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Study for solar PV.

Nothing cheesy



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Pumping 70 000t/year.

Innovative lift



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In the middle of
nowhere.

Cape property in good shape



SOUTH AFRICA might have slipped into a technical recession, but Western Cape property companies are still churning robust returns and appear determined to continue investing in local real estate.

Spear REIT, which could be seen as a barometer for the Western Cape property sector, remains on target to achieve its profit targets for the 2019 financial year.

In the half-year to end August Spear – which only holds Western Cape-based properties – hiked its interim dividend a sprightly 6.5%

Spear directors said despite increasingly tougher trading conditions in the hospitality sector – which has underperformed the rest of the portfolio – distributable income targets were achieved.

They said positive rental reversion on lease renewals and re-lets had been key contributors to the financial results for the interim period.

Vacancy rates across Spear's portfolio reduced to 1.12% (last year: 1.95%).

Spear's top ten properties – valued at R2.3bn – are Mega Park (Bellville), 2 Long Street (Cape Town), Sable Square Shopping Centre (Milnerton), 15 on Orange (Cape Town), UES DoubleTree by Hilton (Woodstock),

MWEB Head Office (Bellville), 1 Waterhouse Place (Century City), Blackheath Park (Blackheath), Old Mutual Private

Wealth (Century City) and Blackheath Warehouse (Blackheath).

Spear's divisional review makes for fascinating reading.

Spear CEO Quinton Rossi said the industrial portfolio traded robustly through tough economic conditions currently experienced in the market.

He said management's hands-on asset management approach had paid dividends – resulting in satisfactory tenant retention and renewal rates.

Spear's industrial portfolio specialises in a diversified industrial offering situated in well-established industrial nodes, and comprising of mini, mid-size and large industrial units.

Rossi said there were no major tenant movements – disclosing that occupancy at 193 690 m² industrial portfolio was at 100% at the end of August. "It remains well poised to continue to perform in line with management's guidance."

Rossi said the commercial sector had not been immune to the tough trading conditions with a 2.37% office vacancy (roughly 2 662m² of gross lettable area).

He said office sector lease renewals continued to be concluded with positive rental reversions achieved in the majority of renewals with a near 10% rental rate reversion.

"Excellent progress has been made on the letting of the office additions at Sable Square with 2 638m² of the 3 100m² of ad-

ditions having been let at or in excess of the R125/m² level."

Rossi said only 480m² of office vacancy remained at Sable Square, which was currently under negotiation.

He said the bulk of commercial vacancies are attributable to the office space at No. 2 Long Street in central Cape Town – roughly around 2 000m². But Rossi said the letting of the offices at No. 2 Long Street had gained momentum with a number of new lease agreements being close to concluded.

He stressed management was mindful that the commercial office sector could be negatively impacted as tenants looked to cut staff costs, optimise space and reduce overheads. This could lead to a sharp increase in office vacancies across the real estate sector in the coming months.

Spear's small retail portfolio comprises two convenience retail centres in the Century City and Northern suburbs market.

Rossi said that 44% (15 259m²) of retail gross lettable area was occupied by national retail tenants. "Management has been gratified at the positive performance of its retail assets amid tough trading conditions during the reporting period with key retail tenants showing positive growth in store revenue and footfall."

Continued on P2

Another house for CHOC



TO mark Childhood Cancer Awareness month the Clover Nutrikids brand made a significant donation to the CHOC Childhood Cancer Foundation when it handed over the keys to a newly renovated six bedroom property in Lyttleton, Pretoria, close to the Unitas Hospital.

CHOC is the only organisation in South Africa that provides comprehensive countrywide support for children with cancer, life-threatening blood disorders and their families. The foundation, established in 1979 by parents of children with cancer relies on corporate sponsors like Clover and donations from groups or individuals wanting to make a difference in the lives of children with cancer.

"We have been working closely with CHOC in various guises over the years, having facilitated properties across South Africa exclusively for CHOC – this house being the fifth in an on-going partnership," says Clover's Brand Group Manager Edith Molepo. "The tie in with our Clover Nutrikids brand was a natural for us, as a brand aimed at toddlers and young children that prides itself on providing healthy nutrition to kids and building healthy development."

"We have invested close to R2 million into this house which has undergone major renovations to ensure that each area of the house provides maximum benefit to the kids as well as the CHOC employees who are vital to the children's recovery," she says.

Continued on P2



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AYO grabs SIZWE

AMBITIOUS Cape Town-based technology conglomerate AYO has signalled its deal-making determination by acquiring a 55% stake in Sizwe Africa IT Group for R165 million.

The Sizwe deal will see AYO, which listed on the JSE late last year after raising more than R4 billion in fresh capital – more than doubling its revenues.

Sizwe is a well-established technology player that earns a slug of annuity income from a broad base of blue chip private customers and public sector customers.

AYO disclosed that Sizwe was expected to generate around R75

million in cash flows in the year to end June this year.

AYO anticipated that its investment into Sizwe will have a 'pay-back' period of three to five years on moderate forecasts. Sizwe is estimated to generate over R1 billion in annual revenue with services that include a spectrum of physical infrastructure, metro and long distance optic fibre, facility management, continuous energy supply, networking and security. The company also specialises in hosting, storage server processing, mobility, data centre and end-user computing.

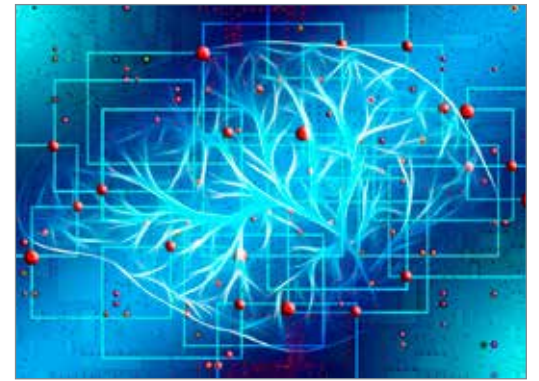
Some of Sizwe's clients include Cell C,

Exxaro, FIBRECO, Metrofibre Network, Vodacom, Barloworld, Liquid Telecom South Africa and ACSA.

Various state departments – including the Western Cape Education Department, The Departments of Agriculture, Forestry and Fisheries and the Gauteng Provincial Government – are also listed as Sizwe clients.

AYO acting CEO Naahied Gamielidien said Sizwe's business model directly complemented AYO's, and would facilitate growth prospects.

"The acquisition of 55% equity in Sizwe is another indication of how our ambition to realise the goals and objectives that we have



set out in our strategy, are coming to fruition."

Interestingly, AYO has also welcomed government's decision to auction early next year badges of radio frequencies as well as the licensing of spectrum in the 700MHz, 800MHz and 2.6GHz bands, early next year.

AYO confirmed it will bid for the spectrum – indicating that it would enter into partnerships with existing global multinational partners for this process.

Part of the process will see AYO inviting smaller black small, medium and micro enterprises (SMMEs) in the information and communications tech-

nology (ICT) sector and telecommunications sector to partner with it in the auction for these licenses.

AYO will also invite black ICT companies who want to form part of the consortium for the radio frequencies – but who also want to utilise the radio frequencies for their businesses.

AYO chairman Wallace Mgoqi said the group was currently building up a substantial business in data and artificial intelligence for Africa.

He said AYO would utilise some of the capital which it raised on its listing on the JSE last year to strategically bid for these licence opportunities.

Another house for CHOC

Continued from P1

"CHOC does a lot of incredible work to support brave children and their families while they battle cancer through often very difficult journeys," says

Edith. "Through this donation we're confident that we've made a significant change to these children's lives.

"CHOC is all about keeping hope alive and

it is this very premise on which we've based this gift.

Throughout this project, the theme of hope has been a central motivator," she says.

Cape property in good shape

Continued from P1

He said Spear would remain focused on the acquisition of convenience retail assets, given their defensive nature in showing constant footfall and turnover during good and tough trading conditions in the market.

Rossi disclosed that the total retail portfolio (34 795m²) occupancy was at 96.45% at the end of the interim period.

Spear's residential

portfolio showed 100% occupancy rates – although this niche only represents around 2% Spear's total gross lettable area.

Rossi reminded that Spear's intention was to increase residential holdings to closer to 15% of gross lettable area and 12% of total portfolio value in the medium term.

He said this would be achieved by the development of around

200 residential units at Sable Square and 200 residential units in Paarden Eiland.

The biggest test for Spear in the interim period came in the hospitality sector – where the 15 on Orange and UES DoubleTree by Hilton hotels are the flagship properties.

Rossi said the current performance of the domestic economy and environmental impact continued to pres-

ent challenges to the hospitality sector with transient and group business being severely impacted by the drought experienced in the Western Cape.

He said the hospitality sector over the reporting period had continued to operate under extremely tough trading conditions. "The drought in the Western Cape has been broken and a strong focus now is

to rebuild hospitality occupancies and room rates as a key recovery metric to the overall hospitality sector."

Rossi said the pace at which the recovery of the hospitality sector would take place remained uncertain due to the shift in interest by dominant markets to other destinations during this time.

"At best, management is of the opinion that some green shoots on the recovery path have already started to show. However, meaningful recoveries will most likely only start to emerge towards the start of 2019."

He said the hospitality portfolio (28 153m²) occupancy was at 98.87% at the end of

the interim reporting period.

Rossi said management has embarked on key enhancements to the pool area, food and beverage areas and conference areas at 15 on Orange, and allocated R44 million as capital expenditure on the property.

In other encouraging news, property giant Growthpoint reported recently that it earned distributable finance income of R592 million in financial 2018 from its 50% share in the V&A Waterfront (compared with R524 million in 2017).

The group said its 50% development and capital expenditure at the V&A amounted to R295 million.

Growthpoint's share

of the V&A's commitments outstanding at the 2018 financial year end amounted to R110.2 million (R220.3 million).

The largest include the Cruise Liner Terminal at R63.6 million, Dock Road Junction at R27.6 million and Battery Parkade at R13.4 million.

In other investments, small Cape Town-based real estate group Fairvest spent R28 million on the Shoprite extension and redevelopment at the Macassar Shopping Centre, while Equites started a new speculative development in Bellville South for a warehouse on a 10.1 ha site for R55 million (due for completion next April).



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It has been a flawed period recently for Parow-based diamond miner Trans Hex Group.

Things clearly are not getting any easier with news that Trans Hex – jointly controlled by retail tycoon Christo Wiese and investment company RECM & Calibre – has put its Parow headquarters in Voortrekker Road up for sale for R28.5 million.

Trans hex has used the property as a head office for nearly three decades.

Trans Hex said the sale would provide additional capital to fund working capital requirements or future operational growth.

Beefing up Burger King

CAPE TOWN-based empowerment icon Grand Parade Investments (GPI) is still battling to establish profitable flavour in its fast food division.

But the group's determination to grow the food segment remains undiminished – albeit with a change in the key ingredients.

GPI's food segment recipe depends heavily on the rapid roll out of the Burger King franchise with the appetite for establishing coffee and confectionary brand Dunkin (formerly Dunkin Donuts) and ice cream specialist Baskin-Robbins seemingly waning.

In the financial year to end June GPI managed to open another 19 Burger King restaurants and further openings after year end has seen the store base shifting closer to 90 corporate owned stores.

That is already a formidable footprint with indications that a new forecourt venture with a well know oil giant could see the store roll-out accelerating further in the months ahead.

By contrast only five stores were rolled out for Dunkin Donuts and only one store for Baskin Robbins (bringing total stores to 11 and five respectively). Pressure from disgruntled shareholders in GPI looks likely to halt further expansion in Dunkin and Baskin-Robbins – and there seems a possibility these brands could be sold off in the near term.

Clearly much depends on Burger King cooking up some sumptuous profits in the financial year ahead.

In the year to June, however, things did not pan out quite as envisaged.

A continued decline in consumer spending (as a technical recession took hold), the VAT increase, Sugar Tax, water levies in the Western Cape, a substantial increase in the price of beef and increases in the fuel price - all hindered Burger King's profit push.

GPI chairman Hassen Adams said while Burger King's gross margin was dramatically affected by the abovementioned headwinds, it successfully maintained steady growth by reducing cost of sales as a result of economies of scale through store growth. He said Burger King also improved gross margin by renegotiating bulk discounts.

There were some other encouraging signs at Burger King – most notably that the average monthly restaurant revenues

(ARS) increased by 5% from R0.865 million last year to R0.911 million this year.

Adams said this was largely as a result of positive restaurant comparative sales of 3.45% (2017: 1.82%) and a proportional increase in revenue from Burger King's 'Drive Thru' sites opened towards the end of the 2017 financial year.

Burger King's total revenue for the year increased by 22.19% to R756 million.

Adams said Burger King continued to focus on market share growth by actively managing the menu pricing architecture to increase traffic through the stores.

He disclosed that a total of 15.6 million customers were served compared to 13.3 million in the previous year.

Unfortunately the increase in revenue

was however offset by higher than anticipated food cost increases, the new VAT rate and the sugar tax.

Adams said this translated into a decrease in the restaurant EBITDA margin from 9% in the prior year to 6.6% in the current year.

He stressed that Burger King's operating profits before tax more than doubled to almost R23 million.

He bottom line, though, showed Burger King still almost R30 million in the red – although this is a marked improvement on the R41m loss seen in financial 2017.

Adams, however, believed Burger King was positioned to become one of the biggest QSR (quick service restaurant) brands in Southern Africa "with rapid roll-out of new stores in anticipation of the economy coming out



of this recessionary period soon".

He added that the growth of Burger King enabled extensive vertical integration opportunities especially for GPI's meat plant and its catering equipment company Mac Brothers.

Indications are already that the meat plant has turned cash flow positive, and there is an expectation that this venture will help fatten margins at Burger King considerably in

the years ahead.

The long term growth story at Burger King is that GPI believes 160 stores can be opened in South Africa before saturation point is reached.

Indications are that Burger King management are hopeful of fattening gross margins to 58% in the medium term, which could mean a significantly profitable brand if the local economy is dragged out of the ditch.

Accurate wind measurement



DELTA OHM, part of the GHM Messtechnik Group of Companies, has recently launched a range of anemometers that offer a wind speed measurement of a superior accuracy and that are particularly suited for installation in photo voltaic (PV) and wind turbine farms as well as in other environmental and renewable energy applications.

"Accurate wind measurement coupled with ease of installation and low maintenance are some of the key features of Delta OHM's anemometers" commented Jan Grobler,

Managing Director of GHM Messtechnik South Africa. "In a country such as South Africa where the focus on renewable energies as a source of energy for the future, the monitoring of environmental factors and influences on the performance of these installations is a critical part of their success and long-term benefit" said Grobler.

Two Axis Ultrasonic Anemometers

Delta OHM's HD52.3D two axis ultrasonic anemometers are used for the

measurement of wind speed and direction: the U-V Cartesian components of wind speed; relative humidity and temperature, diffuse solar radiation and barometric pressure and come equipped with a compass. The range also offers two analogical outputs both for wind speed and for direction.

The absence of moving parts reduces maintenance and the HD52.3D has a high sensitivity for detecting very low speeds which are not detectable using traditional methods. Suitable for remote sites due to the low power of the instrument it can be powered from solar panels and battery power. It has a heating option 'R' that prevents accumulation of snow or ice from forming ensuring accurate measurement is obtained in all environmental conditions. MODBUS-RTU allows instrument networking.

Three Axis Ultrasonic Anemometer

The Delta OHM HD

2003 and HD 2003.1 three axis ultrasonic anemometers measure the speed and direction of wind, the U-V Cartesian components of speed, sound speed and sonic temperature, with the HD2001 also detecting temperature and relative humidity of the air and barometric pressure.

Grobler said "The three axis ultrasonic anemometer has additional instrumentation features such as self-diagnosis with error checking and reporting and algorithmic raw data processing and validation, assuring an approximate 1% precision to anemometric quantities making it a finely tuned and highly accurate anemometer".

Other features include:

- five analogue voltage or current outputs with different measuring ranges
- up to 12 further analogue or current or voltage outputs with differing measurement ranges
- four serial commu-

nication interfaces: RS232, RS422, Multidrop RS485 and AoXnd

- Configurable output rate of digital output data string
- Reliability and precision on whole measuring range thereby eliminating additional calibration requirements

Both three-axis ultrasonic anemometer ranges also have low power consumption, low maintenance high-speed configurable periods for all output quantities.

"The Delta OHM ultrasonic anemometers ensure that energy and solar power generating farms as well as other activities such as weather stations and environmental monitoring activities receive the most accurate measurement possible. In such precision driven industries measurement is the word, and high precision accurate measurement is key to the success of South Africa's renewable and environmental strategies" concluded Grobler.

Raising Clanwilliam Dam wall - no effect on the N7

THE Clanwilliam Dam wall is being raised by 13m, increasing the capacity of the dam by 70 million cubic metres, effectively making it easier for farmers below the wall to survive a future drought. Work on the project started this week with the official SOD turning ceremony and follows on a realignment of the N7 some two years ago.

The raising of the dam wall would have resulted in the flooding of a portion of the N7 – the major highway linking Cape Town with Namibia via the Northern Cape. This would have meant that the portion of the N7 which is close to the dam would have to be closed during periods when the enlarged dam is at full capacity.

"In order to avoid this, approximately four kilometres of the N7 was proactively realigned and on completion of the dam wall, traffic flow will not be affected," said Randall Cable, SANRAL's Western Regional Manager.

The topography around the location of the dam is generally rolling to mountainous, with valleys where watercourses drain into the dam area.

The scope of the re-alignment included the re-routing of the N7 for about 5 km with major fill sections and cuttings through rock; the construction of temporary underpasses and a detour road adjacent to the N7, close to the dam; the construction of new rest areas to provide safe viewpoints of the dam for road users and the structural strengthening-of the Graafwater bridge; the upgrading of the interchange at the turn-off to the TR 55 secondary road; and the construction of a 2.4 km access road to the new dam wall for dam construction purposes.

The dam is on the Ollifants River. It was established in 1935 and the dam wall was first raised in 1964. The main purpose of the dam is to irrigate the agricultural region downstream of the dam.

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Growing lightly

THE Polystyrene Association of SA recently invited officials representing the City of Cape Town, Drakenstein Municipality, JG Afrika and GreenCape on a factory tour to experience first-hand how post-consumer polystyrene collected from local metros, is recycled into lightweight concrete bricks and screed.

According to Adri Spangenberg, CEO of the Polystyrene Association of SA, more than 2 000 tons of expanded polystyrene gets recycled annually in South Africa for use in building and construction applications such as the lightweight concrete bricks.

"We began supporting lightweight concrete projects in 2012. Over the past six years, the market for this application has seen a tremendous amount of growth and has helped us to grow our recycling efforts exponentially," Adri says.

Owing to the fact that building with lightweight concrete bricks results in considerable savings when it comes



Sedick Samsodien explains to the guests attending the factory tour how the mountains of post-consumer and post-recycled polystyrene visible in the background are collected and recycled into the Greenlite lightweight concrete bricks and screed used to build shopping malls, architectural homes and low-cost housing.

to manpower, labour, material and time, municipalities are recognizing this as a good option to help solve both the housing and waste crises in their areas.

Whilst initially the cost for a lightweight concrete brick made from recycled polystyrene initially works out the same as for a normal cement brick, developers are able to enjoy significant savings in that it weighs less than half of a con-

ventional brick, has an SABS fire rating and offers excellent insulation against sound and temperature. Furthermore, it takes one day to build a 42 m² home, compared to 3 days when building with conventional bricks. Lightweight bricks also don't absorb water, meaning that there is no mould and therefore make it a healthier option.

According to Adri, they are currently in talks with various municipalities in the West-

ern and Southern Cape about the possibility of building the first Municipal Polystyrene Recycling Hubs. These hubs will be strategically placed in areas to collect post-consumer and post-industrial polystyrene from surrounding areas, with the object of recycling this material for supply to the various end-markets, such as lightweight concrete bricks, picture frames, cornices, seedling trays etc.

"The role-players and decision makers who attended the factory tour showed a great deal of enthusiasm and agreed that this application shows a great deal of potential. Polystyrene recycling is able to become an important solution for job creation, housing and waste management and recycling in South Africa, but is going to require teamwork and industry support to raise awareness about polystyrene recycling and ensuring access to this valuable resource from our country's waste streams," Adri concluded.

No cash – no car

SAMBRA, the South African Motor Body Repair Association, a national body representing almost 1 000 motor body repair businesses across South Africa and accounting for over 80% of all insured repair claims in the country, has issued an urgent alert to its members regarding outstanding payment from Nzalo Insurance for repair work authorised and completed.

Richard Green, National Director of SAMBRA, says some of the payments have been outstanding since May. "This has left us in the unenviable position of having undertaken over R2 million worth of work on assets to date based on an agreed authorisation and the accompanying assurance from various brokers and intermediaries that this would be settled by Nzalo."

From reported news, it appears Nzalo Insurance was acquired by Vele Investments, VBS Mutual Bank's alleged main shareholder and, as reported widely in

the media, VBS Mutual Bank is now under curatorship and a liquidation order has been granted by the Gauteng High Court on 1 August for Vele Investments. Green says they have received no communication regarding the status of Nzalo Insurance and have sent an urgent communication to Petros Chimanga, the managing executive of Nzalo.

He says that legally SAMBRA is within its rights to retain or return and retain if already released, any vehicle if the customer or their insurer fails to make payment on the due date for services rendered. "The customer will then be liable for any outstanding invoices as well as for costs associated with storage and administration. "It is not an ideal situation for either party and we are urgently seeking direction from the Financial Sector Conduct Authority (FSCA)," says Green.

He says it is clear that SAMBRA must

take the necessary action to protect the interests of its members from potential fiscal losses. Should the regulatory authorities not provide members with assurances in this regard, SAMBRA would have no choice but to invoke its members' rights to retain client vehicles until full payment for all services rendered are settled in full. "Such practices are common within the vehicle repair sector. In the motor body repair industry however work is completed first based on trust-based agreements when a repair authorisation is provided by an insurer. This practice can clearly not be allowed to continue without the requisite assurances of payment," concludes Green.

