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## Pick n Pay gets its groove back



**I**CONIC Cape Town-based supermarket giant Pick n Pay Stores – which has struggled against intensified competition in the last decade – may have finally turned the corner.

Writing in the group's latest annual report, CEO Richard Brasher – who was appointed in late 2012 – said the past financial year had been “the most important year so far in my tenure as CEO of Pick n Pay”.

He elaborated: “Against a very difficult economic background, we took decisive action to reduce our costs, modernise our offer, and improve the value we offer to South African consumers at a critical time.”

Brasher said while the accelerated efficiency efforts added cost and disruption in the first part of the financial year to end February, Pick n Pay had emerged a fitter, stronger and more competitive business as a result of this action.

He said ongoing capital investment, together with the successful implementation of a number of key strategic initiatives – including the modernisation of Smart Shopper, a streamlined labour force through a voluntary severance programme and a ‘buy better’ programme – enabled a substantially improved customer proposition.

Brasher said this strategy paid off with an exceptional final-quarter trading performance – where Pick n Pay delivered sales growth well ahead of the market and registered solid market share growth across a number of its trading formats.

Brasher said a key development was taking more products through the Pick n Pay distribution centres this year.

He disclosed that the total volume of centralised supply increased to 68%

(last year: 60%).

Centralised grocery volume reached 70% across the country with Brasher reporting the centralisation of fresh and perishable produce at 80% and general merchandise at 40%.

Brasher said centralisation in the Western Cape region – serviced by the group's Philippi distribution centre – now stood at 78% with centralised grocery volume at 90%.

He said the Philippi distribution centre now delivered to all Pick n Pay stores along the Garden Route of South Africa. “This provides improved availability across the region and driving further cost savings and efficiencies along the 300km coastal stretch into the Eastern Cape.”

Another key initiative was modernising the Smart Shopper loyalty programme in March last year. Brasher said the revamped Smart Shopper initiative delivered a more innovative and contemporary loyalty programme, which offered greater relevance to customers.

“The programme is now significantly cheaper for us to run, with cost savings reinvested in lower prices for customers.”

He stressed that the increase in product-specific discounts delivered stronger customer advocacy and enabled greater supplier participation and funding. “We offered R3 billion in personal discounts to our seven million Smart Shoppers this year, and saw the redemption of personalised vouchers double.”

Brasher also highlighted Pick n Pay's growing range of own-brand products and convenience meals as an increasingly important part of Pick n Pay's differentiated customer offer.

He said Pick n Pay introduced 730 new or refreshed own-brand products over the year – including 25 products from its “Pick Local” supplier development programme.

“There is growing customer support for our own-brand products with a number of products growing at more than double the rate of independent, national brands in the same category.”

Brasher also contended that Pick n Pay also reinforced its reputation as the leading online grocery retailer on the African continent.

He said Pick n Pay's online offer was boosted this year by a new mobile-enabled website. “This makes online shopping easier than ever before.” Brasher said these improvements had generated a 150% increase in online customer registrations, with a 70% increase in customers accessing Pick n Pay online from a mobile device.

“Our dedicated online distribution centres in the Western Cape and Gauteng are giving customers a broader range, better availability and consistently high standards of delivery.”

Brasher intimated that Pick n Pay was looking ahead confidently.

“South Africa is a significantly more positive country than it was a year ago. President (Cyril) Ramaphosa has committed to greater levels of economic transformation and growth – including through closer collaboration with the private sector to stimulate investment, greater employment, the elimination of corruption and improved levels of service delivery.”

But Brasher cautioned that optimism did not automatically translate into sustainable growth.

“Sustainable growth requires a successful plan, and hard work to deliver that plan. Over this past year, the group has taken the most decisive action in its 50-year history to cut costs, become more resilient and give the savings back to our customers in the form of lower prices and better value.”

He said Pick n Pay had made its shops brighter and more vibrant, accelerated the own-brand offering and taken real steps to become a true multi-channel retail business.

“We are changing the trajectory of the Pick n Pay Group, and will build on this momentum in 2019.”

Brasher reiterated that the group would continue to invest in a strengthened customer offer across Pick n Pay and Boxer brands. “We are confident that we can win customers across all levels of our economy.”

## 540 000 meals on Mandela Day



**F**OODFORWARD SA and Pick n Pay partnered around Mandela Day to raise 540 000 meals.

The FoodForward SA Mandela Day Food Drive, in partnership with Pick n Pay, was a national call to action for all South Africans to stand together and fight hunger by either purchasing basic food ingredients and / or volunteering their time.

The national food drive will help stock FoodForward SA's warehouses across the country with staple foods during winter, to ensure that the 600 Beneficiary Organisations they serve can continue to provide warm meals to the 250,000 people they feed daily.

“On behalf of hundreds of thousands of hungry South Africans, we extend our thanks to the thousands of volunteers who came together to fight hunger, either by volunteering their time in Pick n Pay stores, encouraging shoppers to buy and donate food, or donating their time to sort and pack the food for our 600 Beneficiary Organisations,” says Andy Du Plessis.

For about 14 million people, securing food is a daily struggle, one that leads to compromised nutrition, skipping meals, eating smaller portions and also very common – going without food for days.

“The people of South Africa made a tangible effort to address this need amongst our fellow citizens, and we were inspired by the commitment and volunteer spirit on this important day,” he added.

“Together we collected 134 tons of food and counting from Pick n Pay stores and volunteers sorted and packed the food across the country, during their 67 minutes.”

Continued on P2





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## 540 000 meals on Mandela Day

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One third of all food produced in South Africa goes to waste during the course of production, processing, distribution and consumption, due mostly to poor storage facilities, market inefficiencies, and bottlenecks in the supply chain, cost-

ing an estimated R61 billion annually.

"Yet, in the midst of all this abundance of waste, we have a significant proportion of our population living in conditions of food scarcity and insecurity, added Andy Du Plessis.

## Tygerberg floored

# Tygerberg Hospital receives state of the art Paediatric Operating Theatre

POLYFLOR SA has once again partnered with M-Net's award-winning investigative journalism series Carte Blanche, and its Making a Difference (MAD) Trust, by contributing vinyl flooring and wall protection valued at more R250 000 to a special hospital project that will help to improve the lives of thousands of children visiting the Tygerberg Hospital in the Western Cape each year.

According to Polyflor SA Chief Executive Officer, Tandy Coleman, this was the 9th year that the company has been involved in this annual campaign which aims to equip and renovate Paediatric Operating Theatres, ICUs and High Care Wards in selected state academic hospitals throughout South Africa. To date, the Carte Blanche MAD Trust has completed 18 hospital projects in 10 hospitals within six provinces nationally.

### Background to the Tygerberg Children's Hospital

Tygerberg Hospital is the main referral tertiary hospital for over 50 % of Western Cape children including those of Metro East (including Khayelitsha and Helderberg),



the West Coast, Wine-lands, as well as Paarl and Worcester Regional Hospitals. Tygerberg Hospital serves as the primary hospital for high risk pregnancies in the Western Cape, and the majority of newborn babies requiring surgery will be treated here.

"Tygerberg Hospital has a very large Obstetric Department with over 7 000 children born at this hospital each year, of which approximately 10% of the newborns will require immediate surgical interventions," said Karolina Andropoulos, Patron of the MAD Trust.

Explaining the need for a dedicated Paediatric Operating Theatre, Andropoulos said: "Until April 2018, Tygerberg Hospital did not have a dedicated paediatric operating

theatre. Because newly born babies and older children had to share theatre space with adults, they had limited access to theatre time. The existing theatres swung from dealing with adult trauma and septic emergency cases to babies requiring surgery."

The newly unveiled Paediatric Theatre will be staffed by surgeons from the Paediatric Surgery Division of the Department of Surgical Sciences: University of Stellenbosch, which is an accredited Paediatric Surgery training centre with a strong research capability.

