and supply chain expert, will share the important work that People that Deliver is doing with the private sector, to address workforce challenges in low and middle income countries through leadership and collaboration. “People That Deliver” (PtD) is a global partnership of organisations focused on professionalising the health supply chain workforce.

The state of outsourcing in public health supply chains in Africa will be examined in another SAPICS presentation this year. This discussion will share insights and learnings from the adoption of outsourcing for transporting health products across over 10 countries. Its aim is to foster dialogue on strategies to accelerate outsourcing adoption and improve the sustainability of public health supply chains in Africa as well as highlighting the vital role of the private sector in enhancing efficiency.

An important discussion that will take place at the conference is the historically slower adoption of innovation in health supply chains and how to change this – particularly in light of the funding cuts.

The SAPICS Conference takes place in Cape Town from 8 to 11 June 2025.

To find out more or to register to attend, contact event organiser Upavon Management by emailing info@upavon.co.za or calling +27 11 023 6701 or visit <http://www.sapics.org>

CSIR and partners launch cost-saving housing block using construction waste

WASTE material from the construction sector can now be used in an innovative green building block used to build low-cost RDP houses through a Department of Science, Technology and Innovation (DSTI) Circular Economy Demonstration Fund aimed at demonstrating proven circular economy interventions, such as, technologies, innovative process improvements, social innovations that have not yet achieved scale or impact in South Africa.

This milestone was marked on 11 April 2025 in Hammersdale, KwaZulu-Natal by the Council for Scientific and Industrial Research (CSIR), who partnered with Use-It Beneficiation NPC and Key Bricks, to demonstrate the prototype.

Attendees were guided through the full lifecycle of the building block, from crushing waste glass and rubble to the finished interlocking block and, finally, its use in constructing a housing unit. The green block contains 70% recycled waste content, including crushed waste glass, and construction and demolition waste. The block itself is 100% recyclable.

Designed to interlock like LEGO® blocks,



when stacked, create channels for installation of electrical and water pipes, reducing the need to cut chasing, ensuring that the blocks remain intact.

Belinda Putterill, MD of Use-it says, “It’s not viable to transport waste glass from KZN to Gauteng for recycling, the margins on this are just too slim, resulting in a lot of this waste remaining uncollected and impacting the environment. We needed to find ways to use glass locally in KZN.” Cities, towns and villages across the country are also plagued with the illegal dumping of building rubble in open spaces.

block cost-effective, but it also saves construction time and requires minimal labour and building experience. The top structure was put up by relatively unskilled labour from foundation stage to the roof within seven days – this is only possible because of the interlocking nature of the faceted blocks.

“By using waste as a resource, this interlocking block can unlock new business opportunities in the construction industry. Local businesses and value chains can benefit from the potential to generate additional revenue streams. It also has the potential

to keep our cities, towns and villages clean,” says Muswema.

The block-making machine has been demonstrated to the private sector, municipal officials, housing-sector representatives and other SMMEs in the building sector.

Deputy Director-General at the DSTI, Dr Mmboneni Muofhe, says, “The work that has been done by all partners to date is commendable in demonstrating the principles of ‘reduce, re-use, recycle’, which in turn compels us to rethink the potential of everything that we use on a daily basis. We remain open to the possibility of more partners collaborating with us to demonstrate and scale circular innovations.”

“The aim of the Circular Economy Demonstration Fund,” says CSIR principal researcher and manager of Circular Innovation South Africa (CISA), Professor Linda Godfrey, “is to partner universities and science councils with the private sector, to help business and industry demonstrate, de-risk and scale circular innovations, and in so doing, unlock much needed socio-economic opportunities.”



the block requires no cement between layers. Each block features internal hollows, which

CSIR project manager Aubrey Muswema says, “Not only is building with this innovative

to accelerate social relief efforts by addressing the country’s housing backlog, while helping



www.sapics.org

Are You in Transport & Logistics? Stay Ahead with SAPICS!

SAPICS is the premier Supply Chain Management association dedicated to **elevating, educating** and **empowering** Supply Chain individuals and organisations through membership benefits, relevant events, its Annual Conference, and an education programme.