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Helping Hand for Budding Entrepreneurs

ABSA is changing perceptions of the way we think about financial institutions, particularly when it comes to entrepreneur development. Its Shared Growth Strategy is designed to assist emerging small and medium enterprises (SMEs) in South Africa to grow and prosper through various Enterprise Development (ED) initiatives, while adding to shareholder value. These initiatives contribute to the wider national agenda to promote a thriving SME sector that enables economic and social development in the country.

Absa has ring-fenced funds for development finance, with funds being advanced under an Enterprise Development Programme. Access to Non-Financial support is regarded as crucial as of the 80% of SMME's which fail within the first year – 67% fail due to ineffective management and positioning.

There are ten ABSA Entrepreneurship Centres around the country, located in all the major business centres which provide the following interventions:

- Entrepreneurial mind-set development
- Identification of problems and the development of creative solutions to overcome these
- Validation of business ideas
- Development of a viable business concept

Entrepreneurs are empowered with:

- Basic entrepreneurial acumen
- Business tools to develop business understanding
- Financial and business models
- Resources for success
- Pitching skills and a pitch deck

An example of an enterprise development initiative facilitated by Absa's Western Cape enterprise development team is Rise, a fintech innovation hub in Cape Town. The

intention for Rise is to lower the barrier to growth for women entrepreneurs by supporting them with access to a space and community that can help fast-track their personal and professional ambitions via mentorship, access to markets, and access to learning and skills development opportunities. The ultimate objective is to support the power of small businesses and is a perfect example of co-creation for shared growth.

In June this year Rise selected five black women in technology entrepreneurs to participate in an entrepreneurship assistance programme, hosted at the Cape Town facility. The technology sector is an area that requires support in terms of driving diversity and inclusion. The purpose of the initiative is to lower the barrier to growth for women entrepreneurs by supporting them with access to a space and community that can help fast-track their personal and professional ambitions through mentorship, access to markets, and access to learning and skills development opportunities.

The women entrepreneurs were specifically selected for the important role they play in driving economic growth – research has found that women in developing countries are largely prevented from harnessing their full potential due to a lack of funding, regulatory restrictions, lack of training and socio-cultural restrictions. The participating start-ups were selected based on a number of criteria. They had to be early- or seed-stage entrepreneurs with novel and potentially disruptive patented technology. The affordability of their solutions and value to their respective communities were aspects that were also considered. So too were the expected development and growth potential of test products, current clients and business traction.

The chosen entrepreneurs went on an intensive, 12-week boot camp that culminated in a funding pitch to potential investors at Rise.

Following intensive coaching during the boot camp, the five selected founders had an opportunity to attend monthly networking events with tech experts and investors to ensure they were pitch ready.

The following five entrepreneurs were selected to participate:

■ **Lily Brinjal**, founded by Miriam Vallie, is an online store boasting beautiful, locally-produced items by tapping into Cape Town's creative pool of talent. Vallie provides a platform for the public to access these local products.

■ **Boudoir Box** is an online store focused on sourcing locally-produced, luxury, and designer lingerie for the plus-size market. Founded by Tarryn Cardre Abrahams, this unique e-commerce store includes a subscription pamper box.

■ **SintuOnline**, founded by Mpho Kate Sekwele, aims to promote African heritage to a global customer base by providing a platform for African designers and craftspeople to showcase their products. Sekwele focuses primarily on women and, through the site, aims to assist them to scale their businesses.

■ **Rydwith Holdings Security Tech** provides a quick response for people to get out of danger. Founder, Santina Iya, has developed a wearable panic button that allows the user to share their location coordinates to local police, private security and loved ones.

■ **Zedek Fibre Telecomms** is a unique fibre infrastructure provider committed to enabling internet connectivity for all. Catering for both homes and businesses, founder Lizzy Katlego Mabena has a strong focus on schools, hospitals and hard-to-reach communities.



A-OSH EXPO 2019

THE ninth annual A-OSH EXPO, Africa's largest occupational health and safety (OHS) expo, takes place from 14 to 16 May 2019, at Gallagher Convention Centre, Midrand. Here, you will once again find Africa's most comprehensive personal protective equipment (PPE) offerings all under one roof – and much more besides! Securex South Africa 2019, a show with an established 26-year pedigree within the security and fire sectors, runs alongside.

All aspects of safety, security and health at work are brought together at A-OSH Expo, across the spectrum of safety, security, health-at-work, and environmental issues. The show helps to match up the sector's leading product and service providers with Africa's OHS professionals and business leaders, providing a platform for knowledge exchange and relationship building, and bringing delegates and exhibitors alike access to the latest thinking, products, trends and legislation.

Held over three days, A-OSH EXPO features a number of highly popular free-to-attend seminar theatres, which provide in-depth content on critical industry issues.

Sven Smit, portfolio director at Specialised Exhibitions Montgomery, says high-risk work environments in the mining, agriculture, industrial and construction sectors – which have historically played strong roles in the economy down the years – mean that OHS has a strong focus here for the government, business and employees in turn.

He notes, "These sectors have historically had a continuously strong presence at A-OSH EXPO each year, and the show's Personal Protective Equipment (PPE) exhibitors have always been able to showcase the best that is on offer. A-OSH EXPO 2019 has already once again lined up key sponsorship from well-respected PPE companies, Dromex and BBF, and we are very happy to have exhibitors of this calibre committed to next year's show. We further anticipate having additional key exhibitors once more in the working at height sector, as well as fire safety, which of course both feed into the PPE arena in their own ways."

Platinum Sponsor, Dromex is a major player in the supply of technology solutions to personal protective equipment and, together with its international partners which are all

leading industrial players, is active in the fields of textile, chemical, environmental sustainability and research and development.

Gold Sponsor, BBF Safety Group (BBF) is an integrated workplace safety solutions provider that helps customers create safe working environments. The company offers a full portfolio of head-to-toe PPE and workplace safety advisory services that range from auditing to consulting and training.

"Every kind of work exposes its employees to potential dangers, whether they relate to working with machinery, working at height or underground, being exposed to hazardous chemicals or even being subjected to psychological stress. Whether your interest in OHS stems from playing a role in the government or private sector, or whether you are an employee interested in workplace health and safety, we are excited to begin the journey to A-OSH EXPO 2019 and bring you our comprehensive and holistic offering," concludes Smit.

Visitor entrance to A-OSH EXPO 2019 is free, with the 2018 show drawing in more than 3 300 targeted visitors – of whom 76 percent influence purchasing decisions – and with 115 exhibitors. For more information please visit www.aosh.co.za, or contact Specialised Exhibitions Montgomery on +27 11 835-1565.

THE rapid opening and closing action of high-speed doors from Maxiflex help to keep birds out of facilities like factories and warehouses, consequently saving end-users substantial costs as well as reducing health risks and increasing productivity by promoting a safer and more comfortable working environment.

Any large production, processing or storage facility normally has loading docks or large entry and exit points that provide the perfect portals for the escape of internally controlled hot or cold air and the admission of wind, dust, insects and birds. "Our high-speed doors form a barrier that separates the internal and external environment," says Maxiflex Managing Director, Bram Janssen.

The problem of birds nesting inside large facilities presents a huge challenge for most industries and in particular food plant operators. Janssen explains that birds can cause a number of very costly problems: "Bird droppings which harbour over 40 types of parasites fall from the rafters contaminating surfaces, equipment and food-stuffs being produced, processed and/or stored. Due to the acidic nature of bird droppings it can eat through soft metals, paint, and roofing materials. Bird feathers can also clog coolers compromising their effectiveness and finally, bird nests can present a fire risk by blocking exhaust vents and chimneys. Employees are also

at risk from slipping on bird droppings."

Since the outbreak of the highly pathogenic avian influenza in poultry (bird flu) in South Africa in June 2017, the virus has been detected in Mpumalanga, Gauteng and Western Cape and according to the National Institute for Communicable Diseases, the outbreak is ongoing.

Infected birds shed the virus in their droppings or their mucous and contact through inhalation or direct contact with mucous membranes may lead to infection. Infection in humans can present as mild, flu-like symptoms but more se-

vere infections can lead to pneumonia, acute respiratory distress syndrome and multi-organ failure. Says Janssen "Our high-speed doors from the ASSA ABLOY Entrance Systems stable of automated door products offer an efficient and effective solution to bird infestation by helping to prevent birds from entering the facility."

According to Janssen, the secret lies in the operating speed of the doors. "The range of high-performance doors can open at speeds over 2,5m/s and, with an impressive opening speed of 1m/s, the latest high-speed addition to ASSA

ABLOY Entrance System's range of overhead sectional doors boasts an operational speed four times faster than standard counterparts. In addition to reducing the risk of bird infestations these new high-speed sectional doors can reduce energy expenses by 12% compared to the standard panel sectional door as shown by independent tests." The comprehensive range of high-speed doors available with rigid or flexible curtains from Maxiflex are suited for cold storage / freezer applications, process applications, cleanrooms as well as materials handling (loading bays).

With their ability to keep out birds, insects, wind, dust, and rain, and maintaining the interior climate to save energy and create a more comfortable and consequently a more productive work environment, the range of high-speed doors from Maxiflex are meeting a growing customer demand for fast, flexible and efficient entrance and exit door systems.

"Maxiflex also offers a vast range of other products like strip curtains and impact doors that may suit your environment to maintain better control measures in your facility," concludes Janssen.

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Study will investigate affordable solar PV



Photo credit: Shutterstock

THE City of Cape Town has signed a letter of collaboration with the United States Agency for International Development and the Southern Africa Energy Program to investigate appropriate mechanisms to unlock access to the benefits

of solar PV for more of Cape Town's residents. This follows after the City has witnessed an increasing number of customers installing rooftop solar PV infrastructure, however, costs are perceived to be prohibitive by most residents.

"The City is determined to build a more secure, cleaner and affordable energy future and we know that the technological solutions already exist to enable us to do this. This collaboration will bring us that much closer towards meeting our re-

newable energy targets by identifying solutions to the barriers that make it difficult for residents to access to clean and affordable electricity," said the City's Mayoral Committee Member for Informal Settlements, Water and Waste Services; and Energy, Councillor Xanthea Limberg.

The City underlined that its efforts to facilitating a move to sustainable models are necessary for creating an environment that allows for the private sector to move safely and legally towards investment into and adoption of these options.

Economical solar projects

According to the City of Cape Town, solar projects will become more economically viable only if adoption rates are scaled up, solid public-private partnerships are formed and clear regulatory frameworks are put in place.

There are various models how this can be done for example:

- Nelson Mandela Bay municipality's model prescribes that investors can pay for solar panels to be installed at private homes and then be reimbursed according to how much energy is transmitted back onto the network
- the City could invest in the capital cost of the infrastructure and then have residents pay this back either via their electricity invoice or property rates
- through community or co-operative funding mechanisms

The study will identify the most appropriate mechanisms for Cape Town's customers based on legal and technical factors and what is most attractive to residents.

"We have a number of initiatives underway to release Cape Town from its heavy reliance on Eskom. I am confident that the outcomes of this work will be hugely valuable in our committed drive to building a low carbon, resilient and resource-efficient city," stated Limberg.

Centre for green business

Limberg continue: "This move also helps to position the Cape Town as a centre for green business and the growth of the renewable sector helps to preserve our environment. Apart from this though, research and development, design, manufacture and the installation and maintenance of small-scale embedded generation systems and services all provide economic opportunities."

Residents are also reminded that they are required to register and obtain authorisation for their rooftop PV systems in accordance with the City's Electricity Supply By-law.

Connecting a small-scale embedded generation system (SSEG) to the grid can pose a safety risk and, for this reason, the City must ensure that all generating equipment is approved and installed correctly.

Customers have until 28 February 2019 to register their systems, after which they are liable for a service fee and possible electrical disconnection if found to have installed an SSEG system without the relevant approvals in place. This does not apply to solar water heaters.

To start the registration process, visit www.capetown.gov.za/solarpv

Study... at the library!



THE City of Cape Town's libraries offer learners and students a safe space to study, conduct research and learn.

"Libraries provide free access to educational materials and resources to many who would otherwise be unable to afford them. These facilities offer learners a place to continue and complete the learning process and, for many of our young people, it's the only quiet or safe space to study," said the City of Cape Town's Mayoral Committee Member for Safety and Security; and Social Services, Alderman JP Smith.

"The City's libraries are there to serve everyone and complement the work done at schools and tertiary institutions. For many learners, the situation in their home or neighbourhood is not conducive to study, in addition to challenges like gaining access to online study material.

"In some areas, the library is not only the safest space but also the one place where it is quiet enough to allow for study and knowledge retention," said Alderman Smith.

Through the Smart-Cape initiative, which provides free internet access to all library users, members of the City's libraries can access all Britannica resources and, should they require, they can have unlimited access to the service from any internet-enabled phone or other device for registered library users.

This means that children and students will have access to factually sound information that is updated on a regular basis, and which will be available to them at any time of day at their leisure. Content on the site is tailored according to the educational level of the user and the service also supports those for whom English is an additional language.

This service is another effort by the City to provide digital ac-

cess to educational and other resources.

The City's libraries also offer the Online Public Access Catalogue (OPAC), which is available remotely via the Internet and will save readers time when looking for library materials. It can also be accessed inside the library.

A single search returns results from the entire collection, including different formats of material such as books, CDs, magazines, etc. and shows material availability across the libraries in the city.

The search can be streamlined to indicate only a library of interest, or a search can be conducted for particular titles, authors, DVDs or even by subject.

Library patrons can also view and renew items on loan to them, except when an item has been reserved by another patron. DVDs and study material may not be renewed.

There is some work still being done on the new Library Management System. In the near future, students will be able to create booklists which they can email.

They will also be able to view book synopses, author biographies and more.

Five of the City's libraries are closed for proactive maintenance. Four will reopen in December with the last one reopening in January.

The affected libraries are Fish Hoek, Kraaifontein, PD Paulse in Kuils River, Scottsdene and Goodwood.

"The money spent on these facilities is an investment into the education and empowerment of communities. Libraries serve to culturally enrich the areas they are in and serve as a vital resource and access to information," said Alderman Smith.

To find your library and its opening times, please visit <http://www.capetown.gov.za/libraries>.





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Bearings get a facelift

SKF Cooper split roller bearings will get a brand new look with new colour, product markings and box design starting 1 November 2018. The new SKF Cooper dual product branding and identity will be applied for all split roller bearings.



The change from the current Cooper product brand and identity to the new SKF Cooper dual product brand and identity will begin 1st November 2018, and cover all products made by SKF Cooper. This will be a step by step implementation during the end of 2018 and into 2019; therefore customers will see the changes gradually over time as to cover all product ranges.

Key changes will be the housing branding, product name plates, packaging and labels, component markings as well as housing and cartridge paint colour.

Customers can rest assure that the changes are only visual and do

not in any way impact the product's technology or performance.

SKF Cooper products will continue to complement the growing SKF portfolio of complete solutions for the marine, mining, quarrying, construction and energy sectors. In addition to the brand name change, the channels to market for SKF Cooper products, including responses to customer enquiries, product supply and after-sales support, will be handled on a global basis through local SKF sales outlets going forward.

SKF Cooper split roller bearings can be fitted, removed and inspected without having to dismantle surrounding equipment, providing savings in terms of reduced maintenance and downtime. The products include both split cylindrical roller bearings, the latter with the ability to take axial loads in either direction. Both are housed and sealed in special swivel cartridges, which are suitable for mounting in pedestal or flanged outer housings.

Integration key to growing Africa's power capacity

AS African countries work to develop their power generation capacity in the most cost effective ways, the key will be to find integrated solutions that attract investment throughout the value chain.

According to Alastair Gerrard, integrated solutions executive at Zest WEG Group, the energy sector on the continent is seeing a growing number of power-related projects funded by recognised lenders and financiers. The African Development Bank, for example, has committed to fund \$12 billion for energy development in Africa over the next five years.

"Energy investment needs to target the whole value chain, including local content and supplier development as well as local skills development and the building of manufacturing capabilities," says Gerrard. "This focus will lead to improved skill levels and more self-sustainable economies, which can contribute towards the projected return-on-investment in the projects themselves; the approach will also promote further investment on the continent."

He emphasised that project developers in the public and private sector therefore need to partner with companies that understand these requirements and have the capability to provide cost effective and reliable power generation solutions.

"At Zest WEG Group, we are acutely aware of the needs, challenges and dynamics of the African continent," he says. "We are continuously looking at new and innovative ways to contribute towards the stimulation



A 48 MW multi-extraction condensing steam turbo generator set, with associated auxiliary systems, used for co-generation in the pulp and paper market.

of investment in all markets, including the power generation sector."

"Solutions must be carefully customised to suit the need, and may require a combination of different resources to fuel a power plant, making up a hybrid power generation solution such as diesel combined with solar," he says. "These hybrid systems then need to be supported by the right electrical infrastructure."

A recent project was to provide a 12,5 MW continuous power diesel generation facility – to be potentially expanded to 20 MW – to a graphite mine in Mozambique. The complete integrated solution included containerised power generators, an 'electrical house' (E-house) with medium voltage board and control room, with generator synchronisation and plant control system. Also provided were all the supporting ancillary systems including the fuel and oil systems, the cooling system, and the air filtration and pressurisation system.

"The majority of the main power plant equipment was sourced within the Zest WEG

Group," says Gerrard, "while the plant installation was also conducted by our construction company within the group."

Reflecting its diverse expertise in engaging with various energy resources, the Zest WEG Group designed and commissioned several 380 kW containerised biogas generators, complete with radiator cooling systems, synchronisation switchgear and heat recovery systems, at two different sites for a public sector customer in South Africa. This integrated solution also included step-up transformers, medium voltage integration switchgear, a containerised control room and plant auxiliary distribution board as well as the electrical installation of all equipment supplied.

It also developed, installed and commissioned a steam turbo generator set solution for a large KwaZulu-Natal customer, using a 48 MW multi-extraction, condensing steam turbine, complete with a 57 MVA, 11 kV two pole generator. Ancillary equipment included the condensing system, lubrication oil system, turbine control panel, generator pro-

tection and synchronisation panel and battery systems and chargers.

As part of the project, the Zest WEG Group provided a long term service contract for a five year period, and was required to guarantee 98% availability of the system throughout the warranty period.

Gerrard noted: "With 38 years of experience in Africa, we have a team of qualified experts dedicated to the development of the business on the continent," he says. "Our footprint is a testament to our commitment. Apart from our head office and manufacturing facilities in South Africa, we have a fully-fledged branch in Ghana, registered entities in several African countries and a wide network of distributors and agents across Africa."

The group has invested significantly in acquiring and upgrading four manufacturing facilities in South Africa, raising the local content of its respective products.

"Our knowledge of the African environment ensures that the products we manufacture are well suited to handle the conditions that we commonly encounter," he notes.

August manufacturing production much better than anticipated

By Jason Muscat, FNB Senior Economic Analyst

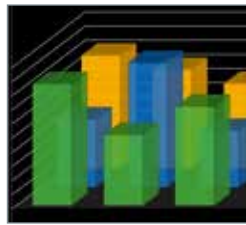
AUGUST manufacturing production came in far better than the PMI for the same month had suggested, expanding 1.3% y/y from 2.8% in July.

The largest contribution came from a 3.3% y/y rise in food and beverage production which accounts for a quarter of manufactured output, adding 0.9 percentage points (pps). Basic iron and steel production added a further 0.4

pps after growing 2.1% y/y.

Petroleum output registered a modest expansion of 0.3% y/y, while vehicle production rose 5.6% y/y. The biggest detractors from the growth number were the manufacture of electrical machinery and radio, television and communication apparatus, which contracted -9% y/y and -9.7% respectively.

It's difficult to reconcile today's manufacturing growth number with the August PMI which fell -8.1 index points to 43.4, but that



the PMI for the month was dragged lower by the new sales orders and business activity components suggests weaker sector growth in the months to come.

Nevertheless, the sector has expanded 1.9% q/q (seasonally adjusted), and is on track to make a positive contribution to 3Q18 GDP.

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Right time heating saves electricity

A study at Stellenbosch University (SU) found that scheduling your water heater correctly according to the amount of hot water that you use saves more costs on water heating than a thermal blanket or lowering the set temperature of your geyser.

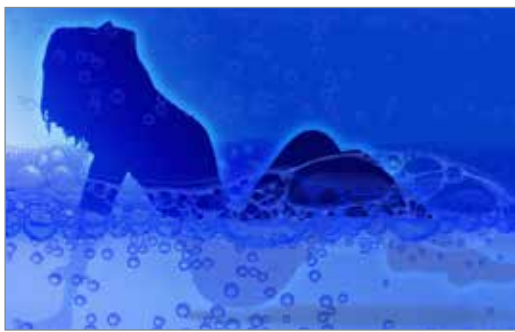
"The best way to save on your household electric water heating is to start heating water two hours before and stopping before taking a shower or a bath," says Prof Thinus Booysen from the Department of Electrical and Electronic Engineering at SU. He conducted the study with colleagues Philip Nel (Department of Electrical and Electronic Engineering) and Brink Van der Merwe (Department of Computer Science). They tried to find an answer to the age-old question of how to best save energy used for household water heating.

Their research findings were published recently in the proceedings of the IEEE International Conference on Innovative Smart Grid Technologies.

Booyesen says because of the inefficiency and costs of household water heating, which accounts for as much as 32% of household electricity consumption where electric water heaters are used, they decided to evaluate the impact of various energy savings actions for these water heaters. These include, among others, lowering the thermostat temperature, reducing volume consumed, using a thermal blanket over the tank and the piping, and using optimised scheduled heating control.

Booyesen adds that people often struggle to make sense of these savings approaches and to choose the right one for the right use.

To find out which of these methods are the most cost effective, the researchers compared them using eight typical household usages (e.g. from a showering one-person apartment to a four-person bathing household). They also



compared the impact of environmental factors, such as changing the ambient temperature around the water heater and the temperature of the cold water inlet.