### Polyflor's contribution to the project

"Modern healthcare design is all about creating comfortable, relaxed environments

that are as welcoming as they are safe and clean.

The right kind of flooring can have a positive effect on the atmosphere of a hospital and inspire a sense of healing and wellbeing in patients, staff and visitors. Because we specialise in flooring solutions for hospitals, clinics and other healthcare establishments that focus on combining aesthetic beauty with a hygienic, professional touch, we were very excited to once again partner with the Carte Blanche Making a Difference Trust and to make a lasting and tangible difference in the community where it was most needed," Tandy said.

More than 280m<sup>2</sup> of Pearlazzo PUR in Ocean Ripple and Sea-foam was used in the

new Paediatric Operating Theatre, together with 25 sheets of Gradus SanParrel wall and door protection sheeting in Lagoon.

A Polyflor SA Team consisting of Tandy, Wendy Mitrovich (Brand Manager) and Leroy Arendse (Technical Advisor) attended the official hand-over recently, during which the newly refurbished and equipped Neonatal and Paediatric Operating Theatre was officially handed over to the hospital management, the Clinical Engineering Department and the Department of Paediatric Surgery of the Tygerberg Children's Hospital.

Said Western Health MEC, Dr Nomafrench Mbombo at the hand-over; "On behalf of the Western Government Health Department, our heartfelt thanks to all the donors, especially the Carte Blanche Making a Difference Trust for this wonderful initiative (that) allows us in the public health sector to provide quality health services to those who desperately need it. Our paediatric patients will now enjoy state of art treatment in this wonderful facility. We would not have been able to do so without the partnership with the Trust".

# CT sets deadline for SSEG

THE City of Cape Town has set 28 February 2019 as the deadline for all rooftop solar PV owners to register their installations for authorisation

in accordance with the City's Electricity Supply By-law.

This applies to grid-tied and off-grid small-scale embedded generation (SSEG) systems

but does not apply to solar water heaters.

The City underlined that connecting a SSEG system to the grid can pose a safety risk and as such the City must ensure that all generating equipment is approved and installed correctly.

Since 2010 all SSEG systems must be registered with the City. This registration is anticipated to become a national legal requirement.

Emergency equipment such as standby generators do not need to be registered unless they are synchronised or connected to the City's electrical distribution network.

Once customers have registered their system, they have six months in which to demonstrate compliance and receive written authorisation from the City.

To ensure that the system is safe and legal:



- All permanent grid-tied electricity generators in the area supplied directly by the City must be authorised in writing
- Unauthorised generators that are grid-tied will be considered to be a form of tampering
- Off-grid systems must also be registered so that they are not mistaken for grid-tied systems

customers who want to be credited for excess energy production to register for authorisation for a grid-tied feed-in system.

Alternatively, customers must install an AMI meter if they do not already have one and switch to the SSEG tariff.

Running a meter backwards or feeding onto the grid without authorisation is not permitted, the City warned.

### Switching to SSEG tariff

The City is also encouraging all the

For information on the City's SSEG programme go to [www.SavingElectricity.org.za](http://www.SavingElectricity.org.za)

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# New flavour at Spur

CAPE TOWN-based restaurant franchisor Spur Corporation continues to display a healthy appetite for acquisitions.

Last month the group – which still earns most of its keep from its eponymous family steakhouse brand – announced the acquisition of a 51% stake in the fast-growing franchise restaurant group Nikos Coalgrill Greek.

Nikos Coalgrill Greek currently operates six franchised restaurants, with a further four outlets confirmed to open in the coming months.

Spur will partner with the founding fam-

ily shareholders - Peter, Nicolette and Nicholas Triandafillou and Pano Economou – who will retain the balance of the shareholding and continue to manage the business with the support of the Spur group's franchising expertise.

Spur has, though, secured an option to acquire an additional 19% shareholding after three years.

Spur CEO Pierre van Tonder said the group believed the Nikos Coalgrill Greek brand had the potential to expand to around 50 restaurants nationally over the next few years.

"We are pleased to be able to retain the

services and expertise of the founders who are passionate about the Nikos brand and traditional Greek food."

He stressed Spur - as a multi-brand restaurant franchisor - was experienced in acquiring and expanding niche restaurant concepts.

Van Tonder pointed out that Spur's recently acquired smash burger specialist RocoMamas had grown from just five outlets in 2015 to a national footprint of 64 restaurants with a further six outside South Africa.

Nikos Coalgrill Greek will be the eighth restaurant

brand in Spur Corporation's growing portfolio – which comprises Spur Steak Ranches, Panarottis Pizza Pasta, John Dory's, The Hussar Grill, RocoMamas, Casa Bella and Spur Grill and Go.

If Spur can replicate at Nikos Coalgrill Greek their successes in rapidly expanding recently acquired brands like RocoMamas and (to a lesser extent) The Hussar Grill, then future profit servings could be more balanced.

At last count the sprawling Spur Steak Ranch brand still dominated at top line and bottom line.



In the half-year to end December 2017, Spur Steak Ranches generated revenues of R2.2bn with the rest

of the brands managing around R1.3bn. The biggest contributions outside Spur Steak Ranches were

by the pizza/past hub (R417m), RocoMamas (R320m) and seafood specialist John Dory's (R238m).

# Tapping desal opportunities

THE Winter rains have finally arrived in the drought-ravaged Western Cape, and all the major dams are filling up fast.

There has even been talk of easing the prevailing water restrictions, although national government clearly prefers to err of the side of caution.

Nevertheless, large companies with major investments in operational infrastructure in the province are not taking any risks when it comes to securing sustainable water supply.

Gaming and hotel giant Sun International and fishing conglomerate Oceana are the latest companies to build their own desalination plants.

Sun International's flagship GrandWest Casino and Entertainment World in

Goodwood last month announced the completion of a R18 million water purification plant.

The plant will treat borehole water to potable standards.

A Sun International spokesman said the initiative began in February 2017 when the casino investigated feasible options to using potable water.

Ultimately it was decided to commission a water treatment plant on site that included four groundwater wells and a treatment plant (with iron removal, sand filtration, reverse osmosis and stripping capability) capable of delivering up to 10 000 kilolitres per month.

The spokesman said that since the implementation of water-saving measures GrandWest had used almost 50% less potable water.

Some of the water saving initiatives included removing bath plugs from bathrooms, fitting water flow reducers to shower heads, shutting down all water fountains on the complex, setting urinal flushes to the lowest level and setting up hand sanitisers in public facilities.

GrandWest GM Mervyn Naidoo said that to ensure business continuity, it was important to change our water supply mix and be less reliant on public resources. "Thankfully our 2018 rainfall is higher than last year; however, the severity of the situation has taught us the importance of having access to alternative resources."

He pointed out that aside from being able to guarantee drinking water for customers, there was also a financial case

to be made for the plant.

Naidoo indicated that the cost of potable water was currently R50 per kilolitre compared with R9.20 per kilolitre from the treatment facility. "It will take approximately 28 months for GrandWest to realise a return on its investment."

For the construction of the desalination plant, GrandWest partnered with Mikulu Construction and were assisted by Aquest Colsen.

Oceana, which ranks as Africa's largest fishing company, also joined the alternative water supply brigade by opening two desalination plants on South Africa's West Coast to ensure water security for two local factories. The company has invested over R30 million in desalination plants to maintain operations of their cannery and fishmeal processing plants in St Helena Bay and Laaiplek.

The development of the two desalination plants and ancillary equipment was completed with the support of ImproChem (desalination technology supplier), Eskom (transformer), and several local suppliers and installers of piping, pumps and tanks.

Oceana's desalination plants can produce up to 1.4 million litres of potable water per day - complemented by two 1million litre and one 500 000 litre storage tanks.

Imraan Soomra, the interim CEO of Oceana, said the investment in the desalination plants was part of Oceana's sustainability focus. "It ensures the livelihoods of Oceana's most valued resource - our people."