Join as a member of SAPICS today – www.sapics.org.za – and be part of a strong and vibrant Supply Chain Community!



IMT PROVIDES INNOVATIVE MARITIME SOLUTIONS

The Institute for Maritime Technology (IMT), a subsidiary of Armscor under the leadership of Advocate Solomzi Mbada, is an accredited world-class facility strategically providing science-based technological and engineering support to the South African Navy and other members of the maritime community locally and globally. With close to 50 years' of success, IMT is an ISO 9001 accredited organisation located in Simon's Town, Western Cape; specialising in maritime technologies, sciences for military defence applications, defence research, development, testing and evaluation of maritime systems for the defence and commercial sector.

WHY CHOOSE US

IMT is renowned for its capabilities and delivering value to its customers. The facility boasts modern well-equipped workspaces, including laboratories, workshops, test platforms for boats, Autonomous Underwater Vehicles (AUVs) and Unmanned Aerial Vehicles (UAVs). The Institute uses cutting-edge hardware across its premises, including sensors, instruments, research equipment and information technology systems. IMT professionals are highly competent and are its competitive advantage; involved in research, development, data gathering, analysis, and interpretation in addition to operating and maintaining the equipment and facilities.



SERVICES OFFERED

- Environmental Characterisation (ENCH)
- Naval Electro Optics (NEO)
- Naval Systems Subsurface (NSSS)
- Underwater Sensors & Signatures (UWSS)
- Naval Systems Above Water (NSAW)
- Maritime RF Electromagnetics Underwater Security (USEC)
- Maritime Domain Awareness (MDA)
- Maritime Decision Support (MDS)

CONTACT US FOR MORE INFORMATION



ARMSCOR
Armaments Corporation of South Africa SOC Ltd

+27 21 786 8100

info@imt.co.za

Martello Road, Simon's Town, Cape Town, Western Cape

AGL Terminals to enhance cargo handling at Duncan Dock



By Larry Claasen

AGL Terminals, a subsidiary of Mediterranean Shipping Company (MSC) Group has taken over the running of the operations at A-Berth, in the Duncan Dock, at the Port of Cape Town.

The deal sees AGL introduce a range of innovations designed to improve A-Berth operational performance.

"This lease agreement marks a significant step in our commitment to enhancing port infrastructure and efficiency in South Africa."

TNPA Strategy Brings AGL Terminals to the Duncan Dock

The move to bring in AGL to run the berth is part of Transnet National Ports Authority's (TNPA) strategy to bring in the private sector to improve its port operations, whose poor performances has knocked the economy.

AGL Terminals Duncan Dock Invests in Tech & Training

Under the agreement, AGL will make substantial investments in cutting-edge technology, state-of-the-art handling equipment, and introduce a robust human capital development programme. These changes are aimed at improving cargo handling efficiency, reducing turnaround times, and providing a seamless, modernised experience for port users.

AGL Terminals Duncan Dock Partnership Boosts Efficiency

The Duncan Dock was completed in 1945 and contains the multi-purpose and fruit terminals as well as the Sturrock Dry Dock, repair quay and tanker basin. AGL was positive about its involvement in the port's performance.

"This lease agreement marks a significant step in our commitment to enhancing port infrastructure and efficiency in South Africa. At AGL, we combine deep expertise in African logistics with global best industry practices to deliver high-performing, seamless port operations," says AGL Ports & Terminals CEO Olivier de Noray.

"Managing A-Berth at Duncan Docks enables us to reinforce Cape Town's role as a key trade gateway for South Africa. We are excited to collaborate with TNPA to drive innovation, optimise operations, and unlock new opportunities for the maritime sector and the broader economy," de Noray adds.

The deal sees AGL's collaboration with Transnet Port Terminals (TPT) as the waterside operator of choice for A-Berth. TPT's deep expertise in terminal operations will play a crucial role in optimising cargo handling processes, reducing turnaround times, and enhancing service delivery at the port.

AGL Terminals Duncan Dock Deal Aligns with PSP Push

The commencement of the deal on 1 April,

came shortly after Transport Minister Barbara Creecy unveiled Request for Information (RFI) as a way to get the private sector to partner with the government to improve the rail and port infrastructure.