Booyesen says they used a two-node physical model of an electric water heater to simulate the energy consumption of an individual electric water heater and tested it by analysing usage data from actual household water heaters.

Effective schedule

"Our results show that, in general, schedule control achieves by far the biggest saving, resulting in savings ranging from 9% to 18%. The biggest savings, as expected, are the scenarios where only one small usage event (e.g. a short shower) occurs per day."

"We found that schedule control saves as much as 18% for households that take only one bath or shower per day, and an average of 12% for all the different usage patterns assessed."

"Ones with two baths (one in the morning and one in the evening) per day could save 10% and ones with two showers (one in the morning and one in the evening) could save 9%."

Booyesen adds that schedule control is efficient because it shouldn't require any sort of behavioural change if implemented correctly.

"An effective schedule will be able to deliver hot water on demand while minimising the standing losses of the electric water heater. Standing losses result from the temperature difference between the water in the heating tank and the temperature of its surroundings."

He says schedule

control also has the most significant impact on the standing losses (thermal energy lost to the environment) of water heaters for both single- and three-person households.

Booyesen points out that the second most effective savings are achieved through insulation of the pipes and the tank, with savings ranging from 5% to 12%.

"Thermal insulation saves as much as 12% for low-volume infrequent use and an average of almost 9% across profiles."

He mentions that implementing schedule control, pipe insulation and a thermal blanket in combination will result in total average energy reductions of 25.1% and 14.7% for single- and three-person households respectively.

According to Booyesen, it is also important to pay attention to the cold inlet water and to set the right temperature for the water heating tank, especially in a single-person household.

"The results show that the temperature of the cold inlet water has a significant impact on energy consumption, with a 5°C increase leading to an average saving of 13% savings, compared to only 5% for the same change in ambient temperature."

"By simply decreasing the set temperature of the water heater by 5°C (to 60°C), a single-person household can achieve a similar total heater energy reduction as reducing his/her warm water consumption by 20%. This same reduction can be achieved by installing a thermal blanket and pipe insulation," says Booyesen.

Underpayment of VAT and fall in taxpayer morality

By Darren Britz,
Attorney at Tax
Consulting

WITH the wave of anti-SARS sentiment currently washing over South Africa, paying historical value-added tax (VAT) may be a hard pill to swallow. This has resulted in many companies understating or underpaying their VAT and subsequently incurring colossal penalties in addition to the tax payable.

However, paying historical VAT remains the most sensible course of action for any business with longevity and reputation in mind. It is at this point where SARS' Voluntary Disclosure Programme (VDP) comes in, affording the opportunity to any taxpayers with unpaid taxes, including income tax, pay as you earn (PAYE) and most importantly VAT.

The blinding spotlight

In the tax realm, two topics continue to dominate the media spotlight; namely SARS' systemic delay of VAT refunds and the Nugent Commission's airing of SARS' dirty laundry. It is perhaps not difficult to understand why tax morality in South Africa is at an all-time low, and why businesses continue to underpay on their VAT liabilities to SARS.



To add insult to injury, the Tax Ombud earlier this month announced a fresh investigation into claims that SARS is not playing fair in how they handle taxpayer's disputes. Undoubtedly, this will add to the already slippery and sharply steep slope that is taxpayer morality.

While the sentiment is well shared, there is a broader consideration which is continually left out of the conversation. I am referring to the end game: eventually, SARS comes out on top. Remember, it is a criminal offense for a company to fail to pay its VAT and directors also face the risk of being held accountable. At the same time, no SARS officials have been held to account for their handling of taxpayer dispute and refunds. Not yet anyway.

Collecting with determination

Tax collections and SARS enforcement

measures are by no means comparable with other facets of South African life, such as perhaps the collection of e-tolls payments and speeding fines, which everyday seem to be losing more traction. The collection mechanisms at SARS continue to operate, with varying tactics, including tough audits, quick court judgments and taking money directly from taxpayers' bank accounts.

In that regard, SARS has hit the accelerator in its VAT collections and has gone far beyond their denying taxpayers VAT refunds, albeit that the latter was confirmed by the Tax Ombud. VAT audits are occurring more frequently and with harsher outcomes for repeat offenders or in respect of significant tax liabilities which extends over several years.

Penalties aren't optional

It should come as no surprise that outstanding VAT debts will accrue both interests, roughly 10 – 11% per annum as well as percentage-based penalties. While a standard 10% VAT penalty is more often imposed, a worst-case scenario, where SARS finds evidence of deliberate tax avoidance, will permit the imposition of a

penalty up to 200% of the VAT payable. Of course, nothing prevents SARS from making the allegation of tax avoidance, so the cards in SARS' deck are well stacked.

It also goes without saying that audit findings and penalty impositions remain on your tax record and therefore there is a risk of remaining on SARS' radar for future audits. Once a SARS auditor has smelled blood, expect a difficult, agenda driven audit.

VDP Relief

If we push through the anti-SARS, anti-taxpayers mania and consider the possible solutions open to taxpayers, SARS VDP is at the forefront. The relief afforded includes:

- Remittance of full understatement penalties;
- Remittance of full administrative non-compliance penalties; and
- Amnesty from criminal prosecution.

A successful VDP, in most cases, allows for full remission of penalties. This leaves then just the tax and interest payable which, while leaving a sting, permits a total regularisation of tax affairs and avoidance of criminal prosecution.

SGM acquires Novagroup

STURROCK Grindrod Maritime (Pty) Limited (SGM), a wholly owned subsidiary of the JSE listed Grindrod group, have announced their acquisition of Novagroup. Nova are providers of marine and aviation rescue and survival equipment, container storage, shipwright, warehousing, bespoke engineering and support services.

Both Novagroup and SGM enjoy rich maritime histories and are

well known brands in the industry.

"The intention is to strengthen our position in the niche marine technical market," says Andrew Sturrock, CEO of SGM. "This acquisition will enable us to leverage the respective sales and servicing agreements of both SGM and Nova, with a view to enhance our already impressive range of services and to increase our comprehensive prod-

uct offering to the marine and shore based industries we serve." SGM is a prominent ships agency and provider of logistics and maritime technical services representing a range of blue-chip shipowners, operators and charterers. In addition, through its current SGM subsidiary, the company boasts strong technical competencies and services and distributes a significant number of reputable

international OEMs that provide products to both the maritime and offshore markets.

A focused emerging markets expansion strategy has seen SGM opening new branches (commercial and operational) in the Middle East and Southeast Asia, in addition to their long established businesses in Sub-Saharan Africa and Australia. SGM's footprint now spans some 60 offices in 14 countries.

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Quality relationships



THE relationship between the Southern African Plastic Pipe Manufacturers Association (SAPPMA) and certification bodies such as the South African Technical Auditing Service (SATAS) and the Productivity Engineering Services and Consultants (PESC) continues to grow from strength to strength as these associations are increasingly supportive of each other's efforts to ensure that only top quality plastic pipes and pipe fittings, that meet the international standards set by System Administration, Networking, and Security Institute (SANS) bear the SAPPMA logo of quality.

"The purpose of SAPPMA is to create consumer confidence within the Plastic Pipe Industry and to promote the production and the use of high quality plastic pipes and pipes systems that meet the quality standards as stipulated by SANS or ISO. It would therefore be impossible for us to do our job without the involvement and support of organisations such as the SATAS and PESC who play a vital role in the sampling and testing of the products we send to them," explains Jan Venter, Chief Executive

Officer of SAPPMA.

In an effort to clearly differentiate SAPPMA members from non-members, the plastic pipes body announced earlier this year that it would be increasing the intensity, and in some cases also the frequency, of factory audits. During these announced or unannounced visits by a SAPPMA quality inspector, pipe samples are taken and sent away for independent testing. Tests include checking for recycled content, internal pressure test, stress crack resistance, resistance to Rapid Crack Propagation, Melt Flow Index (MFI) etc. It is one of the prerequisites to being a SAPPMA member to allow these factory visits and for independent testing to be done on their products. Only members who are in compliance and whose products meet the SANS standard, are allowed to bear the SAPPMA mark or quality.

"It has been our experience this past year that SATAS is becoming more efficient both in their unannounced surveillance inspection and auditing of product, as well as in the feedback they give to the industry and the issuing of permits. They have highly trained, knowledgeable

personnel appointed in strategic positions, that know and understand our industry and are therefore able to give valuable and insightful recommendations after they have performed their surveillance activities," Venter explains.

Concludes Venter: "It is encouraging to see how the market has opened up for more service providers who are able to offer certification and testing services. In previous years, we have had to deal with the frustration of long turn-round times for tests to be performed and results to be forthcoming from individuals who had little or no knowledge of the industry. Samples were sent overseas at great expense to be tested despite the fact that we had local testing facilities. Understandably, serious questions were being asked about certification. The past 18 months have seen a marked improvement thanks to role-players such as SATAS and PESC without whom it would be impossible for us to perform our job effectively in ensuring that safety, environmental and ageing requirements of plastic pipes manufactured by SAPPMA members are met".

Dough bin oil coating system

THE PulsaJet Dough Bin Oil Coating System can ensure that the user's dough bins remain clean and operating at their peak, batch after batch.

Featuring some of Spraying Systems most innovative technology, this system features automatic PulsarJet Nozzles which help to spray oil a full 360°. This process is repeated to ensure that all surfaces have been covered, which is an effective solution to an

all too common issue.

This system is suitable for bakeries and can help to protect workers' safety by preventing slippery floors due to overspray. Other benefits include not having to use air atomising guns which create mist, as well as minimising wasted oil.

Users can take out human error and automate their systems with the help of the PulsaJet Dough Bin Oil Coating System. Not only could it prevent equipment wear over time but it could also save users money on



excessive oil spraying. Spraying Systems Co. is global leader in spray technology. It has the broadest product range in the industry, ten manufacturing facilities and sales

offices in more than 85 countries. Spray Nozzles, turnkey Spray Systems, custom fabrication and research/testing services comprise the 76-year-old company's offering.

Woolworths trials plastic bag free store

FOLLOWING the announcement of its commitment to phase out single-use shopping bags by 2020, Woolworths is launching a new in-store reusable bag trial. The trial aims to test whether, given a choice of a more affordable reusable bag, consumers will make the shift away from buying single-use plastic shopping bags.

Starting on 5th November 2018, these new, entry level, reusable shopping bags will be made available in four stores across the Western Cape (V&A Waterfront, Palmyra, Pinelands and Steenberg). Significantly one store, Woolworths Steenberg, will be completely plastic bag free for the duration of the trial, with customers having the choice of either purchasing a reusable bag or bringing their own bags. In the remaining three

stores, the current single-use plastic bags will still be available. In June, Woolworths communicated its vision of achieving ZERO packaging waste to landfill and its commitment that all of its packaging will be recyclable or reusable by 2022. This is an ambitious target as most international retailers and producers with a similar commitment have set their sights on 2025.

"This reusable bag trial is an opportunity for us to gauge customer reaction, feedback and input that will inform the greater phasing out of single-use plastics," says Feroz Koor, Woolworths Holdings Group Head of Sustainability. "There is a wide range of views and different levels of awareness of the issues which need to be understood so that we can take this

journey to ZERO waste to landfill hand-in-hand with all our customers."

While many Woolies customers give voice to their own plastic pollution concerns, South Africans, like the rest of the world, have been relatively slow to transform to the more environmentally-friendly reusable options. Research has shown that the lightweight plastic bag levy introduced in 2003 has not curbed the country's plastic shopping bag consumption. When you consider that Woolworths currently sells about 140 million plastic bags a year, which is between six to seven tonnes of plastic, helping consumers choose reusable bags will make a significant impact on reducing plastic waste.

The new R5.50 reusable, recyclable shopping bag is locally-made from recycled materials

by Isikwama, Woolworths long-standing black enterprise development supplier, which has grown into a 100-employee strong organisation over the past eight years.

Woolworths Steenberg, surrounded by the natural beauty of the Cape Town southern suburbs, is ideal to test consumer reaction to the ultimate phasing out of single-use plastics. "There's an opportunity here for the Woolies Steenberg to play an important role by engaging with customers in a close-knit, eco-friendly community, gathering their views and having real conversations," says Koor. "As South Africans, we ultimately all want the same thing – a more sustainable country that protects its extraordinary natural heritage in our lifetimes, and for future generations."

Mapping in E Cape

SELECTED towns in the Eastern Cape's Enoch Mgijima municipality are being mapped and photographed using locally-designed software and a camera system developed by the Point of Interest (POI) and OVVIO team.

POI is a geographic information system (GIS) specialist company. It is using the OVVIO platform developed by Setplan of Port Elizabeth to create Google-style maps which are more interactive and up to date than those available through Google, according to POI director Ross Cogan.

"We focus on more than the street views provided by Google, and capture dirt roads, tracks and footpaths. This detailed information is essential for municipal planning purposes," he says.

The OVVIO platform allows users to attach

documents, images and descriptions to any point on the map.

"For example, we are able to provide all the ownership and zoning information of any building in the surveyed area at the click of a button.

"POI also has access to the routes of water, sewage, power and other municipal lines down to street level throughout South Africa".

The technology has applications outside of the urban areas as well.

"Using our database of farmland, we are also able to identify suitable land for specific crops.

"Installers of large-scale solar panel arrays are also using our expertise and systems to identify the best position for the panels in terms of sunlight, security, access and connectivity," he says.

As with the Google Maps Street Car, the



unit is mounted on the roof of a vehicle, using a mount designed by fellow POI director Stephen Du Preez and OVVIO owner Carel Olivier. It is controlled wirelessly through a smartphone or tablet.

Images are captured 360 degrees around the vehicle at predefined intervals, and are geotagged for integration into the GIS system.

They are run through a third-party program for quality purposes and stitching together before being saved online.

"Our system provides a fast turn-around time.

Clients can see the images and maps that have been captured within 24 hours," adds POI director Brendon Watkiss.

Because the information is stored in the cloud it can be accessed from anywhere and at any time by accredited users.

The team has already mapped the following towns in the Enoch Mgijima Municipality: Hofmeyr, Tarkastad, Luxolweni and Nomonde.

They are busy photographing and mapping all the built-up areas in the Ndlambe municipality.



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Jobs destroyed in the name of collective bargaining

Issued by Gerhard Papenfus, CEO of NEASA (National Employers Association of SA)

THE ongoing NUMSA strike in the Plastics Sector has, yet again, been marred by acts of violence and hooliganism. The purpose of industrial action is, supposedly, to force employers to concede to union demands through the withdrawal of labour. However, industrial action and indeed orderly collective bargaining in South Africa has devolved into a criminal process characterised by violence, malicious damage of property, intimidation and gangsterism and is hardly recognisable as the orderly collective bargaining envisaged by lawmakers. It is our view that NUMSA and its members does not recognise the principle of the rule of law but rather wish to operate in a state of anarchy.

Criminal actions during the current industrial action were perpetrated

despite being prohibited by legislation and despite an interdict having been obtained in the Labour Court ordering strikers to refrain from such behaviour. NEASA and the Plastic Converters' Association of South Africa (PCASA) strongly condemn all forms of violence and criminal activities and will be pursuing legal avenues in respect of damages and contempt of court proceedings.

Setting alight your livelihood ... and that of your family ...

These senseless actions perpetrated by striking workers and their supporters may, ironically, prove to be completely counterproductive as some of the employers whose property and factories have been destroyed already indicated that they will not rebuild, resulting in the loss of hundreds, if not thousands, of jobs.

Life is hard, but it's harder if you are stupid - Michael Crichton

LET's dismantle a few myths about personal insurance: All policies are not created equal; it is possible to get a better price on your insurance; and insurers, and brokers by association, are not out to get you, but your broker would have told you that, right? Marsh Africa, Divisional Executive Private Client Services Lane Alberts explains the intricacies of this class of insurance.

Central to the conversation around personal insurance is the role of an insurance broker whose job it is to conduct a thorough needs analysis by looking at your insurance portfolio and making recommendations based on the findings.

It may be obvious that lifestyle determines the required cover. The more luxurious yours is, the more cover you're going to need for the Pierneef paintings in the foyer and the zippy sports car in the garage. What may not be as evident is the consideration of premium discounts

that would come into play if said sports car sits inside a high-security complex, which would, in some cases, negate theft insurance altogether, and vice versa if your car lives outside on the street inviting all and sundry to have a look inside. Furthermore, young clients who don't have many assets other than a vehicle and some portable possessions may not require insurance on building or contents and the like – as long as their laptop, cell phone and car are covered, they can sleep at night.

Apart from your assets acquired at a certain age, physical age also plays a role in how much you pay for car insurance. Clients older than 55 can usually benefit from premium reductions, while younger drivers - 30 and under - pay higher premiums due to their notorious driving habits, which have been proven with certifiable data.

Personal insurance has come a long way in the last few years with changes in the environ-

ment and technological advances, among many other factors, being catalysts for change. Issues like cybersecurity, identity theft and water-loss cover weren't as relevant a few years ago, and it's important that you keep abreast of these changes, or employ the services of a broker to stay on top of these things.

Potential pitfalls

It's human nature to quickly scan over the finer details hidden away at the bottom of a contract but it's these fine-print policy terms and conditions, and details around what's covered and not covered where clients are often left stranded. Does the building cover extend to accidental damage? If your car is stolen will your insurer foot the bill for a hired vehicle? What's your exact responsibility in the event of a claim? These are crucial considerations for when you need reassurance most, as the last thing you need at this stage is uncertainty around

valuables that are or aren't covered and to which extent these items are covered.

For instance, under building and contents insurance, "average" is often used to reduce a settlement in case of a claim. If at the time

and qualifications. Professional brokers deal with various insurers and can provide options that suit your specific needs and requirements, and will be able to assist with ensuring the best settlement at the time of claim. They know the industry and understand the cover and limits applicable to each specific policy, which puts them in a position to negotiate the best settlement for the client.

Knowing that you are getting the best advice from someone in your corner should put your mind at ease, but more to this, brokers are there to guide and support your insurance decisions, and when the time comes that you have to claim, they will ensure everything goes as it should. And many clients realised that it's a service that won't necessarily cost you more than going direct. What you get is a dedicated consultant that looks after your business when you don't have the time or clarity of mind to do so.

“It may be obvious that lifestyle determines the required cover.”

of incident the item is insured for less than its true value, the insurer will only pay a rateable percentage of the loss and the insured will thus have to pay the balance.

These uncertainties can be addressed by a reputable and registered broker with the necessary knowledge



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No more joy at Capespan

BELLVILLE-based fruit marketing and logistics giant Capespan has surprised local agribusiness observers by selling off its lucrative shareholding in a Chinese partnership for a succulent profit.

In essence Capespan has proposed selling its entire shareholding in the Joy Wing Mau Group in China for an aggregate purchase consideration of ¥566m – which equates to around R1.2 billion.

Capespan is one of the biggest investments for the Stellenbosch-based Zeder Investments – its stake repre-

senting a value of well over R2.1bn

Zeder said if the disposal is implemented as anticipated, it would represent “a very successful investment that would enable Zeder to inject growth capital into the core fruit and logistics divisions of Capespan”.

This would not only improve debt levels but also provided Zeder – which holds a 96.9% stake in Capespan – with improved cash resources at a group level.

Sources reckon that while the Joy Wing Mau partnership might have held great value down



the line for Capespan and Zeder, the fact that the local company was a minority partner might have prompted the decision to cash in at a handsome profit.

Capespan held a 9.23% stake in the two

operating entities that made up Joy Wing Mau.

Joy Wing focused mainly on fruit production, packing, storage, wholesale, export, import and distribution to retailers. Over the last

few years, the business has become the single biggest distributor of fresh produce in the Asian region.

Officially Zeder explained that after various corporate actions Capespan's shareholding in Joy Wing Mau had diluted “to a level from where it could no longer maintain its strategic influence in the business through its investment.”

Zeder pointed out that Capespan was not an investment holding company, and its strategy was to pursue investment opportunities that would enable it to have

strategic influence to ensure an expansion of its market penetration with a greater benefit to its customers.

Zeder stressed that there remained a healthy commercial relationship between Capespan and Joy Wing Mau. “The parties will remain strategic commercial partners despite the sale of the investment.”

Zeder pointed out that over the last four years Capespan had invested close to R1 billion in its fruit and farming businesses – funded mostly by borrowings.

The group said the bulk of the Joy Wing Mau proceeds would be invested in the fruit and farming businesses to reduce their debt. “This reinvestment into the business underlines the long term commitment to Capespan strengthening its core businesses of fruit production and marketing.”

Ultimately, it seems Capespan has made a juicy profit on its Joy Wing Mau shareholding – with CBN noting the investment was carried at a value of just R644 million in Zeder's accounts to end February 2018.

Food for thought



IT'S either feast or famine for the Western Cape's biggest food companies.

Groot Draakenstein-based Rhodes Food Group Holdings (RFG) seems to be en-

during stomach churning times – reporting recently that increasingly challenging local economic environment and the prolonged drought in the Western Cape have adversely

impacted the group's regional and international performance for the year to end September.

The group indicated that trading conditions showed a marked deterioration in the second half of the financial year as declining consumer disposable income resulted in a sharp slowdown in sales growth.

But RFG reported that despite the tougher trading environment, market shares had been maintained or grown.

The group said its pie category had proven to be resilient in

the current consumer slowdown.

However, the turnaround in Ma Baker has been slower than expected and the business is anticipated to report a small loss for the full year.

RFG's dry foods segment also continued to perform well and gain momentum from the relaunch of its brand portfolio earlier in the year.

“RFG explained that the higher canned fruit costs could not be recovered through price increases.”

Conversely, escalating meat prices have contributed to a leaner margin in canned meat specialist Bull Brand.

Its fruit juices had managed good growth in an intensely competitive environment and RFG said its international revenue would show an increase for the year due to improving export volumes.

The major headache for RFG is that industrial puree and concentrate pricing has remained weak. In addition, margins continued to be impacted by increased canned fruit product costs as a result of the drought in the Western Cape over the last two seasons.

RFG explained that the higher canned fruit costs could not be recovered through price increases. “This together with the currency impact has had a material impact on profitability – which will contribute to the international segment posting a loss for

the year.”