The two factories

equipped with the desalination plants produce more than 400 million servings of South Africa's iconic Lucky Star canned pilchards annually.

Soomra pointed out that since June last year, Oceana had reduced

water consumption between 30% to 40% at its factories in St Helena Bay and Laaiplek.

He said initiatives included switching from using potable water to seawater, and re-using waste heat condensate for cleaning.

## Drying times for PSG

STELLENBOSCH-based investment group PSG has not yet seen the taps opening up on its investment in Strand-based water desalination specialist GrahamTek.

PSG – via 58.4% owned subsidiary Energy Partners – has a convertible loan with GrahamTek that can be switched into a 50% equity stake in the business.

Despite an optimistic promising start when GrahamTek snagged a desalination contract in Cape Town,

the tender was subsequently withdrawn. To make matters worse, a multi-billion rand contract with a Saudi Arabian client also fell through at the eleventh hour.

In a recent presentation to shareholders, PSG said GrahamTek would in future focus on business-to-business solutions in terms of its desalination offering.

So – for GrahamTek's sake - hopefully more Cape Town-based companies will follow the example of Sun International and Oceana.

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# Cape Town welcomes Panasonic

PANASONIC South Africa – a subsidiary of Panasonic Corporation – has launched its new South African Headquarters in Century City, Cape Town.

The event was attended by the Managing Executive Officer of Panasonic Corporation in Japan, Mr Daizo Ito, Premier of the Western Cape, Helen Zille, Western Cape Minister of Finance, Dr Ivan Meyer, Head of the Africa Region, Mr. Hiroyuki Shibutani, and the Managing Director of Panasonic South Africa (Pty) Ltd, Mr Hidetoshi Kaneko.

Mr Hidetoshi Kaneko told Wesgro: “We are excited about our new headquarters in Cape Town. We decided to move to the Western Cape because of the growth in our customer base in this region, and access to other large companies located in the Cape. We are also encouraged by its strong skills-pipeline.”

Mr Kaneko also said that Panasonic South

Africa was now investigating whether it would be viable to move their entire African headquarters to the Cape, currently in Dubai. “Watch this space”, he continued.

Wesgro CEO, Tim Harris welcomed this investment. “More than 40 staff will be based in these offices, with many relocating from Johannesburg. We are also very excited about their plans for growth and expansion, and our investment promotion team is on stand-by to assist them. Welcome to Cape Town!”

At the launch, Premier Zille said: “We welcome this latest move by Panasonic. It is a great vote of confidence in our region to have such a major global player set up base in Cape Town. Since 2009 we have worked tirelessly to create a conducive environment for businesses to operate freely, create jobs and grow the economy”.

“The recent Price-

waterhouseCoopers (PwC) report “Cape Town – African City of Opportunity” is particularly encouraging as it highlights Cape Town as one of the world’s leading cities to do business. Cape Town ranks top in Africa, and sixth overall amongst Middle-Income Country Cities (MICCs) worldwide.

“The report also scores Cape Town very strongly on ease of doing business, cost, transportation, infrastructure, sustainability and the natural environment,” said Premier Zille.

“The latest move by Panasonic will have a positive impact for our economy, and I am certain it will clear the way for other investors to do the same. We wish them well as they establish themselves in the Mother City,” Premier Zille said.

The new Century City based facility has established a “Life Experience Centre”, open to the public and

designed to enable Panasonic to hear customer voices with the aim of developing new products which are uniquely suited to the South African market. On display are several Panasonic products which are available in other parts of the world but have not been introduced into the South African market as yet.

Executive Mayor of the City of Cape Town, Patricia De Lille added: “The City of Cape Town welcomes Panasonic’s decision to make the Mother City the home of its headquarters. This once again proves that Cape Town is globally competitive, forward looking city. A number of electronics manufacturing companies are based in the city and this is creating a vibrant ecosystem that spurs on competition and innovation. We will continue to amplify our efforts to make Cape Town a destination of choice for investment and companies.”

# Uses sought for coal ash

MOUNTAINS of ash from our coal burning power stations can be avoided if new uses can be found to convert it from waste product to a valuable commodity.

Already some of the ash is making its way into the country’s cement products to lend strength and aid curing of concrete, as well as having applications in agriculture, ground stabilisation and other uses. But the combined offtake of these is below 7% of the ash produced and needs to be boosted considerably higher to 18% if environmental goals are to be met.

For some time now, the South African Coal Ash Association (SACAA), has been working with Government, environmental agencies and business to develop solutions to growing ash dumps. Simultaneously, the aim is to alleviate other social or economic issues affecting the population which, if successful, can have positive and far-reaching benefits.

## Take the challenge

At a recent fact-finding tour of the Matimba and new Medupi power station, SACAA general manager, Mark Hunter, revealed that research is underway to determine the viability of treating the scourge of acid mine drainage throughout the gold mining areas known as the Reef with suitable coal ash. Certain building products made with ash are also being tested and reviewed for



SACAA general manager, Mark Hunter with Aspasa director, Nico Pienaar. SACAA has joined forces with Aspasa to better regulate and communicate the use of coal ash products in the economy

suitability to alleviate housing shortages.

“However, these are not new ideas and we believe that a myriad of other uses exists for this waste product. There are certainly more uses in civil engineering for roads, concrete structures etc, as well as uses in manufacturing, chemical industries, landscaping and other uses. All one must do is look at the amazing composition and structure of different types of ash produced in each power station, from fine and potentially valuable fly-ash, to coarse bottom ash and everything in between.

“We simply need to challenge our technical brains-trust to look for applications in their fields of work or study and to find ways of overcoming challenges to integrate ash into their supply chains. And, for those who think that it is an impossible challenge, it is worth noting that certain countries in developed economies are using as much as 80% of their ash produced,” Mark says.

## Valuable elsewhere

It is worth noting that South African fly ash and ash products were used to enhance concrete used to build the world’s then tallest building, the Burj Khalifa, as well as improving concrete used to construct the Katse Dam, South Africa’s highest, deepest and one of the largest water storage dams, as well as the architecturally superb Maputo Bridge in Mozambique.

This proves its worth and shows that with a bit of willpower and innovation, South Africa’s powerful business and technical sectors have the ability to solve the growing ash dilemma while at the same time using the free resource to overcome some of the biggest challenges of the current generation.

SACAA has recently joined forces with the large surface mining industry association, Aspasa, to improve its reach to a similar and broader cross-section of industries.

Interested parties can contact SACAA General Manager, Mark Hunter, Tel: 083 631 0793, Email: mehunter22@icloud.com, Web: www.coalash.co.za or Aspasa on Tel: (011) 791 3327 or Email: office@aspasa.co.za

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## SEW-EURODRIVE at SASTA Congress 2018



DRIVE and automation specialist SEW-EURODRIVE South Africa will exhibit at the 91<sup>st</sup> congress of the South African Sugar Technologists' Association (SASTA) from 14 to 16 August at the International Convention Centre in Durban.

The SASTA Congress focuses on the presentation of significant scientific and technological advancements to key roleplayers in the industry, in conjunction with a world-class exhibition. The sugar industry represents a major growth area for SEW, where it aims to supply energy-efficient drives to maximise the load and capacity of mills and refiners.

SEW National Sales Manager **Norman Maleka** explains that Industrial Gear solutions from SEW are in great demand in the sugar industry. Whether sugar cane or sugar beets, an extremely challenging production process is required to turn the harvested product into finely granulated sugar. The

main component of any sugar factory, no matter where it is located globally, is the sugar mill. During the harvest period, these run 24/7 for several months.

This is a harsh environment that therefore requires highly robust and reliable drive solutions that can easily generate a nominal torque of up to 1.9 million Nm. Typical applications for these large gear units are rotary kilns and segmented girth gears, large agitators, extruders, and crane technology, among others.