"I am launching an online request for information to develop an enabling environment for Private Sector Participation (PSP) and enhance investment in rail and port infrastructure and operations," Creecy said at a recent media briefing.

She said this decision was a significant step in the government's efforts to partner with the private sector, ensuring that the country's rail network and ports reclaim their crucial role in enhancing trade and driving economic growth.

Creecy highlighted the urgent need for intervention, citing significant challenges, including infrastructure deterioration, vandalism, theft, underinvestment, and operational inefficiencies that have hindered economic growth.

AGL Terminals is part of Africa Global Logistics (AGL), a leading player in port and terminal operations, with a portfolio that spans 18 container terminals, 7 RoRo/ConRo terminals, and 66 dry ports across various countries. The company has a track record in logistics management, combined with its global expertise, allows it to deliver world-class services across diverse markets.

MSC Group took over AGL in 2022.

2025 Oceans Economy Conference & Expo in Durban

By Larry Claasen

THE 2025 Oceans Economy Conference and Expo will be held at the Durban Convention Centre from 20 to 21 May.

This will be the second edition of the conference, following the inaugural one held in Cape Town, at the V&A Waterfront, last year.

Oceans Economy Conference is a two-day high level-industry event which brings together key phrases in the commercial and defence maritime industries.

Oceans Economy Conference Champions Sustainable Blue Growth

Its mission is to bring together the thought leaders and stakeholders of the ocean economy, demonstrate the

economic viability of a decidedly more sustainable blue economy in Africa and inspire ocean-conscious entrepreneurs.

This year's conference will cover the full spectrum of services and products for the sector including logistics and shipping, offshore oil and gas, fisheries, tourism as well as defence and security at sea.

It will be attended by government decision makers, marine security specialists and the private sector.

Oceans Economy Conference Day One: Maritime Commerce

The first day of the conference will focus on the commercial aspects like balancing economic activities with marine conservation efforts, the development and modernisation of South Af-

rica's ports to enhance trade and competitiveness, and addressing the skills gap and creating opportunities for South Africans in maritime professions.

Examining opportunities for offshore wind, wave, and other renewable energy developments in South Africa's waters, and strategies to address piracy, illegal fishing, and other maritime threats affecting commercial operations will also be addressed.

Oceans Economy Conference Day Two: Maritime Security

On the second day, maritime security will be the focus. This will see issues like strategies for safeguarding territorial waters and exclusive economic zones (EEZs) against unauthorised activities, and exploring the South African Navy's role in ensuring

a secure environment for maritime trade, fisheries, and resource exploitation will be focused on.

Discussing trends in piracy, smuggling, and other organised crimes, and effective countermeasures, and ensuring the security of oil rigs, undersea cables, and renewable energy installations in South Africa's waters will also be focused on.

Oceans Economy Conference Expo: Tech & Innovations

For its part, the expo will be the ultimate showcase of cutting-edge technologies, innovative solutions, and industry advancements in the oceans economy sector.

Live demonstrations of vessels, search-and-rescue, and security systems will also form a key highlight of the event.



MARINE PROPULSION DIESEL ENGINES

THE EVOLUTION OF RELIABILITY



6EY22AW Power: 885-1370kW



6EY17W Power: 374-837kW



www.seascapemarine.co.za | info@seascapemarine.co.za | +27 21 511 8201
124 Service Road, Marine Drive, Paarden Eiland, Cape Town, South Africa



www.seascapemarine.co.za | seascape_marine_services | Seascape-Marine-Services | seascape_marine_services

Skills Development at the heart of employees' abilities to adapt to an evolving workplace - Air Products



Zodwa Tomile, learning and development manager at Air Products, Skills Development

AIR Products has implemented numerous programmes over the years to strengthen the company's Skills Development efforts and to ensure the growth of employees and diversity in the workplace.

As a leader in the industrial gas industry,

Air Products, like many other businesses in South Africa strive to contribute towards the growth and development of their employees, but more importantly, the South African workforce as a whole. Skills Development no longer only

impacts individual businesses, the impact on the economy as a whole is evident.

At the heart of Skills Development, the team who oversees this portfolio ensures compliance to legislation, navigates the company through the complex landscape of Skills Development and ensures that the relevant deadlines are met.