The bottom line for RFG is that headline earnings for the financial year should be down by between 28% and 38% to between R147 million to R171 million.

Stellenbosch-based Pioneer foods – which owns household brands like Bokomo, Weet-bix, Liquifruit, Ceres, Sasko and Wellington – has markedly bulked up profits after a lean spell.

The group expects revenue for the year to end September to creep up between 1.5% and 4.5% to between R19.9 billion and R20.5 billion. But operating profits are pencilled in between R1.57 billion and R1.7 billion – an increase of between 23% and 33% over the previous year.

Pioneer directors said the group delivered positive revenue and volume growth from existing and acquired businesses at supportive price points while managing to maintain cost discipline.

They said the consequent procurement benefits and efficiency gains enhanced operating profit over a weak corresponding period.

Directors said trading conditions continue to reflect a constrained demand environment as consumers are faced with increased inflationary pressures.

“This was more prevalent in the second half as rising input costs were exacerbated by the weakening exchange rate and persistent oil price increases.”

Directors also cited increasing competitor tensions, weaker consumer demand and the resultant inability to fully recover input cost inflation.

Nothing cheesy about Sine pumps



WATSON-MARLOW Fluid Technology Group has produced a white paper explaining how MasoSine Certa pumps using sine technology offer significant benefits compared with rotary positive displacement types such as lobe pumps. The advantages include gentle product handling, improved yield and far easier cleaning, making Sine pumps ideal for cheese manufacturing. Independent testimony and a relevant case study are evidenced throughout the white paper.

proved yield due to an increased amount of cheese manufactured from the same quantity of milk. Furthermore, product quality increases due to the pumps' gentle handling, helping cheese producers command an increased price for a higher quality product.

Also explained is the concept and design of Sine pumps, and how they compare to competing types, while a further area of focus is hygiene and the benefits this brings to those in the cheese manufacturing sector.

Product integrity

To remain competitive, producers in the cost sensitive dairy sector are being driven by the need to increase output. For example, in cheese manufacturing it is essential to maintain high product integrity and avoid waste. Here, careful handling of the curds and whey is one method that allows both quality and profitability to remain high.

The white paper sets out in detail how low shear Sine pump technology helps to reduce the amount of fines and retain fat within the cheese curds; a vital aspect of ensuring product integrity. This capability results in im-

Case study

To illustrate what can be achieved using sine pump technology, an interesting and relevant case study is presented focussing on a dairy producer in Scandinavia that produces 70 000 tons of cheese a year. Savings are set out in terms of increased cheese yield and increased productivity, detailing how investment in the latest sine pump technology can lead to payback in just six months.

For more information and to download the white paper visit: <http://www.watson-marlow.com/us-en/wmftg/product/sine-cheese-white-paper/>



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Accurate residual oxygen measurement is critical for MAP

IN the old days various methods and technologies were applied to prolong the lifespan of foodstuff such as smoking, salt curing, pickling and freezing. This not only minimally increased shelf life, but also offered the consumer a slightly longer time frame within which to consume the food. Over the years various advancements in packaging have taken place from the use of preservatives, cling and vacuum wrapping to modified atmospheric packaging to enhance food longevity and freshness.



The advent of the hurried consumer who needs to pick up fresh, healthy and long-lasting produce and the retailer requiring larger stocks of fresh produce and foodstuffs are major drivers behind the need to develop and embrace more innovative ways to ensure food shelf life is prolonged. Benefits to retailers come in the form of reduced wastage, increased retail life and the ability to stock large supplies of seasonal produce.

One element is critical to the successful application of MAP, that is the measurement of residual oxygen levels inside the packaging be it wrap-around sealing or insertion of foods into plastic packaging. Accurate and positive measurement from random sampling indi-

icates that the sealing and packaging systems in place are functioning optimally.

In addition to offering a residual oxygen measurement of a superior accuracy, Greisinger's ResOx measurement system ensures that no damage to packaging occurs. Greisinger is part of the GHM Group of companies.

With ResOx, measurement takes place quickly and accurately by penetrating the membrane of the reinforcement sticker on the top of the package and introducing gas to the sensor by means of a pump for the measurement.

Recently, Die Käsemacher an Austrian producer of cheese, cream cheese and a wide variety of other dairy products for the gourmet food segment applied the Greisinger ResOx measurement solution in random testing of their produce. The most common type of packaging used is film packaging in a protective gas atmo-

sphere. The protective gas guarantees that the food lasts considerably longer and retains a higher quality.

In order to ensure safe production, random samples of the gas composition in the packaged product, for example, a package with sliced cheese must be taken at the end of the packaging process. Additionally, this test must not interfere with the closely timed cycle of 5 seconds between two finished products. Residual oxygen values are checked to ensure compliance with a defined limited value in order to ensure that the permissible residual oxygen values are not exceeded until the best before date is reached.

This is an important control step for fulfilment of the specifications for International Featured Standards Food (IFS) certification, as well as being able to certify a safe product and to gain access to sales markets with the widely recognised certification.

The ResOx residual oxygen measuring system can be applied across a vast range of foodstuffs such as breads, dried foods, seafood, fish, fruit, vegetables, bakery foods, dairy, prepared and catered foods, poultry and meats.

Benefits include:

- Fast and reliable measurement within less than 20 seconds, which ensures a smooth production process
- Safe food products: the control measuring device is a component of an HACCP concept and proof of product safety within the IFS scope
- Simple on-site adjustment for daily functional testing of the device – guaranteeing reliable measurement readings
- Simple documentation, processing and recording of adjustment data and measured data with integrated data buffer and PC software
- Maintenance costs are minimal due to the exchange of flexible individual components
- Customers are able to carry out maintenance themselves which ensures high availability of the device



Isn't it better to manage our resources than to make more stuff to throw away...

The travesty of food waste

ACCORDING to recent statistics, South Africa produces 10 million tons of food waste every year and our country reportedly has the largest proportion of food wastage in Africa.

That is food that is produced but never consumed and ends up in landfills, including fruits, vegetables and cereals which alone account for 70% of this waste. Yet, an average of 12 million people - almost a quarter of the country's population - go to bed hungry every night. Kate Stubbs, Director of Business Development and Marketing at Interwaste, believes this is a travesty and shares her views on how alternative strategies to managing food waste should be investigated.

Globally, it is estimated that 30% of all food produced, goes to waste. The South African Government has

made a global commitment to halve food waste by 2030. In support of this, new laws have been legislated and the regulations are being rolled out, aimed at cleaning-up South Africa and to reduce the negative environmental and health impacts caused by waste.

"This brings about innovation in the waste management and food production industries in that these frameworks are setting a benchmark for companies to derive better and more sustainable waste management solutions – solutions that focus beyond the landfill model but rather on creating alternative, commoditised products from the waste produced," indicates Stubbs.

Businesses in retailing and manufacturing are beginning to launch programmes which assist consumers to be more informed about the importance of pre-

serving products and preventing food, which is still edible, from ending up in landfills. Furthermore, the advent of food waste innovations within the waste management sector are a key driver for food producers to move towards more sustainable solutions – offering them alternative solutions, while saving costs and driving down the reliance on landfill space.

Stubbs however suggests that there is still much to be done in terms of reducing food waste in the country, if the 2030 commitment is to be met. "Part of this challenge is embedding this knowledge within government, businesses and household's education about how to manage food and food waste appropriately, to effect tangible change."

Stubbs shares easy and effective ways to combat food waste in businesses and within households:

- Create awareness of the negative impacts of food waste on society, the economy and the environment.
- The majority of food waste occurs early in the supply chain so by planning more effectively and improving processes could have a significant impact on avoiding or at least, minimizing this waste.
- Separate food and organic waste from other waste to avoid the contamination of any recyclable waste. Convert food waste into biogas which is a renewable and sustainable source of energy.
- Compost all kitchen and garden scrap by having a bin dedicated to store all recycled food waste. Composting food waste is eco-friendly.

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GOOD FOR PEOPLE, BUSINESS AND THE PLANET

Compact, hygienic transmitters

EMERSON has unveiled a new line of transmitters designed specifically for hygienic applications in the food and beverage industries with a compact form factor that will enable manufacturers to minimize downtime and lower production costs.

The new line of transmitters—Rosemount 326P Pressure, Rosemount 326T Temperature, Rosemount 327T Temperature and Rosemount 326L Level instruments—are designed to operate in the hygienic environments required by food and beverage manufacturers:

- Rosemount 326P Pressure – This transmitter is used for hydrostatic level measurement on fermenter tanks, storage tanks and silos, as well as static pressure measurements on pipes or near pumps to ensure line pressures are in tolerance.
- Rosemount 326T Temperature and Rosemount 327T Temperature – These transmitters monitor process temperature, an extremely important factor in all

steps of food and beverage processing such as fermenting or pasteurizations, storage tank temperature, or ensuring your clean-in-place processes are within FDA approved limits for an effective cleaning cycle.

- Rosemount 326L Level – To keep product lines running and reduce downtime, this transmitter will monitor continuous level in small- to medium-sized storage, holding or buffer tanks.

All comply with 3-A and FDA specifications, and are available with nine common industry process connections to ensure the right fit for new tanks and pipe fittings, as well as capability to be retrofitted on legacy systems. The new, small transmitters also can be mounted in tighter locations common on packaging machinery. Conventional 4-20 mA outputs and IO-Link connectivity make the transmitters easy to integrate with automation systems.

Emerson, a long-time provider of instrumentation and automation sys-

tems with a high level of performance, reliability and accuracy for industries such as oil and gas and chemicals, has now leveraged that experience to offer the performance and features in the new Rosemount line required by most hygienic applications, but in more compact form factor.

As a result, plants and facilities can now use Rosemount transmitters for all their applications, eliminating the need to engage with multiple suppliers to cover the full range of options.

These new transmitters expand Em-



The new line of Rosemount transmitters.

erson's food and beverage offering and are said to enable manufacturers to increase product quality, consistency and safety. Emerson's food & beverage portfolio also includes Perva-

sive Sensing™ solutions and Plantweb™ Insight analytics for steam traps and pumps, which allows manufacturers to harness digital transformation to further realize operational improvements.

Infrared technology in F&B industry

KEEPING production strictly on schedule in any facet of the food and beverage industry – whether it's pumps, conveyors or electrical connections – means downtime is not an option. Comtest, Fluke's local representative advocates including

infrared inspections (IR) into the maintenance mix. Their range of high performance, thermal imagers makes year-round spot-testing possible, on-site, specifically troubleshooting and monitoring transformers, switches, disconnects and

MCCs; pumps, motors and compressors; valve operation; tank and sludge levels; level control performance; pipe blockages and integrity; operating temperature; conveyors and roller bearings; boilers and chillers; HVACR; and roof moisture, air leaks

and insulation issues.

By performing quick infrared spot checks, maintenance tech's can uncover potential failures, thus allowing for timeous, repairs when convenient. The line can be kept moving by frequently scanning and troubleshooting critical equipment. Traditional troubleshooting using trial and error can be effective, but time consuming and costly. What is critically important, is to pinpoint an issue within a mass of sprawling production lines, quickly, because every second of downtime is expensive!

Equipment cost has historically forced plant managers to outsource annual infrared inspections, and in many cases, limit the scope of work. Annual scans certainly uncover problems, but users shouldn't have to "hope for the best" until next year's scan. Food and beverage produc-

tion demands reliability, so yearly spot checks just aren't enough. The production line monitor can narrow down and rule out possible problem-causes faster by seeing the whole picture with infrared, allowing varying temperatures of components to tell the 'inside' story.

Quick Tips for performing successful IR inspections:

1. Ensure consistent frequency: Extra to troubleshooting, infrared inspections of all major components and connections should be performed at least bi-annually.

2. Adjust for emissivity: Components and materials emit their energy differently. For accurate findings, ensure that the proper emissivity setting is being used for the material that is being inspected. Also, consider altering the surface by adding tape or paint to



By comparing similar bearings, infrared easily spots where there is a problem. In this case, two bearings on these rollers are nearing failure, which could shut down this line.

increase emissivity.

3. Perform qualitative measurements: Compare findings with similar components and connections under similar conditions to reveal thermal anomalies.

4. Ensure safety during inspection: Beyond electrical safety, be careful not to neglect the surroundings while

performing infrared inspections. Focusing too heavily on the thermal imager can distract the personnel from rotating, cutting, or other dangerous equipment.

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IN addition to mechanical and plant engineering, the energy sector and mobility, the food and beverage industry is a focus area for the Lapp group.

The strict hygiene regulations governing the handling foodstuffs mean electrical components are subject to particularly complex specifications. Installed cables and accessories all have to

withstand a variety of chemical, thermal and mechanical stresses and forces and have to function perfectly at all times in refrigeration facilities and moist rooms. Of central importance here is durability when in contact with aggressive acidic and alkaline industrial cleaning agents.

The Lapp Group possesses extensive specialist know-how

and offers a comprehensive range of standard products meeting the highest standards. Additionally, the cable and connector specialist impresses with a series of ingenious special solutions developed in the company's own laboratories and testing facilities specifically for the food and beverage industry.

Whether in milk processing and dairy

technology, in meat or fish processing, in baking and confectionery production, in bottling plants or for packing equipment – the Lapp Group is the professional solutions partner for everything to do with cable and connector technology and guarantees the highest degree of functionality and safety through its reliable and widely-proven brand products.

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Smart packaging in fast growing online grocery

SMART packaging technologies based on unique digital codes will take both online and off-line grocery in exciting new directions during the next few years, says the Tetra Pak Index 2018.

Online grocery shopping is growing at a double-digit rate, while traditional stores are being reinvented, merging together into an omnichannel where consumers expect to be able to buy whenever, wherever and however they choose, with the smartphone as their compass. Packaging will play an important role in response to the trends that are shaping the growth of on-line grocery, says the company.

Four trends shaping the growth of on-line grocery

The Tetra Pak Index 2018 highlights the four key trends shaping the growth of on-line grocery:

Convenience

The main driver for on-line consumer take-up, as time-crunched consumers look for new ways to make their life easier. Key opportunities include easy product replenishment, voice, and convenient packaging.

Sustainability

Pressure on plastic and awareness of the circular economy will continue to grow, and recycling will become ever more important. Consumers want to know whether brands are 'doing the right thing'.

Personalisation & uniqueness

Customisation of products and personalisation in the consumer journey will be important differentiators going forward. This is accelerating the direct-to-consumer trend and as many as 80% of consumer-packaged goods companies are predicted to migrate to this model by 2025

Technology & performance

Super-fast delivery in as little as 10 minutes is expected by 2025, changing consumer behaviour to buy more frequently and in smaller amounts, adding more complexity to the logistics. Supply chains will continue to be transformed by a raft of technologies, notably radio-frequency identification (RFID) and robotics, boosting efficiency and transparency

The role of smart packaging

Smart packaging technologies based on unique digital codes allow each and every product package to be given a unique identifier. These codes can be read by either data scanning devices or an ordinary smartphone, linking to vast amount of information and opening up all kinds of possibilities.

It creates an interactive channel with individual consumers, allowing brands to have a real time conversation with the consumer, sharing details on the sourcing of raw materials, nutritional facts, as

well as games, promotions and environmental information.

At the same time, with insights captured through these digital codes, brands can continuously improve the shopping experience and make it ever more personalised for the consumer.

e-Retailers are also calling for unique identifiers compatible with the robotic technology used in their warehouse and distribution, as this is widely seen as the key to success in e-commerce. Data and full traceability helps them navigate complex logistics and improve efficiency, moving closer to real-time order fulfilment.

Alexandre Carvalho, Director Global Marketing Services at Tetra Pak, says: "The rise of on-line grocery is a great opportunity for food and beverage brands, and packaging plays a key role in supporting their success. In particular, smart packaging helps drive greater transparency and efficiency in the supply chain, up and down stream, while also enabling a direct, interactive relationship with the consumer. We believe this rapidly developing technology, tried and tested by us since 2016 and now being deployed in Europe, can help our customers explore new avenues, driving growth in the years ahead."

Tetra Pak Index 2018 is based on consumer research conducted in US, UK, China, Saudi Arabia and Korea, a global market segmentation study, as well as interviews with e-retailers in the US, Europe and China.

Heritage Orchard opens in March 2019

HERITAGE apple and pear varieties that are no longer in commercial production are being saved for future generations in the Tru-Cape Heritage Orchard on Oak Valley Estate, Elgin.

For Tru-Cape, the largest exporter of South African apples and pears, protecting the genetics of nearly lost varieties is essential. Buks Nel, recently recognised by the SA Fruit Industry for his role in innovation following the discovery of FLASH GALA™, says while his job is focused on new variety development, old varieties are also important. "If you don't know where you've been you can't

know where you are going", Nel says.

Each year Tru-Cape opens the Heritage Orchard for two guided walkabouts but last year, because of the detrimental impact of the drought, the company thought it safer not to expose the orchard to the stress of visitors. "We are pleased to say the orchard will be open again in 2019 but only on Saturday, March 16 but for two sessions beginning at 10am and 2pm.

People can expect to see, touch and taste older varieties such as Northern Spy, Pomme de Neige and many others.

The tour is hosted by Tru-Cape's Quality Assurance Manager, Henk

Griessel and Buks Nel at Oak Valley Estate.

According to Griessel and Nel who co-authored a book on historic apple varieties, "Apples in the early days at the Cape", available for purchase at the open day and from Tru-Cape Fruit Marketing at R300 a copy, the Kroonappel will be one of the varieties available to taste.

"Further investigation has shown that there were four Kroonappels, but it is most likely that the one around at the Cape in 1723 was the Kroon-Appel with the synonyms Fyne Kroon, Aagt-appel, Engelsche or Hollandsche Aagt or Lekker Beetje.

First-ever pest and disease identification technology and database

AEROBOTIC has launched five new innovations that have never been seen before in the agriculture industry. These innovations were designed with the farmer in mind to build on top of Aerobotics' solutions that have been helping farmers with early pest and disease detection for years. Aerobotics' new leaf-by-leaf Drone Scouting Application will give farmers access to artificial intelligence (AI) that detects the exact problems impacting their trees, quickly, accurately and without having to step foot onto the crop themselves.

The announcements were made during Aerobotics' Future of Farming 2018 events, which were not held in city centres, but in 11 locations in mostly farming communities around South Africa with more than 700 people in attendance. The events, like Aerobotics' technology and solutions, were designed from the ground up for the farmer.

Said Aerobotics Co-Founder and CEO James Paterson: "This kind of technology has been the stuff of agritech legend, but today we are making the Future of Farming a reality."

Once the drones capture high resolution images of stressed trees, these images will be run through Aerobotics' first-ever tree crop and vineyard pest and disease detection database. Using artificial intelligence and machine learning, pests and disease will be identified, and the results then communicated via push notifications to the farmer. Additionally, the Aeroview system will now automatically generate scout routes for farmers using Aerobotics' AI.

"Until now, the farmer has had to take time to visit each individual tree and rely on past experience and knowledge in the field to identify pests and disease," said Aerobotics Data Science Manager Michael Malahe. "Now, Aeroview has the technology to do all of this for the farmer. The amount of time, energy and money that farmers can save with Aerobotics' new technology is impressive."

Once the system has automatically detected problem trees that need further investiga-

tion and a scout route has been planned using AI, Aerobotics' Drone Scouting Application will send the route to a drone.

The drone will take off and fly a custom-designed mission, locating trees which have been identified as experiencing stress. The drone will come down to approximately one metre above the tree to take a high-resolution image. This image will capture data at leaf-specific detail and be uploaded to Aerobotics' pest and disease database.

"Aerobotics has been looking at how we can combine our technology and farming knowledge to help farmers streamline their operations and save time and money," said Aerobotics Co-Founder and CTO Benji Meltzer. "This has massive implications for the farming sector as early detection of these risks will enable early intervention, saving farmers costs, protecting crops and saving yields exposed to harmful pests and disease."

"Our clients look to us to bring innovative solutions to market which save them time and grow their yield. This is definitely going to do that on a large scale," said Aerobotics



COO Andrew Burdock. "The more data we collect over time, the quicker and more accurate the system will become in identifying the pest and disease risk in the future."

"Farmers once roamed their crops, inspecting their plants manually. Our initial solution enabled drones to survey the route and guide farmers to the location of trees under stress, but still required manual scouting," said Aerobotics Head of Product Nasreen Patel. "Now, the drone will do the scouting, enabling the farmer to review their orchards from their web browser."

"Aerobotics has built an application that enables drones to do the work in minutes that used to take farmers hours," said Aerobotics CFO and Head of Growth Timothy Willis. "We can now use Aeroview to find

stressed trees and vines by creating a scouting route for farmers without them having to lift a finger."

The Future of Farming 2018 took place simultaneously at 11 satellite events around South Africa, in Citrusdal, Johannesburg, Pretoria, KZN South Coast, KZN Midlands, Kirkwood, Patensie, Tzaneen, Nelspruit and Hartswater. The event in Johannesburg took place at the Nedbank Auditorium in Sandton. Nedbank is a partner of and Series A investor in Aerobotics and has been a strong advocate for the work the company is doing to help farmers streamline processes and navigate future challenges.

Those that missed the live event or stream of the Future of Farming 2018 can watch the event on Aerobotics social media channels. Visit www.aerobotics.io

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Building slumps worsen payments

IN the clamour to find work during building industry slumps, contractors and other parties involved readily accept work without protecting themselves contractually – with most of the resulting disputes centred around payment, says Uwe Putlitz, CEO of the Joint Building Contracts Committee (JBCC).

JBCC is a non-profit company that represents building owners and developers, professional consultants, and general and specialist contractors who all provide input for the compilation of JBCC agreements (contracts) that portray the consensus view of the committee's constituent members.

Putlitz says surveys dealing with disputes all show a similar pattern. "Most claims relate to late, partial or non-payment of certified amounts. Contractors and building consultants cannot function without regular payment – and they



in turn must pay others in the supply chain. Nowhere in world can contractors and consultants finance a project for a client – unless it's specifically a design-finance-build-operate project. Therefore, there is globally the trend to outlaw all 'pay when paid'-clauses which also applies in South Africa – but that does not mean the end of payment disputes."