SEW has international expertise and experience in the sugar industry. For example, it supplied three-stage bevel-helical gear units and 200 kW IE3 DRN motors to the Offstein plant of Südzucker AG, a global market leader in sugar production that processes 16 000 t of sugar beets a day into about 2 000 t of glucose syrup and sugar.

Here a new conveyor belt was equipped with two almost identical drives. The two gear motors were connected

to the drive drum using a pin coupling. For changing from one gear unit to another, the two couplings had to be interchanged mechanically, an efficient process that could be undertaken within two hours thanks to the solution provided by SEW.

In terms of SEW's latest innovations for the sugar industry, Maleka points to the P-X Industrial Gear unit series, which combines a compact planetary stage with a robust versatile industrial gear unit. This provides for a perfect solution for medium- to high-torque drives, especially in demanding applications such as the sugar industry. In addition, the combination of planetary and helical-bevel gear units translates into an optimum power/weight ratio, in addition to an improved thermal limit rating by means of a shared oil chamber.

SEW has the distinct advantage of being able to provide a fully comprehensive drive technology portfolio from a single source. "We rely not only on our own universal expertise in mechanical, electrical, and electronic drive technology for your specific solution, but are also able to offer the necessary expertise in control technology, engineering tools and system software, enhanced further by the highest safety and energy efficiency standards," Maleka concludes.

## Africa's hotel sector set for growth – PwC report

PwC's eighth edition of the Hotels outlook: 2018-2022 includes information about hotel accommodation in South Africa, Nigeria, Mauritius, Kenya and Tanzania. The report projects that hotel room revenue for the five markets as a group will increase at a 7.4% compound annual rate to R50.5 billion in 2022 from R35.2 billion in 2017.

South African hotel room revenue is expected to expand to R21.8 billion in 2022, up 5.6%, compounded annually, from R16.6 billion in 2017. The growth in hotel rooms in South Africa, remains similar to that forecast in the 2017 Hotels Outlook with an additional 2 900 rooms to be added over the next five years. Forecast occupancy rates to continue to grow over the forecast period and to reach 62.5% in 2022.

International visitor numbers to South Africa continued to grow with a 2.4% increase overall. The outlook for



2018 remains positive albeit at lower percentages than experienced in 2016. The report projects that the number of foreign visitors and domestic tourism will increase by 5.3% in 2018. The total number of travellers in South Africa is expected to reach 19.5 million by 2022, a 4% compound annual increase from 16 million in 2017. "There is also continued debate

on further relaxation of visa requirements for international visitors and this may impact on our forecast growth," Pietro Calicchio, Hospitality Industry Leader, PwC Southern Africa comments.

After jumping 38% in 2016, visitors from China to South Africa fell 17% in 2017. Travellers from India rose a modest 2.7% in 2017, well below the 21.7%

increase recorded in 2016. Of non-African countries the UK is still the largest source of visitors to South Africa at 447 901 in 2017, contributing to the overall growth of 7.2% in visitors from non-African countries in 2017. Of African visitors, the largest number came from Zimbabwe at 2 million, followed by Lesotho at 1.8 million and Mozambique at 1.3 million.

Nigeria is expected to be the fastest-growing country over the next five years. A number of new hotels are scheduled to be opened during this time. Continued improvement in the domestic economy will also lead to faster growth in guest nights.

Kenya, Tanzania and Mauritius should be the next fastest growing, with compound annual increases of 9.6%, 9.1% and 7.2%, respectively. South Africa is projected to be the slowest growing market with a 5.6% compound annual increase in room revenue.

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## Pratley's bulldozer stunt



IN celebration of its 70<sup>th</sup> anniversary this year, the Pratley Group used Friday 13 July to replicate the memorable launch of Pratley Wondafix in 1985. This saw CEO Kim Pratley stand underneath a 13 t bulldozer, hoisted and held aloft by a crane, attached to two plates joined by the unique adhesive.

Such is Kim's confidence in the quality of the product that the company replicated the death-defying stunt at the Group's head office in Krugersdorp. "I gladly bet my life on the quality of our product," Kim affirms.

Its 70<sup>th</sup> anniversary sees the Group stronger than ever, with over 1 000 products in its stable, and 350 global patents.

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# Sasol new foam dosing trailer system

FOR three consecutive years, DoseTech (Pty) Ltd and FireDos GmbH (Germany) have supplied the latest portable foam fire protection system into the South African petro chemical industry states Mike Feldon Managing Director.

The first unique custom built trailer system was required as a stand-alone water driven system to dosing 3% foam

concentrate and feed the water and foam pre-mix into a 22 000 l/min monitors in order to be able to extinguish large surface fires in a crude oil storage facilities.

Kantey and Templer Durban were the design engineers and FireDos GmbH were able to meet the design requirements and manufactured the complete system, including their new generation

monitor technology adding not only reduced friction loss = greater throw distance, but the ability to adjust the flow on the monitor whilst in operation from 5 000 l/min to a maximum of 22 000 l/min, with DoseTech (Pty) Ltd supplying the local technical support, document control and training. The foam dosing trailer will be used to suck foam concentrate

from bulk portable foam tankers.

The 2nd trailer system was required as a stand-alone water driven system to dose 3% foam concentrate into a pre-mix solution, this solution will be used to feed existing onsite firefighting equipment, such as tank top pourers, rim seal protection, bund pourers and existing portable monitors.

The unique benefit of this foam dosing system is that it is Portable, proportional flow rate from 1 200 l/min minimum flow up to 22 000 l/min maximum flow with limited pressure loss, plus extremely simple to operate, the system is not effected by flow rate, pressure or back pressure fluctuations. The foam dosing trailer will be used to suck foam concentrate from bulk portable foam tankers

With the design Engineers Kantey and Templer Durban and FireDos GmbH again were able to fulfil the stringent design and fabrication requirements, with DoseTech (Pty) Ltd supplying the local technical support, document control and training.

The 3rd and latest addition delivered in June 2018 is a customised built and designed foam dosing trailer with a capability to Dose 1% or 3% or 6% foam concentrates with a flow range from 1 000 l/min minimum up to 22 000 l/min pre-mix foam and water solution.

The foam dosing trailer will be used to suck foam concentrate from bulk portable foam tankers, precisely blend the water and foam concentrate in the water driven dosing system, which is then fed to a variety of end of line firefighting equipment options, which include existing 22 000 l/min monitors, various smaller flow monitors, fire truck monitors, bund, rim and tank top pourers.

The latest FireDos trailer system was specifically designed by



the Sasol Sasolburg fire protection team to meet their facilities requirements and the challenges they face with both the large end potential risk, smaller situations, a magnitude of different types of flammable liquids plus many years of various types of foam concentrate been purchased to meet all these challenges, plus a view towards been prepared for the technical leap frog that has started with regards to modern lower or no Florine firefighting chemicals to be in a position to simply and accurately blend any of these chemicals simply and accurately to address all the potential situations which could develop.

Mid-June DoseTech (Pty) Ltd successfully delivered the latest order on time to Sasol, with the formal hand over, road worthy, commissioning and staff training been completed the following week with the end result been a very happy fire protection team and equipment supplier, the whole process was seamless.

#### New developments with FireDos GmbH and DoseTech (Pty) Ltd

FireDos will now be offering water driven fire protection foam dosing systems with a maximum flow rate of 25 000 l/min

as their new 3rd generation model has become available for large fuel storage facility protection, these will be available as either stationary or portable systems, in addition FireDos monitors are now available with flow rates up to 60 000 l/min. Models range from 2 000 l/min, 4 000, 6 000, 8 000, 10 000, 20 000, 40 000 and 60 000 l/min. These monitors are available as Manual and a vast variety of automated operational options.

Mueller Company recently acquired Singler control valves, DoseTech (Pty) Ltd now offer a complete range of manual and automated fire protection controls valves which include bury gate valves with indicator post, OS&Y Gate valve, Deluge, pressure reducing, pressure relief, flow and level control valves, with FM Global or UL listing.