According to Zodwa Tomile, learning and development manager at Air Products, Skills Development plays a critical role in gaining, improving, and expanding the abilities of employees which can be done as formal, informal and on-the-job training.

There are numerous advantages of enabling employees to improve their skills set as it

equips them to adapt to changes in the work environment, improves their employability, assists them to achieve their professional goals and it contributes to the overall performance and success of the organisation.

Skills Development, a key element within the Human Resources (HR) portfolio

Skills Development plays a pivotal role in HR, specifically within Air Products, as it ensures that the skills and knowledge required by employees are in place.

Most importantly, it looks at the trends in the industry/sector in terms of scarce and critical skills, sourcing and implementing relevant interventions.

Tomile explains that

the industrial gas industry is specialised and technical, which requires a workforce with specific skills sets. It is important to equip the employees with the knowledge and relevant skills they require to function optimally in their roles.

Furthermore, Skills Development assists in creating and strengthening a talent pool within the company.

Tomile, who joined Air Products in 2016, explains that she has worked tirelessly to change the status quo and the company has experienced positive outcomes as a result, due to the support and buy-in from all internal stakeholders.

She further mentions that learners and programme participants are the heart of all the training interventions that they implement.

Unpacking Skills Development and legislation

Organisations within all industries are required to compile and submit the Workplace Skills Plan (WSP)/Annual Training Report (ATR) to their respective Sector Education and Training Authority (SETAs). This information is consolidated into the Sector Skills Report, which in turn informs the National Skills Plan. The National Skills Plan determines the skills needed for the country and issues a directive to relevant institutions for implementation.

Skills Development is underpinned by a number of South African regulations such as the Skills Development Act, Skills Development Levies Act, Employment Equity Act and BBBEE Act to mention a few.

However, as an industrial gas manufacturing organisation, Air Products is affiliated to the Chemical Industries Training Authority (CHIETA) Sector Education Training Authority (SETA).

CHIETA plays an important role in identifying the skills needs and gaps within the chemical industry and partnering with the industry in addressing those skills / training needs.

For more information on Air Products, visit www.airproducts.co.za

Zululand Energy Terminal signs agreement to operate South Africa's first LNG Terminal

ZULULAND Energy Terminal, a joint venture between Vopak Terminal Durban and Transnet Pipelines (TPL), has officially signed the Terminal Operator Agreement (TOA) with Transnet National Ports Authority (TNPA) to design, develop, construct, finance, operate and maintain the LNG terminal at the Port of Richards Bay for a period of 25 years.

This agreement marks the conclusion of detailed negotiations between TNPA, as the port authority, and Zululand Energy Terminal, as the terminal operator.

The agreement grants Zululand Energy Terminal full rights to the land designated for the construction of an LNG import terminal in Richards Bay.

This milestone enables Zululand Energy Terminal to proceed with binding agreements with potential customers, supported by an ongoing capacity allocation process. A final investment decision is expected in 2026, contingent on timely customer commitments.

"Vopak's global expertise in LNG infrastructure, combined with our strong partnership with Reatile Group and Transnet Pipelines, positions us to deliver a world-class terminal in Richards Bay. This project aligns with Vopak's vision to expand in industrial and gas terminals, providing reliable and sustainable energy solutions for South Africa", said Oliver Naidu, president of Vopak South Africa.

The LNG terminal is a pivotal development in South Africa's efforts to ensure energy security as the country faces a looming "gas cliff" and the gradual decommissioning of coal-fired power stations.

The terminal will support flexible power generation while fostering industrial growth in KwaZulu-Natal and beyond. Industries connected to the nearby Lilly Pipeline, owned by TPL, stand to benefit significantly.

The project will be executed in two phases:

Phase 1: Development of a Floating Storage Unit (FSU) with a capacity of 135,000-174,000 cubic meters, onshore regasification infrastructure capable of ~400 mmscfd, and optional truck loading facilities.

A new pipeline connection will link the terminal to the Lilly Pipeline via Empanjeni, with a tie-in point for Richards Bay Industrial Development Zone customers.