Putlitz says, in JBCC's experience, other typical reasons for claims on building projects include:

- Poor project definition resulting in numerous changes to

"correct the scope" – but only after the contractor has been appointed. This almost inevitably will affect the price and the duration of the construction period – and cause stress;

- Unrealistic expectations by the client about the accuracy and standard of construction, and the quality of finishes expected compared with the price he or she is prepared to pay. "This can seriously sour the relationship between the client and the professional team.

And it's often the professional team who have neglected to convey realism to their client," Putlitz observes;

- Poor contract administration, including aspects such as complying with contract stipulations, holding regular meetings, compiling accurate minutes of meetings, and distributing minutes timeously. Such sloppy administration could also include not maintaining schedules of information required or issued, of instructions issued; and of certified payments;
- Poor communication between the client and the contractor, and with the professional team. "This also happens within the professional team, resulting in documentation errors and omissions in tender and construction informa-

tion."; and

- Poor knowledge of the rights and obligations in the standard form contract used. "Generally, the conditions in intent do not differ between contracts – but the vocabulary used is specific to that contract. Virtually all contracts include two or more clauses where a specific notice period and procedure must be adhered to or the opportunity to claim is lost. Such claims tend to involve additional time and money."

He adds: "These five conditions, not necessarily in this order, cause problems and disruptive disputes on building sites throughout the world. The potential for disputes in these circumstances are well-known – but continues to be either overlooked or ignored when there is a serious shortage of work," Putlitz adds.

Demoulding oils enhance final concrete finish

RAISING the quality of concrete finishes as well as extending the life of formwork are among the many benefits of using demoulding oils when casting concrete.

According to CHRYSO Southern Africa general manager marketing, Hannes Engelbrecht the most important function of release agents or demoulding oils is to permit easy removal of formwork.

"Choosing the appropriate release agent may be critical to the success of a project, as it affects both the quality and colour of the surface finish," says Engelbrecht.

He highlights that suction or adhesion

forces between a precast element and its mould can, for instance, make it difficult to remove without damaging either the concrete or the mould itself. High temperature steam curing is a particular challenge during production in the precast industry.

He says the high quality release agents in the CHRYSO® Dem Range provide greater versatility, are easy to use and facilitate consistent quality.

"These release agents deliver the desired surface finish for the precast concrete element," he notes. "In the case of timber shuttering or formwork, it also reduces the loss

of water from the concrete, due to absorption by the shuttering or formwork."

The aesthetic impact is enhanced, as the likelihood of imperfections and surface blemishes such as blow holes is reduced, while staining and colour changes are eliminated when applied correctly.

"The cost of a release agent is low in proportion to the mould itself, so simply choosing the cheapest release agent available on the market is false economy," he emphasises.

The CHRYSO® Dem Range, locally manufactured according to strict prescribed standards, includes a vegetable-based, envi-



The CHRYSO Dem Range of release agents delivers the desired surface finish for precast concrete elements.

ronmentally-friendly release agent.

This product – CHRYSO® Dem Bio 10 – has low odour and is non-toxic, making it safe to use in confined

spaces such as mining, tunnelling and any poorly ventilated area, as well as making it environmentally friendly due to its biodegradability.

Formwork solution for gatehouse arch

A requirement for smooth off-shutter concrete work at the arched gatehouse to ICT group Yekani Manufacturing's new R1 billion factory in the East London Industrial Development Zone saw main contractor WBHO turn to PERI South Africa to provide a complete architectural solution.

"Our long-standing relationship with WBHO as a client resulted in us being called in initially to discuss the concept and poten-

tial solution, which was a meeting that included all major stakeholders," PERI Sales Manager Wayne Truter explains. "The architect sought a particular patterned look that required off-shutter concrete work, for which we were able to provide an ideal solution that was ultimately accepted by the client."

The project commenced a year-and-a-half ago, and was finally completed end August this year. In addition

to Truter, the PERI team comprised Sales Engineer Rob Roberts, and VARIO and Yard Manager Ted van Rensburg. Italo Flavio from formwork sub-contractor Flavio & Litchfield Construction commented that the company had received exemplary support and service from the PERI team throughout the project duration.

The unique feature of the gatehouse arch was the portholes in the concrete face. An-



The arched and sloping walls were 10 m x 7 m, while the actual feature brow was 25 m long.

other major challenge was the sheer size of the structure itself, with the arched and sloping walls being 10

m long and 7 m high. The actual feature brow was 25 m long, while the largest wall was 230 m².

World's first electric mining telehandler

MANITOU Southern Africa, a subsidiary of Manitou Group, a world leader in rough-terrain rough-terrain handling, launched some of its latest innovations at Electra Mining Africa 2018. The highlight of the Manitou stand was the launch of the world's first electric telescopic handler, the Manitou MHT-790E, specifically designed for mining customers.

The MHT-790E electric telescopic handler was born out of the need to eliminate fatigue in the mines associated with diesel particulate emissions, particularly in tight and closed off areas. Transportation of fuel to refuel diesel machines is often another issue faced by mines in terms of time, cost and accessibility. Through a partnership with different suppliers dedicated to alternative energies, a Manitou MHT-X 790 diesel telescopic handler was converted into a fully electrical telescopic handler.

Electric Powered

With a lifting capacity of up to 9 tons and a lifting height of up to 6.84m, the MHT-790E electric telescopic handler is the first of its kind in the world. The machine is powered by a Lithium-Iron Phosphate battery, known to be one of the safest battery chemistry compositions for its thermal and chemical stability. Other advantages of these types of batteries are its low cost, non-toxicity, the natural abundance of iron, safety characteristics and electrochemical performance. All of these advantages culminate into a machine which emanates zero fumes, produces less heat and has a long expected battery life of 3,000 cycles, protecting the health and safety of those working in confined areas such as tunnels and mines. A continuous battery shift time of 8 hours combined a high speed charging time of 90 minutes or onboard charging time of 18 hours ensures an uninterrupted work shift.

Cool under pressure

An active air-cooling system, which is completely sealed, cools the air down to keep the battery temperature at optimum levels while the electric motor is cooled via a water cooling method.

Safety Features

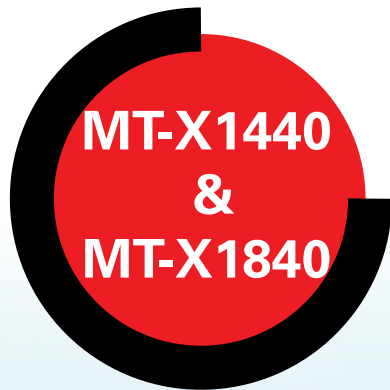
Additional safety features built into the MHT-790E telehandler

includes various Detection Systems, ensuring that the vehicle slows down should a person, vehicle or obstacle be detected, thus reducing the possibility of accidents. The battery pack included in the MHT-790E is also 3G impact

rated, protecting it in the unlikely event of an accident.

An Automatic Fire Detection and Suppression system is included, specifically designed for Lithium Ion battery systems, as well as detection and protection

of any electrical sparks and smoke, short circuit overload that may occur. The MHT-790E unit also sports an ingress protection rating of IP66, meaning that the unit is "dust tight" and protected against powerful jets of water.



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The whole Works



INTERFACE, the world's largest modular flooring producer, represented in South Africa by KBAC Flooring, has launched The Works, a new innovative range to create tranquil and comfortable office or home spaces.

Hannetjie Smit, KBAC Flooring's Sales Consultant in Johannesburg, says: "The Works Collection consists of four colour-coordinated designs to solve a wide range of flooring challenges.

A major advantage is that the new range comes at an extremely affordable price - an important consideration during economic

crunch times with limited budgets for interior designers.

The Interface Works Collection is basically a collection of square patterned, structured loop pile carpet tiles suitable for ashlar, brick, monolithic and non-directional installation. The collection features organic, biophilic and geometric designs in coordinating colours for easy mixing and matching.

"Furthermore, a common yarn system means the product is compatible with other Interface products with similar yarns - such as Interface's equally affordable Employ range. The Employ Loop and

Lines ranges have been hailed by designers for their unlimited creative design options in commercial installations," she adds.

The new Interface Works Collection designs stocked by KBAC Flooring consist of:

* Works Flow - With nature as inspiration, this organic pattern offers natural variation with 12 colourways ranging from neutral to pastel, reminiscent of a marble floor or a flowing river; and

* Works Geometry - A modern look for contemporary spaces, Works Geometry offers a varied linear pattern, creating a solid foundation for any modern space. The range comprises nine colourways, featuring both neutral and colourful designs.

In line with Interface's Mission Zero pledge to have zero negative impact on the environment by 2020, the new ranges feature exceptionally high recycled content and 100% renewable energy.

DrillAir compressor – two for one

ATLAS Copco's DrillAir range which includes the XATS 1200, XAVS 1000, V900, X1300 as well as the two most recent additions, the V1200 and Y1300, is ideal for geothermal drilling and construction, blast hole drilling and exploration (mining) and pipeline, well services as well as aerated drilling (oil & gas). Boasting a compact footprint, these machines can be transported easily between drilling sites.

"One-size-fits-all has never been part of our DNA and choosing the right compressor to match hole depth and hammer size is critical to ensure efficient drilling," notes David Stanford, Power Technique Business Line Manager- Portable Products. "And this is exactly what the Drill Air range offers; end-users can choose the right compressor for their core business and have the flexibility to adapt to changes in well depth and hammer size for any custom application."

Stanford explains how DrillAir compressors can achieve maximum air flow at any pressure setting. "The focus of the DrillAir

compressor design is on the relationship between pressure and flow and to create the ideal combination of these two variables to achieve the most effective utilisation of air. The objective is to improve the efficiency aspect of the time spent and fuel utilised."

"Take PACE (Pressure Adjusted through Cognitive Electronics) technology for example, a simple software package requiring no additional hardware which is incorporated into all our large compressors (V900, XATS 1200 and XAVS 1000). The intuitive PACE is a dynamic optimisation feature that allows the end-user to tap into the electric engine to control pressure and flow. "Our compressors' Tier 2 and 3 electric engines are ideally suited to PACE presenting the perfect combination between engine and technology," notes Stanford.

This pioneering technology enables multiple pressure and flow settings, ensuring that operators match air flow and pressure to their application needs. The capability of having multiple pressures out of a sin-



gle machine eliminates the need for multiple machines to dispatch several variants, a significant saving in capital purchase.

DrillAirXpert offers up to 30% improved drilling speeds. This performance management system includes software (Dynamic Flow Boost, Dynamic Control and XPR) as well as hardware (Xc4003 controller, electronically controlled inlet valve and a variable minimum pressure valve).

The Dynamic Flow Boost provides up to 4 m³/min additional flow when flushing and during drill stem refill and is capable of achieving 10% more flow at lower working pressure for larger diameter drilling. Key benefits include quicker flushing, faster stem refill and a shorter time to complete drilling, pro-

viding customers and end-users enhanced control on site. Based on patented technology, Atlas Copco XPR (Extended Pressure Range) extends the working pressure range whilst setting it as low as 15 bar.

With a 500-hour service interval, the DrillAir range is defined by hassle-free service, quick maintenance and low operational costs. The machines' centralised drain and air filtration systems facilitate servicing while the design of the new oil separator system reduces maintenance time by over an hour. A dedicated service door allows for convenient oil level observation and oil filling. The three-layer protective coating covering all bodywork offers over a decade of corrosion-free service, further contributing to low operational costs.



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Dealer partnership secured

"DEMOLITION Technologies has been appointed our dealer to serve customers in the Western Cape region," affirms Dennis Vietze, Wacker Neuson Sub-Saharan Africa Managing Director.

Demolition Technologies had been solely a reseller and repairer of Wacker Neuson products since 2009. The signing of the dealer agreement on 15 October 2018 solidifies the two companies' relationship, strengthens Wacker Neuson's footprint in the Western Cape and adds the complete range of light compaction and concrete equipment to Demolition Technologies' product portfolio.

"Our dealer responsibilities extend to the marketing, supply and support of the Wacker Neuson equipment," states Demolition Technologies Managing Member, Brendan Drummond-Hay. "We anticipate that the Wacker Neuson compact equipment range of mini-excavators, dumpers, loaders and tele-handlers will also open the door to a host of new lucrative business opportunities for us."

Established in 2007, Demolition Technologies shares 1 500 m² of



Wacker Neuson & Demolition Technologies seal the dealership agreement FLTR John Ramshaw, Dennis Vietze, Brendan Drummond-Hay & Shelley Le Roux.

offices, stores, workshops and yard space in Paarden Eiland with sister company, Hy-Jack Cape. The company operates primarily in the Western Cape with a footprint that extends to the North Cape and West Coast. "We provide 'solutions' rather than just products and focus on high levels of service, premium product offerings and after-sales support from our skilled and dedicated team," affirms Drummond-Hay. "This has stood us in good stead in serving our primary markets including construction companies, government entities, power generation as well as the mining and quarry industries over the past eleven years."

"This dealership agreement enables us to supply a premium brand solution along with the added value of operator training, preventative maintenance training and on-site support. This, together with our work ethic of hard work and perseverance and believing in your product pays dividends. We are perfectly positioned to tackle any challenges head-on." Furthering this positivity, Drummond-Hay says that Demolition Technologies is now poised to offer products that are customer-centric in their design and efficiencies that contribute to lowest overall total cost of ownership. After-sales service is a vital factor in

maintaining lasting relationships with customers and Wacker Neuson's Cape Town branch, headed up by John Ramshaw, will provide Demolition Technologies with the necessary support including product training, to equip the team to provide efficient after-sales service. All repairs and maintenance on Wacker Neuson equipment will be managed from the company's fully fitted workshop facility under the auspices of Demolition Technologies General Manager, Shelley Le Roux.

"There is no doubt that we will benefit greatly from this partnership with Demolition Technologies," notes Vietze. In addition to boosting our number of sales people who are now able to attend to a larger customer base, the increased awareness of the Wacker Neuson brand in the marketplace will further attract new business opportunities." Vietze also points out that alongside an increased number of contacts and locations, Demolition Technologies customers will be able to continue dealing with people with whom they have already developed a relationship.

No easy path to peace on a building project

WHEN disputes arise on a building project, despite proper contractual procedures, what are the options to resolve the matter? Uwe Putlitz, CEO of the Joint Building Contracts Committee (JBCC), here looks at the situation – and finds that in the end time, productivity and harmony are not part of most of the avenues towards agreement.

Regardless of the Standard Form Contract (SFC) chosen, all the contracts include dispute resolution op-

tions. Implementation of these procedures to a large extent involves the parties at war consulting trained outsiders to avoid involvement of the legal profession unless absolutely necessary.

Let's look at the trained outsiders that could be engaged to create settlement.

The first and best option is for the parties to share what could end up being quite a few cups of coffee to amicably discuss the issues and explore possible solutions acceptable to both. Obviously, this is the fastest

and most cost-effective solution and all information remains confidential. But, sadly, it's probably the least likely way employed in dispute dilemmas in the world we live in today.

So, if coffee is not on the menu, the next step could be to move on to mediation and hire an outsider to mediate the matter under dispute. Mediation has gained support in the building and construction industry in most countries, including South Africa. But it is important that the mediator should

be trained to deal with people to fully extract and fully understand the crux of a problem to guide the parties to possible solutions. The parties talking to one another could also agree to resolve the matter by asking the mediator - who has been privy to all relevant information - to suggest a non-binding solution to the parties, commonly referred to as 'expert determination'.

If mediation does not work, there's adjudication. This process was evolved in the 1980s

in England to find a speedy solution to mostly technical issues that led to payment disputes. Adjudication is widely used throughout the English-speaking world and most countries have regulated the process by publishing 'adjudication rules'. The adjudicator should be qualified to apply the principles of natural justice and have technical skills to analyse a problem and make an appropriate determination on such matters and its payment issues.

It is important to note that no certified

payment can be withheld: payment must be made in terms of the contract for the undisputed amount while the disputed issues are referred to an adjudicator to resolve before the next payment cycle. The adjudicator's determination is immediately binding - but may be overturned in subsequent arbitration.

This last level of dispute the resolution clauses in Standard Form Contracts is arbitration which is strictly regulated and largely follows court proce-

dures. However, this a drawn-out process as it must deal with dispute issues in depth.

Some Standard Form Contracts provide for the appointment of a dispute avoidance board consisting of one or three persons (with technical, financial and legal skills) appointed on a retainer to keep an eye on all phases of a project to timeously identify possible problems that could become disputes and find alternative solutions before swords start getting crossed.

Contractor sentiment at new low

THE cidb SME business conditions survey showed that civil contractor confidence fell by 6 index points to a historic low of 27 during the third quarter. Weakness in all the underlying indicators, especially construction activity, supported the drop in confidence. Discouragingly, de-

mand for new construction work remains a constraint and implies that activity growth is likely to remain under pressure in the near future.

From a grades perspective, confidence fell to historic lows of 25 and 15 for Grades 5 and 6 as well as Grades 7 and 8 respectively.

Respondents in these grades experienced a sharp slowdown in activity which weighed on profitability.

General building confidence has been trending downwards since the beginning of 2017. During the third quarter, business confidence shed another 3 index points to register a level

of 30.

Ntando Skosana, Project Manager for Monitoring and Evaluation at the cidb commented, "Business confidence amongst general builders fell to its lowest level in almost seven years. Unfortunately, the outlook for this sector does not look promising, as the demand for

new building work remains a constraint."

Skosana remarked that "The third quarter survey results suggest that pressure on smaller building contractors in particular is escalating". Since last year this time, business confidence for Grades 3 and 4 builders has dropped by a cumulative 19 index points to

a historic low of 28.

On a provincial level, the deterioration in sentiment for both general builders and civil contractors in the Western Cape was of particular interest. "After outperforming other provinces for some time before this quarter, building and civil contractors in the Western Cape

recently came under pressure – in line with the other provinces" remarked Skosana.

"The fact that the lower confidence was so pervasive across grades and provinces highlights the broad-based nature of weakness in the building and construction sectors" concludes Skosana.

Creating jobs through road construction

THE Msikaba North haul road is nearing completion after early delays necessitated by relocation of families and graves.

Irvin Khoza, assistant resident engineer on the project says the road is being built to help transport material for the building of the N2 Msikaba bridge.

The estimated value for the project is R29-million (ex VAT), 30% of which has been allocated to SMMEs. There are no joint ventures appointed on the project which started in October 2016.

"This is the first phase of the project. The second phase will be the actual N2 that's going to be running across next to what we have now which is the haul road," says Khoza.

The road features a 140 mm depth of concrete pavement.

"With this concrete pavement you've got panels that are different. You've got what we call anchor panels. With these panels in this area I would say instead of having your normal C4, you'd have that as a trench that's been opened, so the concrete can go deeper. This is so it can be that anchor for the road so that it can hold on to the other to bond with the road itself.

Underneath you've got mesh steel rein-



Emmanuel Sisanda's company First Building Construction has helped to create much needed jobs in the Msikaba area.

forcement. We've also installed guardrails for safety purposes," Khoza explains the specifics of the road.

The end of the first phase completed at the end of March 2018.

He says they have managed to work hand in hand with the local SMMEs and offer them guidance on how to help their businesses to succeed.

Emmanuel Sisanda's company First Building Construction has helped to create much needed jobs in the Msikaba area where they are contracted to help build a haul road for the construction of the N2 highway.

Before being contracted on the project, he worked in the construction sector building schools and other public amenities.

He was sub-contracted on the Msikaba North haul road project by Grinaker. The

company's responsibility includes building a concrete pavement and steel fixing. They also supply the concrete used on the project.

"On this project I have 17 labourers drawn from the local community," says Sisanda.

"There is a lot that we are looking forward to. We have always wanted to be a growing company. Working for SANRAL is a good opportunity for getting exposure and people will know about us through the work we do here.

"We would like to say thank you to SANRAL for what you are doing for us because even as individuals we are benefiting from this project. The community is also benefitting from this so, thank you SANRAL," he says.

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Water warning - report launched

INCREASING numbers of cities worldwide risk reaching Day Zero, with taps running dry, and exacerbating the effects of climate change, unless they start actively managing and improving the resilience of their entire water basins, warns a new report by global engineering consultancy Arup.

Cape Town's recent water crisis has alerted major cities to threats to their water supply. According to the Arup report *Cities Alive: Water for People*, endorsed by the International Water Association (IWA) and launched at the IWA World Water Congress & Exhibition in Tokyo, cities need to expand what they might now consider 'their' water infrastructure to include the entire river basin on which they depend.

The report highlights that the world's 100 largest cities occupy less than 1% of the planet's land area, whilst the basins that provide their water resources cover over 12% and serve almost a billion people. Water basins are vital for supplying cities with water, collecting all the surface water and groundwater in the area. Cities impact stewardship for hundreds of miles. They have the potential to influence how their water basins are managed, yet they invest very little in them.



The report calls for more 'upstream thinking' in how cities approach water management. This means greater collaboration, working with landowners, businesses and local authorities further upstream to consider the water basin as a whole.

Understanding how a city's water basin behaves does not only lead to better water management but can protect the local environment and ensure the wellbeing of residents. The Arup report outlines recommendations for successfully managing and maintaining water basins, including:

- Working Together - City governments, businesses and water organisations should be working with land owners and land managers further upstream to reduce flood risk, improve water quality and encourage more sustainable water sources.

- Working with nature - All basins are different; cities need to understand the flows of water, sediments, nutrients and ecology of their

basins, to formulate and provide successful designs and solutions, such as Natural Flood Management (NFM). The Leeds Flood Alleviation scheme in the UK, for example, was developed after Leeds experienced widespread flooding for a number of years, most recently in 2015. It took a basin-wide approach in implementing landscaped natural flood defences (NFM), and adjustable weirs to improve water continuity. The scheme now protects 500 businesses and 3,000 homes. It has also provided new city spaces. Similarly in China, the Sponge City Programme implements NFM by using greenbelt, rainwater gardens, permeable paving, rainwater harvesting and detention ponds to combat serious flooding.