Akron Oscillating flanges are a very popular piece of equipment to add benefits to any existing monitor installation, or new projects. These standalone items allow the facility owner to set up a pre-determined sweeping pattern back and forth over a large area such as a pipe rack, pumps / metering station in bulk fuel; distribution installations or tank and bund protection.

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## Looking for a crane?

FASTLIFT Cranes & Services (Pty) Ltd is a diversified company specialising in mobile and tower cranes, overhead travelling cranes, steel fabrication and material handling solutions, safety cages, chains; hoisting, lashing, lifting equipment, mooring ropes, pulling, rigging products, steel wire ropes, site conveyors and winches.

As a supplier of used cranes, it distributes some of the world's most reputable crane brands such as: Liebherr, Grove, Demag, Tadano Faun, Terex, PPM, Potain, Mantis, Manitowoc, Broderson, Krupp, Kato, Sany, XCMG and Zoomlion.

All types are catered for with a wide selection of all terrain cranes, crawler cranes, hydraulic truck cranes, tower cranes and rough terrain cranes.

Industries serviced include marine, harbours, fishing and offshore; mining; construction; heavy industrial, automotive, engineering, forestry, and power generation.



With a stockholding of more than 30 used cranes, with load-bearing capacities of between 8 ton and 500 ton, a wide choice is available - all of which have undergone comprehensive technical inspection and reconditioning where necessary.

The company is accredited/ approved by the Department of Labour in South Africa as an authorised Lifting Machinery Entity No. 319 is BEE compliant and has several Lifting Machinery Inspectors (LMI) registered with Engineering Council of South Africa (ECSA) at

its disposal.

For over 25 years, Fastlift have helped create various "Lifting and Material Solutions" to most material handling problems. From special in house engineering designs and steel fabrication for products such as Safety Man cages, Mobile A frame gantry cranes, Brick cages, Lifting frames and Spreader beams to Banana/ Concrete Buckets, Crane Pallet Forks, Crane Hooks and various plate clamps. All supplied in compliance with International EN safety standards and local SANS specifications.

## Diversification of South Africa's energy supply continues

STANDARD Bank has closed four projects under the latest round of South Africa's Renewable Energy Independent Power Producer Procurement Programme, (REIPPPP), making it the first bank to close a project since the long delay.

Rentia van Tonder, head of power and energy at Standard Bank highlights that the remaining projects have until end July to reach financial close.

Van Tonder adds that collectively, the four projects already closed, being the Sirius, Dyasons Klip 1 and Dyasons Klip 2 solar projects in the Northern Cape and the Wesley-Ciskei wind project in the former Ciskei region of the Eastern Cape Province, will add 258MW of renewable energy to South Africa's national grid.

In addition, they will represent a combined investment of ZAR6.6 billion in South Africa's renewables sector.

The three Northern Cape solar projects, being constructed by Norway's Scatec Solar ASA were amongst the first

projects to reach financial close in the current round of the REIPPPP process, van Tonder said.

In addition to providing innovative funding structures, crowding in asset managers and capital markets, the three Scatec projects were also significant, "as they represent the first time that Standard Bank has provided inflation linked CPI debt to a renewable energy project," said added.

The Wesley-Ciskei wind project to be commissioned by Riverbank Wind Power (Pty) Ltd will add 33MW to the national grid. As well as being the first project to reach financial close under the fourth round of South Africa's REIPPPP process, the project is also significant in being the first renewable energy project located in a former homeland.

The Wesley-Ciskei wind project, "demonstrates the significance of renewables in empowering marginalised communities," according to van Tonder.

Beyond the impact of a ZAR1.03 billion investment in an economically



marginalised region of South Africa, the project provides an example of how rural communities can be key participants and benefit the broader economy – as suppliers of energy and attractive destinations for investment.

The Wesley-Ciskei wind project is owned by a South African consortium consisting of: 60% shareholding by EDF Renewables; 22.5% shareholding by Telagystix (being a subsidiary of the BEE company Calulo Renewable Energy); 5% shareholding by the landowners of the site where the project is located, (enabled by a donation made to them by EDF Renewables); and 12.5% shareholding by Riverbank Winds of Change BBEE Co (RF) Ltd being the trust established for

the local community.

EDF Renewables, with offices in Cape Town and Port Elizabeth and supported by its French parent company, EDF, represents the growth of a domestic renewables capability that Standard Bank is particularly proud to support.

The Integrated Resource Plan (IRP) is expected to be tabled in Parliament by the middle of August which will set the path for the future energy mix in South Africa. Diversifying South Africa's energy supply by expanding the contribution from renewable energy will support environmentally sustainable energy supply that provides secure and affordable energy to all South Africans.

*Reprinted from  
ESI Africa.*

## SA's first solar-powered desal plant

PLANS are underway to build South Africa's first solar-powered desalination plant at Wit-sand in the Hessaqua municipality. This will be an addition to at least four desalination plants operating in the Western Cape.

According to the BusinessLIVE, the French government in collaboration with the Western Cape provincial government have committed to invest R9 million for the project, on a 50-50 basis.

French ecology minister Nicolas Hulot attended the launch of the project on Monday together with Western Cape finance MEC Ivan Meyer.

The project is expected to be commissioned at the end of October and will



deliver 100 kilo litres of fresh water daily.

Osmosis desalination technology

The desalination plant will be installed using the osmosun technology, developed by French company Mascara Renewable Water in partnership with local partner, TWS-Turnkey Water Solutions.

This is reported to be

the world's first reverse osmosis desalination technology coupled with photovoltaic solar energy without batteries.

It is designed to supply coastal or bore-hole-dependent communities with drinking water.

Providing affordable water

News24 reported that the solar-powered desalination plant will produce water at a cost of R7 to R8 a kilolitre. This is less than a quarter of the cost of water from Cape Town's temporary desalination plant at Strandfontein.

At present, water from the Strandfontein plant, which is powered by diesel, costs between R35 and R40 a kilolitre.

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## Absa Top 10 Pinotage Competition



This year's Absa Top 10 Pinotage Competition marks the 22nd consecutive year that Absa has sponsored the event, which is organised by the Pinotage Association for the advancement and promotion of wine made from Pinotage grapes.

The aim of the annual competition is to identify ten Pinotage wines which will serve as a benchmark for the development of distinctive South African Pinotage and illustrate the uniqueness of Pinotage in the international wine world.

This benchmarking event is regarded by industry stakeholders as one of the most sought-after accolades presented each year to top producers of the most successful variety to have originated in the Cape.

According to Pinotage Association Marketing Manager Johan Schwartz, the quality of and demand for Pinotage wines has soared since the relationship with Absa. Top brands – commercial, premium and super premium – have grown in strength – both locally and perhaps more importantly, internationally.

"Domestic consumption of Pinotage in 2003 was recorded as 3-million litres – by 2017, this had grown to more

than 5-million litres. Export performance is even more impressive, climbing from 8,4-million litres in 2001 to over 20-million litres in 2017!" he enthused.

"Having a major corporate as a dedicated sponsor has without doubt been a fundamental driver of the Pinotage success. Absa-sponsored competitions have been a fundamental contributor to the cultivar's popularity and the way the stature of the variety has developed is illustrated by the advent of icon-level Pinotage at an ultra-premium price point" he said.

### Objectives of Absa's involvement

In explaining Absa's continued support of the Awards, Willie Zastron, Absa's Provincial Head Business Banking, Western Cape said: "We are honoured to have partnered with the Pinotage Association for the 22nd consecutive year as we continue to promote uniquely South African wine made from Pinotage grapes. That on its own is a clear indication of our commitment to the partnership with the Association, and supporting initiatives such as the Pinotage Awards enables us to fulfil our purpose to be an active force of good in communities we serve. In view of the dedication to consistently improve the quality of Pinotage production, we have seen additional platforms created by the Association to further promote the cultivar.

These recognition platforms created opportunities for wine makers to combine their wine making skills with the versatile strengths of Pinotage.