Phase 2: Construction of an onshore storage tank with a capacity of up to 220,000 cubic meters, replacing the FSU. This phase will increase send-out capacity to ~600 mmscfd, accommodating planned Gas-to-Power projects in Richards Bay and future gas users nationwide.

"This landmark agreement signifies a bold step forward for South Africa's energy future. At Transnet Pipelines, we are committed to enabling the country's energy transition by investing in critical midstream infrastructure. The Zululand Energy Terminal will be a cornerstone of our strategy to provide cleaner energy solutions while fostering industrial development in the region", said Sibongiseni Khathi, TPL chief executive.

Zululand Energy Terminal is in an advanced stage of its capacity allocation process, with negotiations ongoing with a select group of potential customers.

The request for proposal process, initiated on 23 September 2024, has identified key stakeholders critical to the project's success.

More information about the capacity allocation process is available on the company's website: <https://www.zululandenergyterminal.co.za>

This LNG terminal represents a significant milestone for South Africa, providing the infrastructure necessary to meet growing energy demands, support the energy transition, and stimulate economic growth in KwaZulu-Natal and the broader national economy.

AIR PRODUCTS

SUPPLYING INDUSTRIAL AND SPECIALTY GAS PRODUCTS TO THE SOUTHERN AFRICAN REGION

www.airproducts.co.za

THE NEXT GENERATION

Internships, Skills & Development Programmes

AES: Steaming ahead with boiler skills development



EXPERT steam and boiler operations and maintenance service provider AES is very focused on safety, quality, technology advancement and the development of human capital. As such, the company invests heavily in training and the promotion of talented people on an equal opportunity basis into the industrial operations environment.

“Essentially, retaining skilled people is the main mechanism through which we deliver value to our clients. For this reason – and notwithstanding ensuring that all the right systems and technology are in place – it is ultimately our human resources which make a significant daily difference on site,” says Dennis Williams, AES commercial director.

Further to this, throughout manufacturing and in many vertical industry sectors, boiler operators are typically in short supply – and different skills are needed for specific boiler technologies.

Specific skills for boiler technologies

Less intervention is required for gas- or liquid fuel-fired boilers, as the fuel has

a very narrow range of specification variability. However, using coal or biomass as a fuel source is a completely different scenario, Williams emphasises: “That is because one is dealing with a non-uniform fuel. One minute, moisture is low and particle size is large. The next, moisture is high and particle size is smaller. Even with modern boiler control systems, manual interventions that go beyond an automated fuel feed system are required.”

Operators must ensure that, after delivery, fuel is moved to a bunker, that the fuel transfer system, whether it is a coal screw or a conveyor, is constantly loaded – and that there are no interruptions on transfer to the boiler. Operators must also see that fuel gets into the hopper, that there is no bridging in the hopper and that it reaches the furnace for combustion.

However, the real skill kicks in when optimising operations, and Williams notes that tweaks are necessary: “Operators must continually check operating parameters visually and with instrumentation, ensuring that combustion is opti-

mised and thus ensuring steam pressure is maintained efficiently.”

Automatic settings cannot always ensure optimal boiler efficiency, especially in response to rapid changes in steam demand. “However, a skilled operator knows when to alter the bed depth, adjust the furnace draught or whether the distribution of air throughout the furnace needs to be adjusted,” Williams adds.

Developing capacity from within

He says that AES focuses on developing capacity from within, by selecting employees with the right attributes to be good boiler operators.

Exceptional employees become ‘float operators’, moving from site to site – operating different boilers and even becoming training officers, sharing both theoretical and practical knowledge across the business.

“Typically, we use boiler operator assistants to help our operators on site – with a view to elevating them to become boiler operators – in-training. When an opportunity arises, they can then be promoted. That way, we have a constant flow of semi-skilled and skilled boiler staff being developed across our many operational sites.”

Boosting boiler operations

AES has a strong skills pool, and an advanced, in-depth knowledge of most boiler configurations.

“There are common principles when it comes to control systems, operation, thermodynamics and effective combustion principles. We therefore ensure that our management team – as well as our operations and maintenance teams – are up to speed with these, and with new boiler technology,” says Williams.