Dr Mark Fletcher, Global Water Leader, Arup, said, "Recognising the importance of the entire water basin is essential as urban water resilience is not possible without rural

water resilience. In simple terms, we must be more water-wise. With up to 4.3 billion people expected to live in cities by 2050, this is something city leaders and water managers need to be looking at now. Whilst this is a challenge, it also provides a significant opportunity to revolutionise how urban water systems are designed and retrofitted, and how they can deliver greater benefits for all."

"It's really about people taking responsibility for building water-wise cities - cities that are connected to their basins, designed in a water-sensitive way, and delivering services that are sustainable, flexible and robust," states Corinne Trommsdorff, Programme Manager, Cities of the Future, International Water Association. "Building water-wise communities is the key to achieving that. Water for people is also water by people. IWA members are endorsing the Principles for Water-Wise Cities to drive this transition."

The *Cities Alive: Water for People* report has been launched at the IWA World Water Congress & Exhibition 2018 in Tokyo, Japan. The Congress brings together the world's leading water, environment and related professionals from more than 100 countries.

Cold asphalt mix - a pothole solution

HAVING been tested and rolled out across South Africa for over a decade, National Asphalt's Cold Mix has proved to be a highly effective response to the country's growing pothole problem, and can even be used to repair larger sections of road.

"Manufactured using the high quality Macfix® additive from UK-based specialists Macismo, our Cold Mix can be supplied in bags and in bulk, and is produced to the same exacting standards as all our asphalt products," says National Asphalt general manager Dave Bennett.

National Asphalt - a member of the JSE-listed Raubex Group - has held the exclusive agency for Macfix® since 2011 and has applied the product across South Africa, as well as neighbouring states and the Indian Ocean islands.

"A significant advantage of Cold Mix is that it can be ordered in affordable quantities to suit small contractors, and can be applied in a labour-intensive manner, providing greater opportunity for job creation and skills transfer," says Bennett.

The product does not require any mixing equipment on site, and



Both small and large areas can be repaired using National Asphalt's Cold Mix.

can be stored for up to two years. This makes it a valuable proposition for remote rural areas which have no asphalt plants nearby. The Macfix® additive allows the mix to remain workable in temperatures as low as 10°C. It is also less costly in terms of energy, as no heating is required in the preparation or storage of the mix.

The material is supplied in a 7.1 mm and 10 mm wearing course for road repairs, and can be used as a long lasting, durable and cost effective filler for deep base repairs also.

He emphasises that cold asphalt can also be put down as bulk material. National Asphalt has pioneered the use of Cold Mix over larger areas, paving a whole section of road while maintain-

ing the surface's integrity and longevity.

There are also environmental benefits inherent in the product as the ingredients are solvent-free, constituted rather with organic compounds.

This makes the mix safer to handle and more environmentally friendly than many conventional asphalt options.

"We carefully control the production of Cold Mix through our ISO rated systems, so that it is workable, stable and consistent, providing a quality product for our customers," says Bennett.

"Manufacturing processes at National Asphalt are carefully documented with regular audits conducted to ensure that quality standards are maintained, and that output is traceable."



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CDA compulsory in Malawi

A new Mining Act anticipated to be promulgated in Malawi this year will make it compulsory for all mining companies to undertake Community Development Agreements (CDAs).

Describing it as an "important change," AECOM Senior Specialist Karien Lotter explains that companies must commit a predetermined percentage of their profits to community development. This can range from building infrastructure such as roads, schools, and boreholes, implementing education and awareness programmes, or providing training.

As an integrated infrastructure delivery company, AECOM has considerable experience in the full suite of environmental and social assessments required for a variety of permitting purposes, planning resettlements, and compiling Resettlement Action Plans (RAPs) for development projects that require land acquisition.

Three new retirement villages in the offing

THREE new retirement villages are to be launched by Rabie Property Group under a new brand, Oasis Life, in Cape Town over the next six to eight months at a total cost of more than R2,5-billion.

This follows the successful sell out of Rabie's Oasis Luxury Retirement Resort in Century City where all 376 sectional title apartments were sold out six months ahead of the sixth and final high-rise apartment block being completed.

Rabie CEO Leon Cohen says with people living longer and the current shortage of options for people as they get older, they believe there is huge potential in this market for superior products that offer a really great lifestyle for residents.

"In fact the first three planned villages are just the start. We are also exploring opportunities in other major centres aiming to create a national footprint of retirement villages, all based on

the Life Right model, within the next five to 10 years."

"Our focus has always been on delivering more than just bricks and mortar; it has been on developing large scale estates and well-integrated mixed-use developments designed to enhance the quality of life of those who live, work and play there."

The first three Oasis Life villages will all form part of the Group's existing mixed-use developments, namely Clara Anna Fontein in Durbanville, Burgundy Estate and Century City.

Oasis Life Clara Anna Fontein will comprise a total of 125 homes and an exclusive clubhouse consisting of a dining room coffee bar, lounge, activities room a meeting room and library as well as primary health care facilities staffed by a registered nurse.

Phase one of the development, which is now being launched, will comprise 56 one,



two and three bedroom homes all with their own exclusive use gardens.

Unlike most other retirement developments where communal facilities are only provided towards the end of the development, the retirement clubhouse component of Oasis Life villages will be built as part of phase one.

As it forms part of the prestigious Clara Anna Fontein estate,

residents in the first Oasis Life village will also have access to the spectacular Clara Anna Fontein Lifestyle Centre with its dining room and coffee bar, lounges, meeting rooms, a restored 18th Century Manor House, a fully equipped gym, two tennis courts, a squash court and a solar heated 25m swimming pool.

Homes will vary in size between 101 square metres and 273

square meters including garages and under cover patios with prices ranging from R2,3million to R5,5million.

Oasis Life Clara Anna Fontein will be pet friendly with residents able to keep small and medium size pets.

Civils work is expected to start by the end of the year or early next year with the first handovers scheduled to take place during early 2020.

Why Life Rights?

Rabie CEO Leon says they had investigated different financial models and believe Life Rights, which provides the purchaser with the legal right to live in a home for as long as they and their nominated partner/spouse are alive, offers buyers the greatest benefits and financial flexibility whereby options can be tailor-made to suit individual's

special circumstances.

"One of the biggest pros for purchasers is the fact that it guarantees professional management taking away many of the day to day worries and hassles such as maintenance and insurance facing Body Corporates.

"Purchasers also have more certainty about levies and won't face the shock of a special levy at any time.

"Also, very importantly, the developer is in for the long haul. By retaining ownership of all homes as well as the common property, it is in the developer's interest to maintain and upkeep the village and its facilities to a high standard. As such the interests of residents and the developer are aligned."

Cohen said the Group has extensive hospitality experience including owning and running top-notch hotels and its specialised hospitality division would ensure the successful operations of all their retirement villages.



Retirement Homes from R2,3 to R5,5m

Oasis Life Clara Anna Fontein, set in an idyllic 128 hectare lifestyle estate in the gently rolling hills above Durbanville, offers a modern take on retirement living. This beautiful contemporary village consists of just 125 single-storey homes arranged around its own Lifestyle Centre with restaurant, coffee bar, lounge, activities room, meeting room, library and primary healthcare facility.



- Spacious one, two and three-bedroom homes
- Ranging from 101m² to 273m² in size
- Designed to maximise north-facing light & views
- Fibre-to-the-Home for high-speed connectivity
- Seven kilometres of safe, scenic walking trails
- Covered patios with built-in braais
- Pet-friendly, exclusive-use gardens
- Hi-tech security measures
- Single and double garages
- Primary health care with optional home-based care
- Occupation from early 2020

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www.oasislife.co.za



Office to residential conversions



CONVERTING office space into residential rentals is gaining popularity. This is especially true in CBD areas where there is a dearth of mid-market residential property for young professionals looking to live closer to work.

Property investors looking to beat the low growth in South Africa may want to consider the conversion of commercial properties into residential offerings. According to Joel Rosen, MD at Prime Residential there has been a strong interest from commercial property owners as the traditional deal flow has slowed due to tough economic conditions.

"There are currently a large number of office vacancies, especially in some areas of

Johannesburg. With fewer new commercial tenants entering the market, there is often no other option but to look at alternative ways to make these investments work for you," Rosen explains.

Caveat emptor still applies

While the opportunities to convert existing office space into residential units are attractive, there are some factors which should be considered before rushing in.

"Not all CBDs offer the same opportunity. For instance, Cape Town has seen a number of new higher-end office to residential conversions come on stream in recent months, resulting in an oversupply. However, there has

been a lack of new affordable rental supply as developers struggle to see solid financial returns in the lower-end rental market. What's more, the cost of inner-city properties in Cape Town is far higher than in other metropolises like Durban and Johannesburg which, together with the costs of the conversions, makes the returns less attractive," explains Gary Palmer, CEO of Paragon Lending Solutions.

When it comes to location, Rosen agrees that investors and developers should choose carefully.

"There are certainly fewer opportunities in Cape Town in the current circumstances. We believe that good urban nodes in Gauteng is where the focus

should be. Randburg is a good example. There is a high vacancy in B-grade office space, a very high demand for residential rentals and it is ideally situated for those working in Randburg and Sandton, with excellent access to public transport. These sorts of areas are where the real opportunity lies," explains Rosen.

Both Palmer and Rosen also caution that finding the right building is key to making the deal attractive.

"Developers need to look closely at the floorplans of the buildings. Not all office space is easily converted. Many offices have very deep spaces with little natural light. Or, they may have a structural floorplan which would require extensive renova-

tions and building work to make it a suitable living space. This impacts the costs and ultimately the profitability of the exercise," says Palmer.

Despite the cautions, both agree that office conversions offer a means to capitalise on current trends. The trick, however, is to partner with companies who have the necessary experience.

"There are any number of creative ways to make money in the current climate. Working with people who have real experience in conversions, who know the markets, and who understand how to maximise investment returns with the right finance is the key to keep your money working for you," Palmer concludes.

Tenant representative service launches

"MY landlord is refusing to return my deposit!" "My landlord is withholding my deposit, even though no entry or exit inspection was conducted."

"I'm not comfortable with some of the clauses in my lease, but I HAVE to sign it or I will lose out on the home."

These are some of the most common concerns expressed by South Africa's tenants. While tenants are not always in the right, neither are landlords – the problem, however, is that tenants have difficulty in enforcing their rights against landlords who usually hold the power in the negotiations and relationship with their tenants.

This is where Trusted Tenant Services comes in. A South African-first, tenant-centric representative service, launched by veteran property economist, institutional adviser, developer and investor, Neville Berkowitz, who entered the property industry in 1973. He is also the brainchild behind HomeBid, an agency that launched more than three years ago, and which is now SA's largest low-commission estate agency.

Mike Mills, an accountant with more than 35 years' experience in the estate agency and property investment and development fields is the Principal agent of Trusted Ten-

ant Services (Pty) Ltd.

Berkowitz believes Trusted Tenant Services will come to the aid of high-quality, verified Trusted Tenants, standing in their shoes during lease negotiations, representing them in their dealings with their landlords during their tenancy, as well as in their incoming and outgoing inspections handled by an unbiased and independent third-party home inspection service managed by the ex head of Absa valuations.

"While non-residential corporate tenants have for years enjoyed representation by property experts, in the residential rental marketplace property

experts only represent landlords who pay their commission and management fees," said Berkowitz. "This leaves the tenant defenceless when committing up to 30% of their salary in renting a home."

Trusted Tenant Services is targeting LSM 8 to 10 residential tenants working for employers in corporate South Africa and the public sector, as well as financially successful self-employed professionals and entrepreneurs with a high net worth.

"Christmas has come early for Trusted Tenants paying rentals from R8,000/month," said Berkowitz, noting that for tenants to

enjoy representation, they need to pass a verification process. "To become a Trusted Tenant, and thus enjoy full representation – as well as a host of other benefits – tenants need to consent to thorough credit and financial checks and be verified by our qualified and experienced practitioners, some of whom are development economists, accountants and financial planners."

Once applicants successfully pass the requirements and become Trusted Tenants, they sign a sole mandate to be represented by Trusted Tenant Services. Tenants requiring new rental homes can mandate Trusted Tenant Services to

source and secure new rental premises, while existing tenants can mandate Trusted Tenant Services to negotiate lease renewals on their behalf, potentially saving them money by negotiating a lower rental in the current weak economic climate.

"The power of Trusted Tenants lies in the stringent verification they undergo," said Berkowitz. "Landlords and rental agents can sleep peacefully at night when placing a Trusted Tenant as Trusted Tenant Services is so confident in its verification methods that we will issue participating landlords with a six-month equivalent rental and dam-

ages guarantee backed by an insurance policy issued to Trusted Tenant Services from a company within one of South Africa's largest insurance companies."

Tenants pay R495 once-off to become Trusted Tenants and, once successfully approved, R195/month for their representation.

There are other services offered by Trusted Tenant Services to both Trusted Tenants and their participating Landlords, including no deposits to Landlords from Trusted Tenants when the Landlord accepts Trusted Tenant Services' insurance company-backed 6-month rental and damage guarantee.

Life rights v full ownership



CHOOSING where you will live during your retirement years takes a lot of planning, much of which happens long before you actually

reach retirement age. It requires that you make some important decisions about the lifestyle that you would like to live, location,

ongoing costs, healthcare provision, proximity to family and amenities and so on.

One of the most

important decisions is the form of property ownership you choose for your retirement – typically this varies between life rights and full ownership in a retirement lifestyle development.

Life rights

A life rights agreement means that you buy the right to occupy the property or unit for the rest of your life, but you never own it, nor can you bequeath it to anyone after you pass on. Since you can't get a bond for a life-rights purchase, there will be no bond registration fees, nor any property transfer duties that

come with full ownership of a property. You won't, however, have any rights to how your living space is run, nor do you receive any capital growth returns for your financial investment.

Full Ownership

With full ownership you own your property in the retirement development, as well as an undivided share in the common property (since it is in a sectional title scheme). You therefore reap the full benefits of the capital growth and you will be able to bequeath it to your loved ones.

Based on actual cas-

es in Central Developments' previous retirement estates, which do offer full ownership, investors can expect to see returns on investment of up to 20% per annum (up to 12% capital growth and 8% rental return) from year one, versus about 4% nominal growth in the residential property market. You can get a bond to finance the transaction and you have control over your property. If you're buying now to retire later, you can let your property out to over 50s tenants. This gives you an opportunity to plan in advance for retirement and to buy at today's prices, providing

excellent investment returns in the process.

A life rights option can never be regarded as a property investment as there is no ownership of an asset that can grow in value. Neither the buyer, nor his/her estate or beneficiaries stand to benefit financially from a life rights transaction. Essentially a life rights buyer signs an agreement to pay a contribution which gives them the right to live in a unit for as long as they are alive, but that is where the value ends," explains Charl van Niekerk, Marketing Manager at Celebration Retirement Estate.

Mill Road Industrial Park

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Located approximately 10km from the airport via Robert Sobukwe Drive, 5km to the N1 and 5km to the N2 (via the R300), Mill Road Industrial Park offers warehouse and distribution space that retains an optimum rectangular plan and offers a very generous internal clear height for racking, staging and loading. A safe and secure park, it boasts security features including a perimeter fence, onsite management and 24/7 security guarding. There are also several energy and water efficiencies that have been included in the design of the industrial park.



Warehouse design

- The warehouses are sprinkler protected at roof level and offer sprinkler tanks and pumps, which have the capacity to accommodate in-rack sprinkler systems
- They are all fitted with ample roller shutter doors and are designed to allow for raised docking platforms and the installation of dock levellers
- The warehouse entrances are separate from the office component and offer a canteen and kitchen area for warehouse staff

Office design

- The air-conditioned offices are of a contemporary modern design and are articulated with a dark face brick and attractive, deep-set window and door openings
- The main entrance includes a reception and meeting area
- A naturally-lit staircase leads to an open-plan first floor office area with tea kitchen, ablutions and balcony area

Mill Road Phase 1: GLA (20,129m²): Completed in October 2018 - 50% let, approx. 9,000m² available
Mill Road Phase 2: GLA (14,936m²): Construction to commence shortly - approx. 15,000m² available
Mill Road Phase 3: GLA (5,000m²): Completed in September 2018 - sole client (Laser Logistics)

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Festo celebrate 45 years

A message of celebration by Brett Wallace, Managing Director of Festo South Africa



OVER the past 45 years we have continued to see multiple competitors come and go. We are privileged to be able to say that we have retained our position of strength by remaining the preferred partner to both industry and educational sectors with regards to excellence in automation and technical competence.

This is not a privilege that we take for granted but one that

we continually strive to enrich. Our success as an organisation has been propelled by hard work and commitment, coupled with a determination to understand market trends as well as current and future needs of our customers.

Despite the economic challenges that businesses and individuals alike have been faced with in the past five years, we are pleased to announce that our proactive visionary strategy has allowed us to grow our revenue, market share and our sales volumes across all existing and new sectors. This is testament to a customer-centric business model that is flexible and adaptive to market requirements, business processes that leverage global efficiencies and a dynamic

and competent team of motivated employees.

Being a global driving influencer at the forefront of Industry 4.0 has further enhanced our productivity, profitability and employability. Festo takes a holistic view of the changes within the realm of automation, whilst considering non-technological aspects such as the interaction between humans and machinery as well as the critical need for training and qualification. We embraced this new revolution and look forward to the creative opportunities that such disruptive technologies promise to bring.

In these 45 years, we have completed only a short part of our journey. With a strong vision, we continue investing in Africa, its

industry and its economy. Our position of strength is attributed to our products, services and people importantly this strength further enhanced by the loyalty of our dedicated customers and their desire to increase levels of competitiveness and profitability without compromising quality.

Our passion for innovation, combined with a dedication to learning and skills development has kept us in the lead. This attitude has not only been beneficial to us as an organisation but to the thousands of people who make use of our technology and solutions every day.

To all of you, we humbly extend our gratitude and look forward to many more years of shared successes.

All-metal flowmeters handle 350 bar

INSTROTECH is offering Kobold SMV variable area flow meters and switches that are hermetically sealed and pressure resistant up to 350 bar. A cylindrical flow tube with conical slots around the periphery eliminates the usual problems of variable area measuring principle and significantly increases the insensibility against contamination.

The proven measuring system is located in a robust housing made of brass or stainless steel. Permanent magnets are integrated in flow meter floats made out of different application matching materials such as PP, nickel plated brass, PVDF or stainless steel.



The devices are available as flow monitor with one or two limit contacts. The switching points are detected from outside contact-free by a reed contact. There are designs with attached flow indicator, in which the magnetic field actuates an externally mounted display, which is hermetically separated from the medium.

The available measuring ranges are from 0.1...1 l/min to 10...250 l/min for water. Depending on the model, a design temperature of up to 100 °C is possible. The protection degree is IP65. The compact instruments from the SMV series are particularly suitable for monitoring cooling water circuits and for detecting low-viscosity lubricants. They can be used in hazardous areas ATEX-zone as "simple operator".

Applications for Kobold's SMV flowmeter are for lubrication circuits, paper-making machines, machine tools, glass melting tanks, cooling circuits, welding machines, induction furnaces and pumps.

Fire pump sets acquire ASIB approval

DIESEL Electric Services' recently acquired ASIB approval to design, manufacture, install, maintain and commission fire pumps and control panel products including repairs,

upgrades and refurbishments in accordance with SANS 10287 in conjunction with SANS 10400 - A / W and the ASIB regulations.

The Pump Sets are designed for reliable

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Pumps used to generate electricity



KSB Pumps and Valves' branches and dealer manager for South Africa, Francois Naude with regional sales manager (Sub-Saharan Africa), David Jones, at the Leliefontein pump and turbine station (PaT).

A technical team serving the requirements of the Drakenstein Municipality in the Western Cape has designed one of the country's largest pump and turbine stations to be used for water reticulation to the nearby town of Paarl in dry periods, and as turbines to generate electricity for the city during the remainder of the year.

The City's engineer for water operations, Hein Henning, says the city was faced with the dilemma of having to pump water to its neighbour for just one month a year. For the rest of the year the pump station would be dormant absorbing hundreds of thousands of Rands in maintenance costs due to idle infrastructure.

Instead, the progressive municipality chose to innovate by effectively allowing the pumps to run backwards against the pressure of water from its elevated Leliefontein reservoir and generate electricity for the region's electrical grid.

Generating power

The commissioning of the pump and turbine station (PaT) effectively brings online one of the largest such project of its kind in South Africa, able to generate a nett 57 kW with 3 turbines - enough to power the entire region's water infrastructure of treatment plants, pump houses, offices and other infrastructure for an entire year.

"The water comes from the City of Cape Town Wemmershoek Dam and is gravity-fed to our city regions via our main reservoir. For one month of the year during the driest month the pumps need to be switched on to pump 400 l/s upstream to Paarl after which the pumps would usually be switched off.

"However, the higher elevation of the reservoir allows us to rotate the pumps backwards to act as small turbines for the rest of the year which is able to generate electricity at more than an 80% efficiency. The pumps are standard stock items from the supplier, do not require specialised support and servicing and their durability allows us to design the infrastructure with a 40-year lifespan" says Hein.

Upgraded pump station

Before commissioning the project, the municipality had spelled out its requirement to replace its existing 96 l/s pump station with a new one and discussed the ability to generate electricity in the off season with consulting engineers, Aurecon. Having designed and planned a solution, the main contract was awarded to Hidro-Tech systems (PTY) Ltd for mechanical and electrical work.

"We approached KSB Pumps and Valves to procure three KSB ETA200-40 pumps to meet and exceed the requirements of the tender. These not only perform brilliantly as pumps, but in turbine mode have a better

than 80% efficiency even considering hydraulic and electrical losses" says Kiewiet Viljoen, projects director for Hidro-Tech systems.

Technology integration

Electrical systems integrator, Brian Cooper, of Hidro-Tech systems, says despite the relative simplicity of the mechanical design, it does require complex integration of controls to deal with the hydraulic force and convert the electricity generated into a useable form.