"Over the years this competition has grown into one of the most popular events within the wine industry – enticing wine makers of various skills and from all walks of life to aim for one of the coveted Pinotage trophies as they hone their craft and improve the standard of Pinotage from year to year.

"This partnership reflects our long-standing commitment not only to the Pinotage Association, but to the South African wine industry and agriculture as a whole. Winning wines are high in demand due to the Absa accolade. This in turn accelerates the commercial value of the winning wines, which is one of the main enabling objectives for Absa.

"Our involvement with and support of this competition is driven by our confidence in the new generation of South African winemakers – these winemakers are working hard to increase the prestige and sophistication of wines produced in South Africa.

"Our continued association is testament to our intention to build and maintain lasting relationships within the communities in which we operate. It also provides us with an excellent opportunity to interact with our valued clients, colleagues and members of the winemaking community. The wine industry creates thousands of jobs which in turn create livelihoods in so many wine producing districts.

"This is a very special competition, not only because of the quality of the judges, nor the rigorous selection process, but also because of the critical input given to each participating winemaker" he concluded.

The Top Ten competition winners will be announced at a ceremony to be held at Cavalli Estate in Somerset West on 15 August 2018.



# First of a kind compressor

IN a first for South Africa's compressor rental market, compressor and generator rental stalwart Rand-Air recently took delivery of an Atlas Copco DXT-85VSD electrically-driven, oil-free air/nitrogen booster complete with high-pressure hoses.

Coupled with their oil-free compressor and dryer, the company can now offer a total solution

for 42 bar high-pressure, oil-free compressed air.

The 100kW DXT has a high outlet pressure range of 25 to 42 bars at volumes of 700 cfm: which makes it eminently suitable for a range of specialised industrial applications, from food and beverage packaging.

"Previously, we offered diesel-driven oil injected 'boosters' or compressors; which we

provided to our customers in response to demand from the drilling and geological exploration market sector," explains Rand-Air Fleet Manager Craig Swart.

However, enquiries for high-pressure oil-free compressed air from the local soft drink manufacturing and bottling industry highlighted the suitability of the Atlas Copco DXT compres-

sor. Diesel-driven oil-injected boosters were not suitable for this application as there was a certain amount of oil residue in the compressed air they supplied. Also, diesel-driven oil-injected boosters were not designed to provide a 24/7 compressed air supply to manufacturing facilities.

"While in Europe, the DXT is mainly used in steam production ap-

plications, we anticipate that in South Africa - as industry sees the potential of this compressor - there could be demand for more units of this type from a number of other industry sectors," continues Swart.

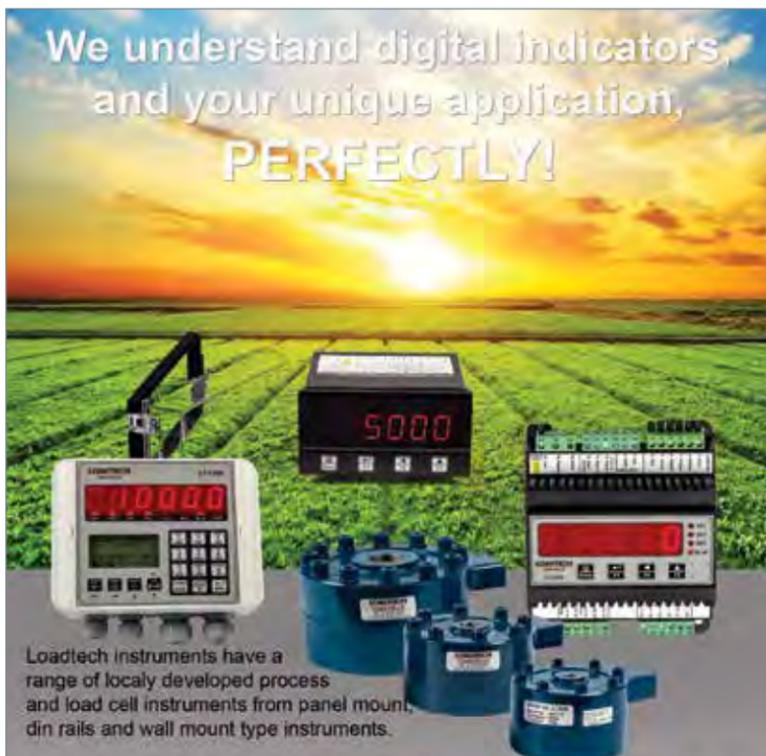
For ease of handling and deployment, the DXT has the same dimensions and attaching points as a standard shipping container.

"This unit is obviously more suited to long-term rental applications. Should we receive more enquiries for machines of this nature, we can speedily supply additional units from Europe," says Rand-Air Marketing and Communications Manager Byrone Thorne.

Swart comments that with units of this

nature, on a long-term rental, customers have the advantage of knowing exactly what their future compressed air costs will be over the next five years, for example. "This makes it much easier for our customers to project future input costs, total cost-of-ownership (TCO) and overall return-on-investment (ROI)," he points out.

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## Buying the farm

THE Western Cape agribusiness sector looks set for a shake-up with the official amalgamation in May of Somerset West-based Acorn Agri and Caledon-based Overberg Agri.

The new entity Acorn Agri & Food (AAF) will hold a combined value of around R4.5 billion, and is expected to be an acquisitive entity that could play a big role in consolidating the local agribusiness sector.

Recent reports suggest the financially muscular AAF already has several deals lined up - perhaps ventures that have struggled to survive the prolonged drought in the Western Cape and are in need of a deep pocketed parent company.

The influential shareholders behind AAF include empowerment giant African Rainbow Capital and Sanlam Private Wealth.



The business mix is wide ranging. The old Overberg operations span grain-storage services, a retail facility, mechanisation equipment, financial services and packaging solutions.

There are also investments in Boltfast (steel fasteners), Bon-tobok Limeworks, the Bredasdorp Abattoir

and fuel distribution specialist Moov (fuel distribution).

AAF will, for the time being, retain Overberg 2.1% stake in JSE-listed consumer brands giant Pioneer Foods. But this is expected to be sold sooner rather than later.

Acorn has controlling stakes in fruit marketing companies ACG Fruit, Grassroots Group and Montagu Dried Fruit and Nuts as well as a 35% stake in Lesotho Milling and an 11.1% in Port Elizabeth-based agribusiness BKB.

There is a sense of familiarity about the merger since Acorn was already a significant shareholder in Overberg. What's more Pierre Malan, the co-founder of Acorn Private Equity, assisted BNK Landbou Groep and CRK Landbou to merge and create Overberg Agri in 2004.

Acorn has also provided corporate finance and advisory services to Overberg Agri.

Overberg appears to be entering the amalgamation process in rude health - despite the ravages of the drought in the Western Cape.

Overberg's revenue more than doubled R6.4 billion with directors reporting that the growth in the value of business transacted was mainly driven by the acquisition of an

additional 2% interest in Moov Fuel.

AAF now holds the majority shareholding in Moov.

Gross profit increased by a whopping R223 million - although directors noted the change in sales mix with higher sales in lower-margin fuel sales had a negative impact on gross profit margins.

Capital expenditure of R237.8 million was incurred during the year - with R159 million directed to capacity expansion with R78.8 million spent on replacement assets.

Most reassuring was that Overberg continued to generate strong cash flows from operations of R118 million.

Looking ahead, Overberg believed the adverse agricultural conditions experienced during the past year would continue to impact performance in the coming financial year.

But directors felt the increased diversification within the new look AAF group would make Overberg less vulnerable to these effects.

"Due to its increased footprint and diverse service offering to customers, the extended group will be able to maintain its solid organic growth and focus on new business opportunities, which will positively impact earnings."