For more: <https://www.aes-africa.com/>

EQ and the journey towards effective leadership - Kisima Psychological Services

By Phyllis Ndlovu, founder and CEO of Kisima Psychological Services.

ONE of the reasons why many leaders in South Africa, and globally, do not have healthy or adequate emotional intelligence is that more often than not, people get promoted into leadership positions because they are good at what they do or are subject matter experts, and not because they have proven leadership skills. So, engineers become operational directors, or accountants become financial directors. Many have to learn leadership skills on the job and emotional intelligence does not necessarily come naturally to them.

Ultimately, leadership is about being a custodian of different elements of an organisation: people, processes and performance, as well as stakeholder relationships. Those without adequate emotional intelligence can compromise the quality of how the organisational ecosystem functions.

Self-regulation for healthy work environments

In the corporate world, emotional intelligence refers to a leader’s ability to self-manage and self-regulate so that they can promote a constructive work environment. When leaders do not adequately manage

their responses to the people or occurrences that trigger them, they can have an adverse impact on their corporate environments. For example, if leaders are triggered by people who over-explain things, but are not aware of this, the way they respond to the over-explainers may not be in a measured or sustainable way and this could undermine the health of those relationships.

Humanising self and others

If leaders are going to navigate different elements of the organisation effectively, they have to show up in a manner that demonstrates they are worthy of their custodianship role. This means they have to engage in a balanced way and create enabling operational environments. As neuroscience shows, such engagement will enable teams to feel humanised and, in turn, those teams will feel invested in shared outcomes and therefore travel more effectively with their leaders.

Leaders with adequate emotional intelligence are also able to make decisions without being clouded by emotion. Corporate environments today are characterised by several competing priorities: everything is due today and people are under constant pressure. It is an acquired skill to recognise the pressure and ask yourself: how do I optimise my decision-making capacity, even when I am constantly under pressure?

Tools for developing emotional intelligence

The starting point for leaders to develop their emotional intelligence is by becoming more self-aware and cognisant of the impact they have on their colleagues.

Self-reflection – generally speaking, we are not socialised to pause and reflect as a society, especially in the corporate world.

Accountability partners – leaders should consider identifying an accountability partner to check in with regularly.

Focus on what you can control – often when we are under pressure, we tend to focus on everything that needs our attention in an attempt to adequately crisis manage.

Leaders should choose the priorities they have full autonomy over and focus on those. In this way, they create efficiencies for themselves and those around them.

We all have finite units of neural energy per day, which is distributed across all of our physical and mental activities, as well as our decision-making capacity and the choices we make.

Setting the tone for others to show up

When leaders adopt some of the above practices and model emotional intelligence for their teams, they set the tone for others to show up, to be invested in their mutual outcomes and, ultimately, emulate the behaviour of their leader.

IN THE NEXT ISSUE:

- Building & Construction
- Capital Equipment: Plant, Machinery & Construction Equipment
- Civil Engineering infrastructure & development
- Clothing, Textiles, Footwear, and Leather Manufacturing
- Corrosion Control: Prevention, Abrasion & Protection
- Fishing Industry
- Flooring, Handrailing & Walkway Solutions
- Heavy Lifting: Lifting & Rigging Equipment
- Injection Mouldings
- Packaging Materials: Plastics, Metal, Glass, Cardboard, Sustainability
- Petrochemicals Oil & Gas Resources:
- Production, Processing, Engineering Solutions & Value Chain
- Property Development
- Recycling & Waste Management: Circular Economy – Zero to Landfill
- Surface Mining Quarries & Minerals Processing

To secure your marketing campaign -

Email: sales@cbn.co.za

Booking Deadline: 24 May 2025

To enquire about press release submission -

Email: editor@cbn.co.za

Submission Deadline: 29 May 2025

CAPE Business News

Chairman:

Rudi Leitner

rudi.leitner@hyopenica.com

Publisher:

Robin Dunbar

robin.dunbar@cbn.co.za

Editor:

Larry Claasen

Production Manager:

Elise Jacobs

elise.jacobs@cbn.co.za

Sales & Marketing Director:

Robin Dunbar

robin.dunbar@cbn.co.za

Sales Team:

Heather Ferreira

heather.ferreira@cbn.co.za

Shaun Austin

shaun.austin@cbn.co.za

Client Liaison Officer:

Nyameka

Cape Business News Enquiries

sales@cbn.co.za

Cape Business News has taken all reasonable care to ensure that the information contained in this publication is accurate on the stated date of publication. It is possible that the information may be out of date, incomplete or the opinion of the author. It is therefore advisable that you verify any information before relying on it. Cape Business News accepts no responsibility for the consequences of error, or for any loss or damage suffered by users of any of the information and material contained in this publication.