"The system is designed with full PLC control which can be managed on site via Human Machine Interface (HMI) or can be accessed remotely via computer or a mobile device to give users infinite control and monitoring of the site wherever and whenever required."

Solution provider

KSB Pumps and Valves specialist, Stefano Testi, applauded the project, saying its success paves the way for numerous similar projects throughout the Southern African region, wherever there is a reliable supply of water at a high enough elevation to drive the PaT.

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New levels of efficiency

THE Krebs slurryMAX™ range of slurry pumps from global minerals process specialist FLSmidth has brought new levels of hydraulic efficiency to Africa's slurry operations.

Offered with a range of material options for liners and impellers, the slurryMAX handles most plant applications across various industries. Its design is based on the success of FLSmidth's millMax™ range of pumps, whose wear ring technology has created an efficient and long lasting slurry pump.

"...designed for multistage high pressure pumping systems."

The slurryMAX features an improved, more efficient impeller and an optional water drain plug for easier maintenance, allowing water that might have settled at the bottom of the pump to be quickly drained.



Krebs slurryMAX XHP extra high pressure pump.

In the slurryMAX 8 x 6 pump and larger units, a simple removable suction liner assembly allows for easy inspections of the internal components, as well as the replacement of the impeller without removing the discharge pipe. In addition, the volute liner has an integrated back liner that bolts securely to the outer drive side-casing. This makes for easier

and hands-free assembly, improving the safety aspects of the pump. Maintenance crews will also appreciate the easy-to-use lifting jig, for faster and safer rebuilds.

Other models in the slurryMAX range include the XD version for aggressive applications, boasting thick elastomer liners and a heavy-duty impeller for extended wear life. The

slurryMAX HP is the high-pressure version of this model, and is designed for multistage high pressure pumping systems. Featuring a high pressure outer casing, the slurryMAX HP uses all the same wear-resistant parts as the XD, giving consistent performance and long life.

Also in the range is the slurryMAX XHP, which enables customers to design pumping systems with more stages and a higher final discharge pressure.

The XHP uses the same wear parts as its HD and XD counterparts, but with an even more robust outer casing than the HP version.

Predictable and even wear life across all wet-end parts is among the benefits of the slurryMAX pump, as are its heavy-duty shaft and taper roller bearings that cannot be over greased; these long-lasting bearings are rated at a minimum of 100 000 hours.

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BORELINE is a Flexible Riser of exceptional strength and durability that makes the installation of submersible pumps simple and fast. Specially designed to replace Steel Risers, BORELINE is completely inert to rust and due to its flexibility, no internal scaling can take place.

Hygienic diaphragm pressure gauges

WIKA has expanded the application possibilities of its hygienic diaphragm pressure gauges of the PG43SA series: The model PG43SA-S is now also available in a version with ATEX approval. The pressure gauge can thus be used in hazardous areas for ignition protection type Ex h zone 1 (gas) and zone 21 (dust).

For safety-critical processes in the pharmaceutical and food industries, the model PG43SA-S and the other instruments in the series are also suitable as a result of their "dry



Hygienic diaphragm pressure gauge: ATEX version.

measuring cell" (no risk of contamination by the transmission fluid), the exceptionally robust diaphragm element and the high overload pro-

tection. In addition, the model PG43SA-D is the only instrument of its kind to feature an integrated diaphragm element monitoring. This functionality is patented: A diaphragm rupture is flagged by an indicator on the dial. In the event of such a failure, a second barrier keeps the process sealed.

All hygienic pressure gauges of the PG43SA series fulfil the 3-A Sanitary Standard and are certified in accordance with EHEDG. They are CIP and SIP capable, and optionally they are also completely autoclavable.

Low NOX burners revive plant

WHEN Grootvlei Power Station was returned to service, Babcock International Group was awarded a contract to supply burners for the 5 decommissioned MWe boilers units.

Doosan Babcock's Low NOx Mark 3 burners were installed in a landmark deal, with 120 Mark 3, Low NOx Axial Swirl Burners (LNASB's) installed on 5 of the 200 MWe boilers. This was the first contract for Low NOx burners to be fitted to any utility boiler in South Africa, this being awarded by ESKOM to Babcock International Group, a longstanding partner and licensee of Doosan Babcock for boiler and combustion technology.

Whilst the burner re-fit program was driven



by a lower specified coal quality, the application of Doosan Babcock's LNASB technology addressed ESKOM's commitment to emission reductions. Supplementary benefits included better control and a higher turndown capability, whilst the design was such that maintenance would be significantly reduced.

With the installation of the burners, the plant was brought back on-

line with increased flexibility, control and reduced emission, whilst maintenance time and cost can be addressed in a more effective way to reduce both. This retrofit project demonstrates the viability of updating older plant to meet the more stringent standards required of modern practice and regulation.

As licensor of the technology, Doosan Babcock performed

the engineering and design of the installation in Crawley and Renfrew in the UK. The burner's components were manufactured and assembled in South Africa together with the specialist casting in-situ of the wear resistant internal linings.

Interesting fact:

Doosan Babcock was the original supplier of the boilers at Grootvlei in the 60's and 70's. Of the 9GWe of Doosan Babcock and Babcock reference plant installed in South Africa, the 2 x 3,600MWe 'six-pack' stations at Lethabo and Matla form a substantial portion of the backbone of South Africa's electricity-generation capacity.

More than 100 boilers for clean air in Beijing

Below the limit value: 22 mg/m³ NOx emissions



FOR replacing existing heating boilers in Beijing, Bosch Ther-

motechnology received three large orders for the delivery of 138

Uni Condens 6000 F heating boiler systems in total. Clean and energy-efficient heating technology in China's metropolises is now more important than ever.

Particularly stringent emission standards have been introduced in order to reduce pollutant emissions.

In Beijing the nitric oxide limit value for

heat generation systems and power plants is just 30 milligramme per cubic metre.

With 22 milligramme per cubic metre the optimised and natural gas-fired Uni Condens 6000 F heating systems produce even lower emissions than the stipulated limit values, and use condensing technology to offer maximum efficiency.

Boiler safety device



THE Safety-TL4896, a world first SIL2 rated temperature measuring device which conforms to international boiler regulations is available from GHM Messtechnik South Africa. Certified to DIN EN14597 and DIN EN61508 the device gives an analogue actual value output for regulators and PLC eliminates the need for additional sensors.

Managing Director of GHM Messtechnik South Africa, Jan Grobler, said "The Safety-TL4896 is the first safety temperature measurement device in the world designed specifically for application in industries using boiler technology. I believe the device will generate enormous interest from plant operators from sectors such as paper and pulp, food and beverage, pharmaceutical, sugar, cleaning, hygiene and dairy".

"The device operates as a direct indicator, because it is installed in the control panel instead of on the top-hat rail, eliminating the need for an additional "indicator" said Grobler, adding "an additional advantage is the execution of the reset function directly on the device, removing the need for an additional control element" he said.

In boiler applications for hot water production, a safety temperature limiter must be provided in addition to the limit value monitor and minimum water level monitor in order to reliably suppress the energy supply in accordance with DIN EN 12828 – whether by means of deactivat-

ing the automatic firing device with ignition flame monitoring (gas operation) or a safety valve (oil supply) or a heating current interruption – as soon as any of the limiters reacts. With self-sufficient device technology as required by DIN EN 61508 "Functional Safety", i.e. independent of PLC systems, regulating systems and SCADA systems, only the permissible safety temperature limiters are used for industrial heat generators in accordance with DIN EN 14597 and the safety requirement level of functional safety in accordance with SIL2.

The Safety-TL4896 safety temperature limiter has a safety shut-off contact and an adjustable pre-contact in order to warn of impermissibly high actual values independently of the regulating and control device.

Before the forced shut-off is activated, additional alarm messages can be issued and corresponding functional processes can be initiated in order to achieve a safe stand-by status, eliminate errors and avoid time-consuming and costly complete shut-downs and the subsequent restart of a plant. The high-quality analogue output of the actual process value offered with the

Safety-TL4896 enables further processing in the automation system and eliminates the need to install an additional sensor.

Electronic safety temperature limiters were previously often built, for example, as top-hat rail devices in switch cabinets. Now, for the first time, the device offers installation in the front panel. In the process, the actual and limit values on the large display can be read conveniently and the reset process after correction of the cause of an error takes place on the front panel in the same manner as for all other operating processes. As a result, separate devices and their wiring can be eliminated, because their functions are already integrated: indicator and reset button.

With the adjustable pre-alarm, no additional limiters are needed and a redundancy to the automation unit is provided. A second additional measuring chain is eliminated by the analogue output.

The Safety-TL4896 offers time and cost advantages in wiring and installation. With the easy operation from the front side, the requisite safety functions and ergonomic operation of safety temperature limiters is fulfilled for the first time.

New boiler system for herbal medicines from Bionorica

A new Bosch steam boiler system has gone into operation at Bionorica SE in Neumarkt in Bavaria (Germany). With a total output of ten tons of steam per hour, the two single-flame tube boilers are supremely able to meet the increased requirement for process heat for manufacturing the company's herbal medicines.

The process heat in the form of steam is used for example to extract the herbal raw materials and to concentrate and dry



them, as well as for preparing cleaning agents. The modular constructed system extends over two levels in the new boiler house and, thanks to the

maximum recovery of process-related waste heat, it achieves an overall efficiency rate of over 100 percent based on the calorific value.

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Hands on Boiler Operation & Maintenance Training



Combustion Technology has developed training for boiler operators, maintenance staff, plant technicians and engineers. This is an intensive course designed to provide a thorough grounding in the everyday operation and maintenance of boilers, burners and boiler auxiliary equipment. Additionally, we will cover burner combustion principles, fuel-air control and maintaining load demand efficiently. The course will also cover all relevant Health & Safety issues, fault identification and emergency situations. The ultimate aim of the course is to make sure that the plant can be operated safely, efficiently and economically.

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R90-m investment in dissolved acetylene facility

A strategic decision was taken by Air Products to invest in excess of R90 million and merge two of the existing dissolved acetylene plants to a centrally located world class facility in Midvaal.

Air Products' dissolved acetylene plants at the Kempton Park and Pinetown facilities were decommissioned and moved to the facility in Midvaal. The main reason for the centralisation of the manufacturing of acetylene was to create a single production facility with improved technology and processes, and ultimately establishing a secure supply and improved customer service with increased capacity.

The facility was developed by an experienced Air Products team who has been involved with the design, management and operations of other local facilities for a number of years.

The key focus elements of the new facility, was to ensure that the facility is equipped with new technology in order to produce gas safely, of the highest quality, within improved timelines and in a manner that is not harmful to the environment.

Dissolved acetylene, which is largely used for cutting, is a colourless, flammable

gas with a distinctive odour that is manufactured by a chemical reaction between calcium carbide and water. Due to the nature of Air Products' business, safety forms a crucial part of the day-to-day operations of the facility. This is in line with the company's global ethos that nothing is more important than safety.

According to Air Products MD, Rob Richardson, the launch of the dissolved acetylene facility is the result of the incorporation of the crucial elements that portray what Air Products stands for – providing an outstanding service to customers through the use of improved technology, efficient production and compliance to safety regulations.

Richardson further comments on the financial investment: "At Air Products we firmly believe in investing in new technology and processes in order to remain competitive."

"We had an investment pipeline over the last few years to which we allocated R2 billion, the two most recent projects being the launch of the Vanderbijlpark Facility's 'G-Plant' and the air separation unit (ASU) which was launched in the Eastern Cape in

2014. The dissolved acetylene facility is an additional investment that we have made. This investment is testimony to the fact that we continuously strive to ensure that our service and product delivery to customers are placed at the forefront when we plan financial investments of this nature".

Air Products' continuous aim is to ensure that they play an active role in the communities in which they operate and improve the lives of people in these areas. As such, the corporate social investment (CSI) programme invested in a 224 m² aquaponics system at the Randvaal Primary School where learners are taught how to grow vegetables in a sustainable way. The system also provides vegetables that are used for the school's feeding scheme.

Richardson concludes: "We are fully aware that this facility was largely possible due to the support of Air Products' loyal, longstanding customers without whom this investment would not have become a reality. In the current global economy, now more so than ever, we continue to place our focus on providing service that delivers the difference".

Modelling software updated - enable better decision-making in less time

ROXAR RMS 11 includes new facies modelling tools for channelized reservoirs, an improved user experience for oil and gas operators and new plug-in framework for future web and cloud-based collaboration.

Emerson's Roxar RMS reservoir modeling software is a geosciences and reservoir engineering platform for seismic interpretation, well log interpretation and correlation, mapping, geo-modelling, gridding and flow simulation. The software enables operators to integrate their data in one place and capture and propagate uncertainties

Emerson has launched Roxar™ RMS 11, the latest version of its reservoir characterization software. The software includes a powerful set of tools for developing smarter and more interactive reservoir modelling, facies modelling and unified tools for channelized reservoirs and region definition, and further strengthens Emerson's

end-to-end exploration and production (E&P) software portfolio.

The suite also comes with a new plug-in technology designed to ensure that RMS 11 is ideally placed for future web and cloud-enabled workflows and remains one of the most open and flexible reservoir characterization solutions in the industry today.

"Roxar RMS 11 is all about the users - enabling them to work smarter and get the reservoir modelling results and decision-making intelligence they need in less time," said Kjetil Fagervik, vice president of Roxar software product development and marketing, Emerson Automation Solutions. "In putting innovation at the heart of the reservoir modeling workflow, users can look forward to a fully open, highly automated interactive reservoir modeling solution, leading to better and faster decisions and the very best information for future drilling, production and field development strategies."

Key features of Roxar RMS 11 include:

- A new intuitive graphical user interface for the facies modeling of channelized reservoirs as well as smarter algorithms, less iterations and more flexible geometries - making well conditioning easier to achieve and delivering improved results in less time. RMS 11 also includes new tools to control volume fractions when modeling facies in facies associations.
- Unified and integrated concepts for describing and defining regions, geometries and attributes in structural and grid models. Users can incorporate a combination of region geometries and attributes in modeling - for instance in map generation, volumetrics and flow-model building. The result is increased automation in multi-realization workflows and an enhanced user experience.
- An improved user experience including a more flexible and faster data tree; new navigation and visualization editing tools to Emerson's Model-Driven Interpretation (MDI) tools; a new well event creation job that simplifies the generation of well data for flow simulations; and extended user-control in the generation of multi-segmented well data for flow simulations.
- A new technology plug-in that extends RMS 11's functionality and positions it for future web and cloud-enabled workflows; enhancements to the Roxar Application Programming Interface (API) that allows operators to integrate their own intellectual property into reservoir modeling workflows; extensions to Petrel™ I/O tools; and new features to improve data transfer between Roxar RMS and flow simulators.

Lubricants 'slash' power consumption

LUBRICATION experts from ROCOL can be called upon to

assess a particular customer's requirements and applications, and

then suggest an optimal solution, BI Product Manager Richard

Lundgren comments.

These solutions range from gearboxes to bearings, chains, compressor and hydraulic oils, anti-seize and corrosion lubricants, industrial cleaners, and multi-purpose maintenance, wire rope, specialist maintenance and oxygen system lubricants, among others.

"Our long-standing distribution agreement with ROCOL means we can virtually cover every type of lubrication requirement in any industry and application," ROCOL Key Accounts Manager **Richard Daley** stresses. This is aided by BI's 50-branch national network, which allows for rapid rollout and fast response times in diverse locations.

In addition to the ROCOL lubricant range itself, BI is also able to supply complete solution packages consisting of belting, bearings, and seals, which is a major value-added service that assists its customers in reducing their total cost of ownership. Industrial sectors covered range from food-and-beverage to mining and automotive.

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Huge portals delivered to NMB

A leading construction company has taken delivery of two Condra 60-ton portal cranes for its pre-cast yard in Port Elizabeth.

The twin Class Three machines, each one weighing approximately 52 tons, are very large cranes with 30-metre spans and 9-metre lift heights. They will be used for the manufacture of reinforced concrete columns for coastal wind turbines.

Long-travel speeds of between 20 and 60 metres per minute are considerably faster than would be expected for portal cranes of these dimensions. The customer has the option of control either by remote or by conventional pendant.



Factory floor at Condra's Johannesburg works.

Contact value was approximately R10-million. During the design phase, special attention was paid to wind loading because of the large surface area of the girders. The machines are fitted with anemometers and Condra's patented storm brakes to prevent them from being moved by the force of extreme winds. The anemometers will activate safety devices in two stages, first sounding a siren at a wind speed of 50 km/h, then automatically engaging the storm brakes at a wind speed of 70 km/h, overriding crane operation and securing the machines against further movement.

Crane design also took transportation into account, with the size of the top frame necessitating manufacture of each girder in two parts to enable road delivery by associated company Transcon Haulers.

The separate girder parts have already been bolted together ready for installation and commissioning.

Condra's factory in Germiston, where these portal cranes were made, provides leadership and design guidance for sister factories in Cape Town, Bulgaria and Chile. The four factories together produce hoists,

end-carriages, single-girder and double-girder overhead travelling cranes, portal cranes, bridge cranes and cantilever cranes for markets worldwide.

The Condra group maintains a very tight focus on quality and rugged reliability, with all cranes designed and assembled to specification from hoists, drives, endcarriages, brakes, gearboxes and some 250 other sub-assemblies produced in-group.

Two lines of hoists are manufactured in a number of standard models suited to most mining, industrial and general applications, from 1 to 500 tons. Motors are bought from external suppliers.

A mobile workshop in the middle of nowhere



ONE of the most innovative products to come from Konecranes recently is the CXT Explorer. It is a combination of a 6.3t mobile overhead crane, travelling on a gantry, supported by two sturdy containers which make for fully equipped workshop that can literally be set up in the middle of nowhere.

The CXT Explorer comes as a predesigned package in one of the 6 m standard ISO shipping containers, with a carefully-selected range of standard functions and optional extras. These include a full CXT electric overhead crane of approx. 1250 kg, supported by the two containers, and an electric or manual hoist.

The shipping containers double as storage for the crane components, service tools, equip-

ment, and spare parts. The CXT Explorer is easily transported together with another ISO shipping container. The containers are put onto the ground; the supporting steel structure is built on top, secured with twist locks. If available it can be plugged into the grid, or otherwise a generator. And voilà, you have factory-level lifting a few hours after arriving on site. To relocate the crane, it is packed back into the container and it's ready to go.

It can be used in construction, mining, vehicle maintenance, agriculture, natural gas compressor stations, in the military, oil exploration, onshore and offshore drilling. In the CXT Explorer, you have a full-blown mobile maintenance workshop ready to go.

'Big five' rolled out

CUSTOMERS of Johnson Crane Hire were recently treated to an impressive display of a selection of the company's lifting equipment at an open day where its heavy lift fleet was likened to the 'big five' of the wild.

"Johnson Crane Hire is a home grown South African business, and like the big five we are firmly rooted in Africa," Peter Yaman, sales executive at Johnson Crane Hire, says.

"Just as the big five have adapted to their natural environment, so have we succeeded in adapting to our economic environment, which is not always easy."

Yaman describes the company's LR 750-ton crawler crane as the elephant in the fleet: "This is a brute of a crane, with the ability to lift over 100 African elephants at once – with each of these great beasts weighing five tons or more."

Next in line is the LR 600 crawler crane, displaying the toughness of a buffalo. He notes that the buffalo is also the ultimate herd animal, reflecting the company's focus on teamwork to get every job successfully and safely accomplished.

"The rhino is the creature that comes to mind when talking about our powerful Kobelco 400 ton crawler crane," he says, "as they share the attributes of ruggedness, durability and stability." At the same time, he notes, heavy lifting also requires speed, precision and agility – qualities that make the LTM 750 ton hydraulic mobile crane com-

parable to the leopard. Last but certainly not least is Johnson Crane Hire's LG 750 ton lattice boom crane, which Yaman compares to the lion – king of the Jungle and a force of nature and leadership.

"Leadership in safety and in lifting is what we are passionate about, being driven to attain 'SMART' lifting – through safety, maintenance, availability, reliability and total cost effectiveness – as our brand promise," he says. "Of

course, we also have our zebras and impalas in the form of our 20 ton and 30 ton cranes, as well as our access platforms."

Ranked amongst the top crane hire companies in the world, Johnson Crane Hire operates the largest mobile crane fleet in Africa, with strategically located operations to ensure quick delivery and ongoing support to customers. Outside of South Africa, it is actively engaged in several African countries including Botswana,



The Johnson Crane Hire 600 ton lattice boom crawler crane towering over the 275 tonner.

the Democratic Republic of the Congo (DRC), Mozambique, Zimbabwe, Lesotho, Swaziland, Namibia and Zambia.

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Highlighting the changing face of warehousing and logistics

THE Chartered Institute of Logistics and Transport: South Africa (CILTSA), recently partnered with Goscor Lift Truck Company (GLTC), for a networking event aimed at highlighting the new developments in warehousing and logistics.

In recent years, modern logistics has changed the face of industrial warehousing. Amid modern globalisation where international businesses are now shipping their products outside of their regions, logistics has become a significant part of many companies. Industrial warehousing has since become a critical and integral part of the process. These are some of the issues that warehouse expert, Martin Bailey, tackled at a recent CILTSA networking breakfast, which was hosted in partnership with GLTC on October 17, 2018.

The event – which was open to CILTSA members, GLTC customers and other invited guests – explored new developments in warehousing and logistics, as well as the future of the industry. Some of the topics of discussion included the trend towards more automation in warehouses; better systems to drive workers; better WMS; better labour management; better interfaces; better storage; better picking; and more energy efficient machines.

This was followed by a facility tour of Goscor's world-class premises. The tour included GLTC offices and its 24/7 call centre, as well as the workshop, repair bay and the recently-launched world-class merSETA accredited training centre. "As the leading forklift and materials handling provider in southern Africa, GLTC prides

itself in world-class operations which continue to set us apart in a continuously changing industry," says Kasha Vorster, marketing manager at GLTC.