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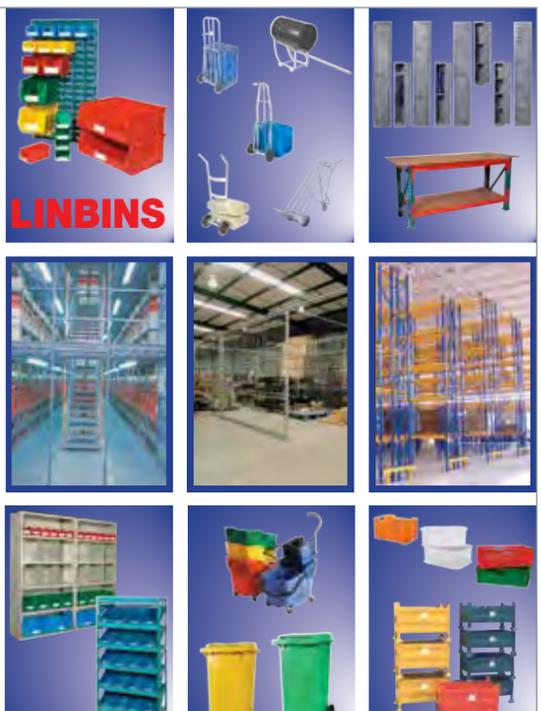
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# New i4 SCARA robots

OMRON Corporation a global player in automation technology has introduced a new line of SCARA robots, boasting sleek design and enhanced performance. Named the "i4," the new generation of SCARA robot will save space during installation and allow easier configuration into existing production lines. The i4 is fast, repeatable, easy

to operate and flexible for multiple configurations and applications. Manufacturers around the world are facing major challenges in having to produce a high mix low volume of products and shorter product life cycles while dealing with labour shortage issues. Therefore, manufacturing companies must maintain flexibility in quick changeovers and

production line layout changes. They are also challenged by sudden stops, and more than ever need to meet the demands of high accuracy and speed during assembly processes. To meet these challenges, the i4 line features better communication through EtherCAT, enabling synchronization between other automation devices. This facilitates

advanced assembly, inserting and mounting processes that require high accuracy and demanding throughput, as well as ensured quality control with vision integration. Also, i4 visualizes working data and supervises its status with the world's first built-in signals for preventive maintenance, allowing users to mitigate unplanned downtime.

In keeping with OMRON's mission to innovate based on social need like the above, the features of the i4

makes it possible for this new SCARA line to meet the demands of mass customization, allowing manufactur-

ers to produce high mixes of products at low volume to offer a wider array of goods to people.

## Cold chain data logger with SMS alert

For small to medium transporters

THE EL-SMS-2G-TP+ is a battery powered temperature alert that will send SMS notification messages

to pre-programmed mobile phone numbers whenever the temperature monitored exceeds an upper or lower tem-

perature limit. Ideally suited for small to medium transporters and related industries.

The EL-SMS-2G-TP+ can also send periodic summary messages to confirm that it is running normally including the minimum, maximum and average temperature since the previous summary message. It is easily

configured by using the EasyLog SMS App on Google Play and the App Store. The unit must be fitted with a microSIM card purchased separately to allow it to register onto a 2G GSM network.

Measurement range is between -40 to 125°C with unlimited SMS alerts. Battery life up to one year.



## 30+ years of specialised manufacture

SINCE 1987, IRP Engineering Plastics – as the name suggests - has been designing and manufacturing plastic conveyor components used by the food, beverage and packaging industries ever since.

These components had previously been sourced from Europe and America and an opportunity was recognised for the real need for local manufacture.

IRP's Manufacturing capabilities has continually developed over the past 30 years and now dedicated divisions comprising full CNC manufacturing, Injection Moulding, Belt, Chain and Component Assembly and a Stock Holding with more than 2000 conveyor components.

The injection moulding facility consists of injection moulding machines ranging from 50 ton to 360 ton capacities and is complete with a fully operational tool room to handle injection moulding projects from start to the finish product.

IRP's CNC Manufacturing Division is dedicated to producing custom made parts and comprises of CNC Lathes, CNC machining centres and CNC vacuum bed routers complete with 4th Axis capabilities. All machines are linked to sophisticated

Autocad and CNC programming systems for superior accuracy and speedy delivery.

Its Technical Design Centre is equipped with the Cimcore II portable measuring arm which is the latest in portable measuring technology. Cimcore II enables IRP to accurately reverse engineer any complex parts which can be done onsite, reducing downtime or at the Technical Design Centre.

The Modular Belting and Chain Assembly Division has over 10 dedicated assembly lines locally producing standard modular belts and non-standard made-to-width modular belts and chains. IRP's Modular Belting and Chain Assembly Division boasts a modular belting range comprising 12mm pitch, 15mm pitch, 25,4mm pitch, 31.75mm pitch and 50.8mm pitch belts in both straight running and side flexing applications. IRP locally produce and supply the full range of plastic, stainless steel slatband chains and crate conveyor chains. IRP's range of modular belting and chains has been used and supplied extensively to all food, beverage and packaging industries over the last 25 years.

A wide range of nylon stock shapes can be supplied and sheet sizes 2 600mm x 1 300mm up

to 100mm thick with nylon rods and tubes can be produced up to 1 000mm in diameter. IRP's nylon (Polyamide) range consists of Molybdenum, Oil and Wax filled grades that increases wear resistance and reduces friction. This nylon is commonly used in parts such as change parts, bottle feed equipment for bottling and canning plants, corner tracks, wearstrips and bearing applications.

Additional conveyor components include: stainless steel & plastic slatband chains, guide rail systems, sprockets & idlers, modular belting, bends & straight tracks and specialized machined components including bottle feed equipment found in the following industries:

- Bottling and Beverage Filling
- Food Conveying
- Glass Manufacture and Conveying
- Bread Manufacturing and Conveying
- Dairy Manufacturing, Filling and Conveying
- Pharmaceutical Manufacturing, Bottle Conveying and Filling
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# NWK again assists dry Southern Cape farmers

IN 2017 the NWK Group, assisted by its producers, delivered more than 100 tons of maize to producers in the drought-ravaged Herold area in the Southern Cape. The situation in this region has not yet improved and producers are encouraged to offer assistance again this year.

The disaster due to the drought in the region is assuming critical proportions and funds are being raised for producers who have been forced to their knees by the two-year-long drought and had to reduce their stock to retain only their core herds.

According to the Herold Farmers'



Association feed production has failed for the third year running due to the drought. 'The dams are empty and boreholes provide barely enough water for the animals,' says Russel Hanly, the chairman. He added

that producers do not have insurance against such a disaster and the social impact of this on the economy of the region is dramatic.

NWK has created a delivery account against which producers can deliver maize for this

purpose to its silos until 31 August this year. The account number is X980422WND. In support of the **Help Herold Farmers in Need** action NWK will donate a cash amount of R50 000 for transport costs.



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# 'Use by' or 'best before' dates?

RETAILERS use 'best before' dates on food products as an indication of quality, showing that although the food is no longer at its best, it is still good to eat. 'Use by' dates show consumers when perishable foods, such as meats and dairy products, are no longer safe to eat.

In an effort to curb food waste, UK retailer, Tesco, has removed 'best before' dates from most of its own-brand fresh fruit and vegetable packaging, leaving shoppers to decide if the food is fresh enough to consume. However, while this is a ground-breaking move by Tesco, the vast majority of products still carry 'best before and 'use by' dates, and FMCG brand owners continue to look for more efficient and effective ways to improve the date codes and batch numbers on their products. With Pyrotec PackMark's wide array of coding solutions, brand owners and manufacturers can rest assured that the demand for high-speed printing and robust promotional codes can be met.

According to Brandon Pearce, Pyrotec PackMark's general manager: "Pyrotec



PackMark provides coding and marking equipment for many industries. 'As the sole South African distributor of Markem-Image's equipment, we provide complete coding solutions to customers that offer an excellent return on investment,' he comments.