Materials published in this newspaper are subject to copyright and other proprietary rights.

Securing Africa's energy future starts at home - finding a local solution to a global challenge

By Mervyn Naidoo, CEO of ACTOM

AFRICA's energy demands are surging, driven by rapid population growth and industrial expansion.

Industries are now frantically seeking reliable and affordable power alternatives to run their operations but the current reliance on imported solar technology, from panels, to inverters and batteries, leaves the continent vulnerable.

Repairs are delayed, components become scarce, and the whole system falters when global supply chains hit a snag. It's a fragile setup, plain and simple, and one that Africa can't afford to rely on. Which is why the prospect of building inverters and lithium batteries locally, designed for South Africa's specific needs, is so incredibly promising.

In stimulating domestic production, industries can tackle the twin challenges of increasingly erratic grid access and spiralling energy costs. This is, however, no longer just a golden opportunity, but rather a vital necessity if the continent is to meet its ever-expanding energy needs.

Making a compelling case for localisation

South Africa, a microcosm of the continent's energy struggles, illustrates the point perfectly. The nation's battle with load shedding, a direct consequence of Eskom's inability to keep pace with demand, spurred a phenomenal up-tick in solar adoption.

Roof-top installations now account for an estimated six gigawatts alone, contributing to

a total solar capacity of around nine gigawatts including concentrated solar power.

This trend is not driven by load shedding alone, as municipal infrastructure delays, leading to extended outages dragging on for days, has heightened the need for independent power solutions. In the first 50 days of this year, some industrial areas endured as many as 20 to 30 days without electricity, highlighting the sheer scale of the crisis.

The global context adds a further layer of complexity. The world is pushing a renewable energy agenda, driven by the need to address climate change and decarbonisation. This, in turn, has created a giant surge in demand for components, from solar panels and batteries through to high-voltage transmission equipment. This surge in worldwide demand has saturated supply chains, causing extended lead times, with large transformer lead times in Europe exceeding three years.

Finding strategic advantage in microgrids and domestic manufacturing

Against this backdrop, localised manufacturing of inverters and lithium battery solutions becomes unavoidable. South Africa's rising electricity tariffs, increasing at an alarming rate, make off-grid solutions more commercially viable.

The cost of a standalone solar and battery system is becoming competitive with municipal tariffs, which can create the demand and economies of scale necessary to localise production – and the benefits are not just restricted to costs.

Localising component manufacturing can create jobs, expand the economically active population and generate tax revenue - all of which stimulates economic growth and reduces the state's social burden. This approach would align with national commitments to address unemployment and equality.

Electrification will fuel local industries, enable small-scale manufacturing, cold storage for agriculture and, most importantly, provide access to digital education. This is the true catalyst for economic activity that will transform previously marginalised areas into vibrant hubs. Critically, in deploying localised systems, Africa can incrementally, but significantly, boost its overall generation capacity, correcting the balance from dependency to self-sufficiency in a manner that drives genuine, sustainable development across the continent.

Building Africa's energy independence - feasibility and benefits

Setting up a fully localised supply chain will require careful assessment. However, inter-continental trade within Africa remains low - below 20%. As such, the African Continental Free Trade Area (AfCFTA) can be instrumental in achieving the economies of scale necessary for large-scale manufacturing.

By 2050, Africa's population is expected to exceed 1.5 billion people, which presents a massive market. Drawing on the continent's abundance of raw materials such as copper, lithium and iron ore, it is possible to establish regional industrial hubs for the purpose of localising production for the entire continent.



Taking steps toward a sustainable energy future

The economic and technological advantages of a domestic renewable energy industry are significant. Increased employment and tax revenue stimulate economic growth, while technology transfer strengthens local capabilities and enables innovation.