GLTC recently became the first forklift supplier to attain both the ISO 9001:2015 and OHSAS 18001 accreditations in South Africa. Meanwhile, to build a pool of technical skills it needs to better support its product range, GLTC recently established its own merSETA-accredited training centre. The facility is aimed at breeding new forklift technicians, as well as offering skills improvement, refresher courses and continuous product upgrade training.

CILTSA-Goscor partnership

The Chartered Institute of Logistics and Transport (CILT) is the international pro-

fessional body for Logistics and Transport professionals. With a network of National Councils and Sections in over 30 countries, CILT services the interests of over 30 000 members.

CILT is a professional body committed to the advancement of Logistics and Transport. CILT established a Section in South Africa, known as CILTSA, in December 2002. The purpose of CILTSA is to establish and maintain the professional standing of its members so that they are recognised for their superior ability and expertise to create world-class logistics and transport value within their organisations and South Africa.

GLTC has been a member of CILTSA for several years. GLTC strives to support CILTSA in its endeavours regarding training and upliftment of the

industry, wherever possible. "We have worked closely with Martin Bailey for decades, and when this opportunity presented itself, it was only natural to be able to be part of the drive to impart knowledge and growing technological advancements within the industry – to the industry," says Vorster.

Doosan 7 Series showcase

It was the unveiling of the new Doosan 7 Series – the latest forklift range on GLTC's arrival lounge – that took centre stage. The new Doosan 7 Series forklift range ticks all the right operational boxes, from maximum productivity to cost-effective and safe operation across an array of applications – attributes that are high up on every warehouse or DC manager's checklist when evaluating

and selecting materials handling equipment.

"With the launch of the Doosan 7 Series, we are offering an ideal tool for a range of applications, all the way from lifting building materials, fibre and paper handling, chemicals, wood, to recycling, industrial equipment manufacturing and wholesalers, among many others," explains Patrick Barber, Sales Director at GLTC.

With five diesel models – the D20, D25, D30, D33S-7 and the D35C-7 – the range offers operating capacities from 2 t to 3,5 t. The range is powered by a Yanmar 3.3L diesel engine built to meet the latest emission regulations. The in-line, 4-cylinder, water-cooled, overhead valve engine provides high torque (191 Nm) at low engine speeds (1 600 r/min) in applications requiring ramp loading

and unloading, fast lift speeds and heavy hydraulic flow.

Safety has become a major parameter when it comes to the operation of any forklift under any circumstances. In response to customer needs, the Doosan 7 Series forklift range comes with an array of features aimed at increasing safety on sites.

At the forefront of the safety feature galore is the Operator Sensing System (OSS). The OSS prevents any unintended forklift movements when the operator is not seated. "Tilt, lift and lowering functions are disabled if the operator is not in the seat, even when the ignition is on. An audible alarm will sound if the operator leaves the seat without applying the parking brake. A seat belt warning light on the dashboard reminds the operator to fasten their seatbelt," concludes Barber.

Don't be caught off-guard by supply chain disruptions

AS supply chain disruptions become more prevalent and complex, threatening the survival and reputation of organizations, businesses should be adequately insured as part of their broader risk mitigation strategies.

Malesela Maupa, Head of Insurer Relationships at FNB Insurance Brokers says supply chain disasters are a global challenge

affecting all regions throughout the world, ranging from severe drought to heavy rain, cyclones and earthquakes amongst other potential risks. They have been getting worse over the past few years.

He says the key concern in today's global marketplace is that more and more businesses rely on overseas suppliers. For example, if your company's

operations depend on the timely delivery of raw materials, parts or finished products from distant locations, the business could lose income/revenue when these goods are delayed.

A significant downturn in supply often results in increased costs for acquisition of the materials needed to continue operating. It can also result in par-

tial or complete shutdown of the operation as it can't manufacture or supply.

"There are various steps that can be taken to limit the impact of supply chain disruptions, such as warehousing inventory and using multiple suppliers when possible. Furthermore, purchasing the extensions under your Business Interruption policy can limit the loss. This type of insurance reimburses your business for lost profits and related costs caused by disruptions in your supply chain even if your company itself has not suffered any damage," says Maupa.

It is also important to consider that it can take approximately two years or more for a company to recover from a supply chain failure. Significant supply chain disruptions can reduce revenue, cut into market share, threaten production and distri-



bution, inflate costs and ultimately affect a company's bottom line. Whether you run a global corporation or a small business, you need the proper insurance coverage to protect against supply chain failure.

Supplier's extension can also help cover losses caused by disruptions at your suppliers' locations or in line customers. This type of insurance is limited because it only

provides coverage if the businesses you depend on are disrupted by physical property damage. For instance, if a supplier's factory is damaged by fire or a flood and ceases to operate.

Your insurer may require your business to identify specific supplier and customer locations to be covered by the insurance policy. If you change suppliers, fail to update your insurance policy

and then a disruption occurs, you may not have cover.

"In these tough economic times when businesses face a range of unprecedented risks, putting measures in place to safeguard the business against unpredictable supply chain disruptions cannot be overemphasized. Without adequate insurance cover in place your business could be left defenseless," concludes Maupa.

Mobile technologies growing role in BPO

BUSINESS Process Outsourcing (BPO) has long since played a role in cutting costs for businesses. An 'on and off again' trend, BPO is now facing what industry specialists call a 'technology enabled transformation'. Cassie Lessing, managing director, Strato IT Group, says that digitisation is a main driver for BPO's resurgence.

"Increasing pressure to cut costs and

reach a higher level of business productivity has motivated both clients and suppliers to review operational efficiency and look at ways to better use technology to affect business savings and improve overall performance.

South Africa has already established itself as a global BPO service provider in the call centre and financial services sector. The weakening Rand also

makes South Africa an attractive option for global BPO solutions," says Lessing.

The growing increase in technologies such as digitisation and cloud has increased the overall role technology plays within BPO. An Accenture study found that businesses that deliver value are the ones who use technology as a source of innovation and advantage, moving away from an over reli-

ance on the infrastructure of delivery.

"Strato IT has witnessed this technology enabled transformation with our mobile business application platform, StratoPOD. Not just an add-on, by role technology plays within BPO. An Accenture study found that businesses that deliver value are the ones who use technology as a source of innovation and advantage, moving away from an over reli-

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Cuban lies continue to confuse reality of Cuban life

Continued from back page

Perhaps we can learn from Cuba. We can learn how to ensure that the political elite can smoke excellent Cuban cigars and shop in special shops packed with capitalist goods that only accept US dollars.

Perhaps we can learn how to offer our doctors to other countries for US\$ 100 dollars a month (paid to our governing party) but generously paying the doctors themselves US\$40 a month.

Perhaps we can insist that the doctors we send abroad leave their families behind as hostages to guarantee their return.

Perhaps we can have a judicial system that punishes a man with five years in jail for lending his car to a person the state does not approve of.

Perhaps we can round up everyone who is HIV positive and keep them in quarantine on an island off the coast (our own familiar historical method) on the grounds that anti-retroviral drugs are too expensive.

Perhaps we should abandon human rights on the altar of the favoured ideology -- the right of a favoured political party to run the country in perpetuity.

Cuban certainly has a lot to teach us.

Maybe we should imprison political

opponents as Cuban has done in their thousands.

Maybe we should drop this pretence of free and fair elections. Saint Fidel Castro promised these after the revolution when he was still posing as a democrat but they have yet to be held. Instead there are carefully managed ones that produce more than 90% of voters in favour of the Cuban establishment, the leaders who no doubt still call themselves the Vanguard of the People.

Maybe we should ask the Cuban leadership how they feel today about the public execution of an estimated 15 000 people begun days after the successful revolution – a slaughter overseen by that other sanctified Cuban hero Che Guevara.

And then Ms Duarte, during your guided tour of the Cuban paradise did you think to ask your hosts how many political prisoners their regime still holds without trial – one estimate, no doubt overstated is, (pause) 200 000?

Or did you find the courage to ask your hosts why it is that ordinary workers get only US\$20 (R260) a month?

No? Perhaps it was the rose-coloured spectacles your hosts insisted you wear for the duration of your guided tour?

But don't worry Ms Duarte, you are not the first to sing the praises of a communist regime while on an official tour. There is a long tradition of doing so by people who believed socialism and communism can do no wrong.

In the 1930s at the height of Stalin's purges, the killing of the Kulaks, and the government-orchestrated Ukrainian famine, British left wing intellectuals including Bernard Shaw, were shown the Moscow- Leningrad canal being hacked out of the ground by 500 000 conscripted "voluntary" workers". Their combined opinion was they had "seen the future and it works".

Let a Havana dentist in exile have the last word: "The salary (in Cuba) is so low that it doesn't allow you to do all the things you want to do. For example, if you want to eat, you can't think about buying clothes. It (the pay) allows you to survive, that's all".

Oh, there is another goodwill all expenses paid (by SA taxpayers probably) of MPs that has set off to Cuba for the official gilded (sic) tour. At least one was a DA MP. One wonders if he has the guts to ask his hosts some embarrassing questions. When he gets back perhaps he too will sing the regime's praises.

Stop making laws to which nobody adheres

By Martin van Staden



Martin van Staden is a Legal Researcher at the Free Market Foundation and is pursuing a Master of Laws degree from the University of Pretoria

THE law is supposed to fulfil two important functions in society: protecting people's persons and property, and conflict avoidance. When the law steps outside of these functions, the law itself becomes a source of conflict, as we have seen throughout history, especially in contemporary South African history. Today, the law is an accessory to one among many extra-legal causes: keeping failing State-owned enterprises

like the South African Broadcasting Corporation (SABC) afloat at all costs. This undermines the Rule of Law.

There's a deeper significance to section 27 of the Broadcasting Act that few people consciously realise. This provision, while elaborate, simply says that you are required to have a licence for your television set, and if you do not have one, you can be fined. By implication, if you continue to evade paying, imprisonment is also on the cards. These TV licence funds go to the ailing SABC. The difference between this provision and similar provisions across the breadth of South African law that require conduct on behalf of the public and are usually treated with a modicum of concern and seriousness, is that we have reached a point where no reasonable South African, rightfully, could care less about government's television licensing regime.

Professor Trevor Allan of Cambridge writes that the law's "authority and validity are neces-

sarily open to debate between citizens, each of whom retains the right, if not also the duty, to withhold recognition from rules and measures which do not command his moral assent."

With State Capture and a down-spiralling economy, the law requiring South Africans to give money to keep the SABC propped up is not a moral or a legitimate demand that would satisfy the imperatives of the Rule of Law. Section 1(c) of the Constitution, which states that the Constitution and the Rule of Law are supreme in South Africa, is grossly infringed when Parliament allows the television licensing regime to exist, especially when South Africans no longer care to pay those licences.

Allan continues, writing that the Rule of Law "is most plausibly interpreted as an ideal of consent to the laws on the part of those required to obey them." For Allan, adherence to the law must be weighted and balanced with other countervailing moral concerns, which

might demand disobedience.

Furthermore, the Rule of Law does not require citizens' deference to legal authority to be unqualified. Instead, it requires citizens to evaluate government demands on their moral character. Indeed, the Rule of Law "is an ideal which envisages that every citizen should comply with rules on grounds of conscientious conviction. He should acknowledge the state's demands as law – creating genuine obligations – only when, and to the extent that, he regards them as morally binding."

Government endangers the Rule of Law when it forces citizens to choose between following their conscience – and thus not throwing their hard-earned money down the pit of SOE financing – and being punished for disobeying the law. Obedience to the law and obedience to one's conscience should, ideally, never contradict one another. "From the perspective of the dissident, who repudiates the state's command as a source of obligation,

he is forced to submit to naked coercion whose legitimacy he denies." Social cohesion and ultimately democracy are threatened when people start regarding the law as antithetical to their convictions.

The mentality that any problem can simply have a law thrown at it is a direct attack on the legitimacy and the majesty of the law. If government wants the SABC to survive outside of a market context, it must go to South Africans with its hat in its hand and ask them, nicely, for money. Forcing them, at threat of a fine or imprisonment, to cough up the dough, is a despicable undermining of constitutional democracy.

In the interests of protecting the integrity of the law, section 27 of the Broadcasting Act and similar provisions in other laws, should be repealed. There is a pressing need to restore the law's dignity and this can be done only if the law is used to protect person and property and not used as a tool of expediency in the arsenal of the political class.

Beware, Chinese bearing gifts

WHEN a major contract between DP World Limited and the Republic of Djibouti was signed, Djibouti granted DP World exclusive rights over port and free zone facilities within Djibouti, including container handling facilities.

The company constructed, developed, and managed a state-of-the-art container terminal at Doraleh jointly owned by DP World

(33.34%) and a Djibouti state-owned entity, PDSA (66.66%). Everything seemed to be going well until the Chinese arrived in 2013.

That year, China Merchants bought 23.5% of PDSA from Djibouti, and the problems began almost instantly, especially as the Terminal proved to be a tremendous success, generating annual profits worth tens of millions of U.S. dollars.

Under unclear advice, Djibouti sought to expropriate the entire Terminal for itself, including, in February 2018, by unlawfully seizing control of the Terminal and purporting to unilaterally terminate the agreements. This led to several legal challenges and in July 2018, a tribunal at the London Court of International Arbitration ruled that Djibouti's purported termination

was unlawful and invalid.

China Merchants, despite its multiple partnerships with Djibouti and its ownership of PDSA, has taken no steps to prevent Djibouti's unlawful seizure of the Terminal and unlawful purported termination of the agreements.

With the illegality dragging, in August 2018, various subsidiaries of DP World sued

China Merchants Port Holdings Company Limited in the High Court of Hong Kong for unlawfully procuring and inducing the Republic of Djibouti to breach various agreements between Djibouti and DP World.

A ruling is still being awaited. But the case is another example of how China's growing influence in Africa is perverting business on the continent.

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Cheers to the remaining good cops!

OPINION

LUKE the Dude was livid. He used uncouth language, interrupted himself occasionally with an apology to the ladies present and then carried on exactly as before. As for showing consideration to the gentlemen in our company, Luke held forth that there weren't any.

On this point some disagreement arose. Jean-Jay, for instance, held the diametrically opposite view, namely that all the distinguished members of the esteemed congregation of conversationalists attending the local Pub & Grill were gentlemen or ladies — with the solitary exception of Luke the Dude, that one, as everybody could see.

Luke did not take offense as he had no intention of toning down his tirade. The reason for his temper was the South African Police Service, the very people paid by the citizenry to keep citizens safe and bring criminals to book. Alas, the reality was the opposite, argued the Dude: those cops who were asleep or drunk on duty were actually the good guys, he asserted. Thank goodness for them, because while they were not doing any work, they were also not doing any harm. Except maybe when their snoring was disturbing the peace.

The really bad cops were actually hand in glove with the criminals. Some of them did not even need criminals to conspire with, they cut the middlemen out and committed the crimes themselves. According to Luke the Dude.

The reason for his annoyance was the fate of his trusty old motorcycle, which he had left parked outside the local Pub & Grill one regretted night — for reasons of road safety and personal aversion to injury and/or death. Sadly, such good intentions never go unpunished. When he returned the next day, he found the hapless vehicle vandalised and stripped naked by a person or persons he could only describe as the scum of the earth. After the necessary deletion of expletives.

As luck would have it, an eye witness chanced upon the scene and challenged the evildoers, causing them to flee in haste while shouting threats at the good citizen. This person had the presence of mind to write down the registration numbers and descriptions of the two getaway vehicles.

Okay then, thought Luke the Dude, it's a cut-and-dried case, the criminals will be apprehended, punished to the proper extent of the law and made to pay for the damages. Detailed charges were laid with the local police and the case was assigned to a detective. It would only be a matter of days, assumed the victim, to look up the registered owners of the two vehicles and identify the wrongdoers. So he sat back and waited. And waited.

After about a month of hearing nothing, he went looking for the detective. This person had taken no action he cared to men-

tion and was rather aggressive about it. But, at Luke's insistence, he promised to report on his progress soon.

As it turned out, the detective managed to detect only one of the vehicles; the other was "impossible" to find. But he did identify one person willing to take the heat and pay for the damages. So the self-confessed culprit arrived at court with his attorney, who arranged an audience with the prosecutor. An amount for the damages was agreed and a settlement arranged, to be confirmed by the court. The attorney convinced Luke that the matter was finalised and he was no longer needed.

And, except for an SMS from the detective to say the case had been closed, that was the last he heard. No payment was received. The only time he saw the detective again was when the lawman was in the company of someone who looked suspiciously like the criminal.

That was what Luke the Dude was ranting about. "In South Africa," he explained, "the kids cannot play cops and robbers because the cops and the robbers are on the same side."

"I don't agree," stated Big Ben firmly. "The police are doing an excellent job to keep us safe. Our government is seeing to it."

"I suppose," said Stevie the Poet wryly, "that is why private security has become big business in South Africa and is still growing."

"Not at all!" protested Big Ben. "Here we all sit safely, enjoying a beer, thanks to our government."

"Don't you have an alarm in your house," cross-questioned Stevie, "and a contract with a security company?"

"Of course I do," retorted Big Ben with a measure of irritation, "but we all do!"

"Exactly!" responded the assembled flock of fine fellows in unison.

"Time for the next round, ladies and gentlemen?" interrupted The Governor as Angie the Angel started filling glasses. The big white hound thumped her tail on the floor.

"Actually," professed The Prof, "this is one matter we need not argue about. It has been well researched and the facts are known. The SA Institute of Race relations has now published its third report on police involvement in serious crime, after similar research in 2011 and 2015. Do you have *Broken Blue Line* on your laptop device, Robert?"

"I do indeed," grinned Bob the Book, manhandling the laptop from its case. "The IRR found that police involvement in serious crimes continues unabated, while the trend for violent crimes such as murder and hijacking is actually getting worse."

"Would you be so kind as to read some of the examples they list?" requested The Prof. "I believe you'll find it from page 10 onwards."

"Well ..." pondered Big Ben, but The Prof held up his hand so we waited for Bob to find the right page.

"Right, here we are," said he. "Let's look at murder and rape:

"On 29 May 2018, EWN reported on the conviction of a policeman, Phumzile Ngqayimbana, for killing his former station commander, Nomalizo Dukumbana, who had instituted a disciplinary hearing against him. Mr Ngqayimbana had colluded with two accomplices, one also a policeman.

"On 5 March 2018, IOL reported on the arrest of five police officers after the death in custody of a 19-year-old man, Ayanda Tshuma, who was found dead in the back of the police vehicle. Witnesses claimed the police had assaulted Mr Tshuma. This was corroborated by the post-mortem examination.

"On 5 March 2018, IOL reported on the murder of a woman and her mother, allegedly at the hands of her boyfriend, who was a policeman. Granville Brooks had killed Charmaine Goliath and her mother, Susan April, because Ms Goliath had allegedly wanted to leave Mr Brooks.

"On 15 August 2018, TimesLIVE reported on the arrest of four police officers who had allegedly tortured a suspect to death in custody. The victim, Mbongiseni Ndlela, handed himself over to police after he had been linked to a murder. Mr Ndlela and his nephew were both tortured in cus-

ON THE CONTRARY



.....
Pieter Schoombee
.....

tody, and Mr Ndlela died from his injuries.

"On 10 October 2016, News24 reported that a policeman in Montagu had been arrested for raping a fifteen-year-old girl. The girl had been at the police station after an altercation with her family.

"On 20 December 2017, TimesLIVE reported that an Eastern Cape policeman had been arrested for allegedly raping five under-age girls. The man had taken the five girls to a beach, where he gave them alcohol and then sexually assaulted them.

"On 17 January 2018, News24 reported on a policeman who had allegedly raped a woman with Down's Syndrome in Motherwell, Port Elizabeth."

"Thank you, Robert, no need to say anything more," concluded The Prof. "Except: On behalf of the caring conversationalists in the Local Pub & Grill, we wish you a jolly holiday and a very prosperous new year!"

E-mail: noag@maxitec.co.za

Cuban lies continue to confuse reality of Cuban life

THE OTHER SIDE OF THE COIN



.....
Keith Bryer
.....

THERE is nothing like belief in an ideology, whether religious or political, to make believers blind to the faults their blinkered thinking produces in reality, and Jessie Duarte's hymn of praise for Cuba is a classic example.

During Madiba month this scion of the African National Congress and deputy secretary general of the ANC no less, was enjoying a guided tour of Cuba, that pillar of communism, one of the few places in the world whose leadership is desperately clinging to a system that has spectacularly failed its citizens, failed everyone that is except its political leadership which has greatly profited from being at the top of the socialist ant-heap.

So impressed with the Cuban system was Ms Duarte on her return that she hastened to offer for publication a signed hymn of praise that was dutifully printed by our own version of Pravda, the Cape Times. It was headlined "We can learn from Cuba's resilience".

Indeed we can but alas not if Ms Duarte's viewpoint triumphs. She trumpets the undoubted progress that Cuban soon made after its glorious revolution 60 years ago, such as non-racialism of a kind, at least in the cities like Havana, an excellent basic health service, almost total literacy. And nobody starves.

However since the revolution the Cuban economy has ground to a halt, frozen in 1960.

This is blamed by Ms Duarte entirely on the sanctions that the US imposed on Cuba after it embraced communism and the Soviet Union. This leader of the communist brotherhood kept the sugar-dominant economy going until its own rickety one collapsed in 1989 under the weight of its bureaucracy and hopeless central planning system.

Oh yes, Cuban is a success when seen through the prism of Marxist believers, but where in the world has central planning worked to the benefit of the ordinary man? East Germany whose communist government had to erect a wall to keep its citizens from fleeing in droves to capitalist West Germany?

Perhaps Ms Duarte has in mind North Korea where escaping, even to neighbouring communist China, is a grave offence punished by long years in a concentration camp? Where else? Perhaps Venezuela, once the richest country in South America and now verging on a failed state status, thanks to the late Commander-in-Chief Chavez and his equally deranged successors?

But back to Cuba, the wonderful country that freed Angola (so it claims) and then executed the returning victorious general that presumably made this alleged triumph possible.

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