Making a shift toward localised and decentralised energy solutions is one of the clearest ways to contribute to a more sustainable and energy-independent future for Africa, by reducing reliance on external sources to ensure long-term energy security.

In this light, the development of localised energy solutions is not an opportunity, but a necessity.

The agricultural sector can overcome the impact of potential AGOA exit

By Meluleki Nzimande & Megan Jarvis, Partners at Webber Wentzel

THE hostile disposition of US President Donald Trump towards South Africa raises serious concerns about the possible exclusion of South Africa as a beneficiary of the African Growth and Opportunity Act (AGOA) which is set for renewal in 2025.

With South Africa consistently ranking as the top AGOA user, as well as the number one African agricultural exporter under AGOA, we look at the possible ramifications for agriculture.

A law implemented in 2000 by the US, AGOA, establishes a unilateral trade preference programme, allowing certain exports from South Africa and many other eligible sub-Saharan African countries to enter the US market, duty-free.

Impact of a potential AGOA loss

A November 2023 report published by the Brookings Institution, a non-profit organisation based in the US, detailed the potential impact of an AGOA exit for South Africa.

The report found that the impact of a loss of preferential market access under AGOA on exports and gross domestic product (GDP) would be small.

Their model estimated that, at worst,

South Africa's total exports to the US would fall by about 2,7%, with the biggest losses felt by the food and beverages, the transport equipment, and the fruit and vegetable sectors. Yet, in total, a loss of AGOA benefits would lead to a GDP decline of just 0,06%, the paper argued. Agriculture would constitute just a percentage of that.

Nonetheless, whilst the impact as a percentage of total GDP might not be excruciatingly large, it would affect provinces where agricultural exports are a prominent source of income. The Western Cape is by far the province that benefits most from AGOA trade, according to figures from the National Agricultural Marketing Council (NAMC). Between 2018 and 2022, the Western Cape accounted for 49% of South Africa's overall agricultural exports to the US in terms of value.

Potential scenarios

We see three potential scenarios with regards to the future of AGOA. The viability of these scenarios is seriously challenged by the imposition of a 30% "liberation day" tariffs against all South African imports into the US effective 5 April 2025 and the 25% imposed earlier in respect of automotive vehicles.

South Africa loses the preferential treatment that it currently qualifies for under AGOA, and its goods are traded with the

US in the same way as those of any other country outside of the AGOA agreement. If our goods are then not as competitive as those of other suppliers to the US market, then we can expect a decline in the volume of our exports to the US.

The US importer and the South African supplier absorb the duty, and the US consumer continues to benefit from good prices. Both the South African supplier and the US importer will be less profitable, but trade will continue bar the impact of liberation day tariffs.

The full duty and its inflationary effect is passed onto the US consumer. Trade continues, and the South African producer and US importer remain profitable. Yet they will lose a share of the US market. With the imposition of liberation day tariffs, this option seems unviable.

Exploring other markets

With preferential market access in the US ending, South African suppliers must examine opportunities in similar markets around the world – namely, Canada (which, like the US, is in North America), the European Union (EU) and the UK. South Africa has economic partnership agreements with the EU as well as with the UK, which both provide a large range of our goods preferential market access.

On our continent, most of our agricul-



tural and other exports are value-added goods. It is therefore advisable to increase our trade with other African countries to maximise the net positive economic impact.

Here, we can leverage regional agreements such as the SADC Protocol on Trade as well as the Agreement Establishing the African Continental Free Trade Area (AfCFTA), enabling us to trade on preferential terms with other African states.

Additionally with Johannesburg set to host the upcoming G20 Summit in November, we could leverage the Business 20 (B20), the official G20 dialogue forum with the global business community, potentially accessing new markets.



fastenright
Your Stainless Steel Bolt and Nut Experts

Precision. Performance. Protection.

CONTACT US
t: 021 534 9095
f: 021 534 5997
sales@fastenright.co.za
www.fastenright.co.za

VISIT US
27 Mail Street
Western Province Park
Epping



best service | competitive price | high stock availability

Stainless Steel Security Fasteners