"With our Markem-Image range, we can adapt our offering to customers' specific needs. We also provide insights, technologies and support to assist customers with their end-of-line packaging operations and to overcome increasing competitive pressure, more complex operations, and demanding retailer and regulatory mandates".

Markem-Image's 9000 Series of small character inkjet coders are full-feature printers that are de-

signed for demanding manufacturing environments, general purpose, and very specific applications, such as high-contrast and high-performance marking.

Markets for these coders include food, beverage, cosmetics, toiletries, electrical equipment, electronics, cables, tubes and profiles.

The consumables for the 9000 Series are designed to print on all types of substrates (plastics, glass, metal, cardboard and directly onto food) from standard to specific applications, including food grade, sterilisation, UV cure and egg coding to name a few. They are also available in a wide variety of colours, and a choice of alcohol-based, water-based, ketone-free and MEK-free inks.

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# Infrared technology in food and beverage industry



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.

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 out-source 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 production 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:

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

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

# Food applications from screen specialists

KNOWN mainly for its large screens and feeders for mining, Kwatani has in recent years expanded into various industrial and food sectors – currently providing screening solutions for almost 50 different materials and products.

According to Warren Mann, Kwatani's business development manager – industrial division, the company is involved in screening a wide range of materials and food-stuffs from wax beads, carbon and bunker sand to tea, coffee, pet food and rice.

"Our strength is the ability to test the customer's product or material in our own materials testing laboratory," says Mann. "This is part of our solution-focused approach to deliver a customised machine that will add optimal value to the customer's operation."

These in-house facilities are vital in selecting the correct separator for

each application. By analysing and testing under simulated production conditions it is possible to determine the appropriate machine size and configuration as well as the optimum screen openings.

The company's rectangular R-type separators have a typical application in the sugar industry and are capable of screening 50 to 200 t/h of sugar to remove lumps and foreign material before grading and packaging.

"Spices and tea processing are other applications where we are actively involved, providing sizing and scalping screens that can handle up to 10 t/h," he says.

"We use high-grade stainless steel for any food contact surface, as mild steel tends to rust when exposed to excessive moisture and is not suitable in many food processing applications," he says. "There are also specific plastics we use that are non-toxic and

food-safe, adhering to hygiene and quality standards. We offer a bonded screen mesh with food-safe epoxy, rather than a bolt down screen mesh, in order to eliminate the risk of bolts coming loose and entering the product stream."

Kwatani's S-type round separators are highly versatile and used in many different industries and have a special application in high temperature environments and liquid separation such as removing foreign particles from hot cooking oil.

Industrial products handled by Kwatani screens include the sizing of wax beads that are used in exfoliating creams. Clays such as bentonite and kaolin are also scalped.

The range of fine-screen meshes – with apertures of just 38 microns in size – can even separate blood from water and are used in environments like abattoirs.

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## Necessity becomes the mother of invention

FOR the past 23 years of its existence, Target Rigging's principle market has been the wine industry. Numerous tanks of all sizes and associated equipment have been installed or rigged out at many of the wineries in the Western and Northern Cape. However, the recent drought has caused lower tonnages to be harvested, with a subsequent reduction in capital expenditure by the industry.

As a consequence, the focus of the company has been re-aligned to become more flexible and attractive to other industries – in particular, the transportation of heavier and more complicated loads.

To this end, the fleet has been supplemented by more versatile equipment, comprising:

Two heavy duty trailers:-

- A folding goose neck 4 axle trailer for loads of up to 50 tons - ideal for moving heavy construction equipment between



sites - non-starters etc. (the horse used for this purpose has a winch to pull equipment onto the deck); and

- An air suspension extendable 4 axle trailer with ramps; also for loads up to 50 tons. This lowbed is ideal for transporting flat racks with heavy equipment as the whole 12m flat rack can be accommodated on the lower level of the lowbed. As this lowbed is extendable, it can easily accommodate loads of up to 14,8m and which can be further expanded to 18m if the ramps are included.

The existing forklift

fleet of 3, 5 and 7 ton capacity forklifts has been supplemented by a 12 ton forklift. This 'monster' and can also handle containers, electrical reels, gensets and other large and heavy items. To assist rigging in factories and other sites where height is a limiting factor, the mast has been reduced from 4m to a more manageable height of 3m which facilitates access into factories and other areas where headroom is a dictating factor.

Target Rigging's equipment inventory of six crane trucks, five truck tractors and accompanying lowbeds and drawbars, now has the flexibility to manage factory moves, stuff and de-stuff containers as well as transport abnor-

mal loads of all sizes and weights both locally and to neighbouring states.

With twenty-three years of experience, the company has the expertise to complete major projects, even working 24/7 or as the customer dictates with management supervision where required.

All staff has access to full PPE, annual training programmes for rigging, as well as medical assessments. The focus has always been on Health and Safety and this has resulted in Target Rigging having an enviable safety record and can comply with all safety standards and customer specific requirements.

Together with its associate company, D & H Cranes which supplies Target Rigging's crane requirements, Target Rigging is regarded as a front runner in the rigging, moving and heavy transport industries.

For more information visit the company's website on: [www.targetrigging.co.za](http://www.targetrigging.co.za)

## Hygiene takes centre stage

"CHEMICAL products that address cleanliness and hygiene are especially relevant in the hospitality industry and we cater for a wide range of applications including: bottle washing, cleaning in process, degreasers, descalers, disinfectants, floor cleaners, general cleaning, hand care, lubricants and speciality surface cleaners, amongst others" says Ryszard Orlik, managing director of Orlichem, a Cape Town based speciality chemicals producer.

Orlichem chemical solutions cover requirements of all types of food processing facilities - dairy, baking, meat, poultry; to livestock farms, wineries, beverage manufacturers, brewing and bottled water, dairies, bakeries, hotels, restaurants and food retailers.

"Apart from the obvious threat to human health, adhering



to international standards of cleanliness and hygiene are a vital component of a vibrant tourism industry. Statistics indicate the tourism is the fastest growing economic generator worldwide and this is borne out by our local statistics which show that the tourism sector directly contributed 2,9% to South African gross domestic product (GDP) in 2016, making the tourism sector a larger contributor than agriculture.

"Cape Town's tourist industry which encom-

passes the hospitality, laundry and food and beverage sectors, are vital to growing the local economy and international guests expect high levels of cleanliness and hygiene that match or exceed their own back home" says Orlik.

"...international standards of cleanliness and hygiene are a vital component of a vibrant tourism industry."

Its range of laundry products are used in some of the most prestigious hotels in the Cape and include various liquid and powder detergents, bleaches, fabric softeners and stain removers; but Orlichem specialised technical consultants can formulate individual products to meet more demanding requirements.

"Our locally sourced formulations conform to international standards and our manufacturing facilities are ISO certified. In addition to supplying directly to local businesses we export to other destinations and neighbouring states through a network of distributors" he concluded.

Orlichem celebrate its tenth anniversary in 2018 and produce more than 400 different formulations, supplying 120 tons of speciality chemicals per month to general industry, the marine environment as well as to food and beverage processing, laundry and hospitality industries.

## Dedicated gas solutions for the **hospitality industry**

As the leading supplier of gases to the hospitality industry in southern Africa, Afrox offers the Sureserve range of dedicated gas solutions from liquefied petroleum gas (LPG) for cooking and heating, to Suremix for dispensing beverages, and Afrox Partigas which is refined helium used to inflate balloons or blimps.



Afrox has the expertise and solutions to ensure a full evaluation of your LPG installation and supply requirements for any gas cooking or gas heating application. We can also recommend accredited and approved installers/suppliers for domestic gas installations.

Available in four variants, Suremix is a range of food and beverage grade carbon dioxide (CO<sub>2</sub>) and nitrogen gases used for dispensing of soda fountains, wines, draught beer, lagers, ales, pilsners and stouts. Suremix conforms to all major soft drink manufacturers' specifications, ensuring that the best taste and highest quality is achieved in the final product. Our customers have access to manifold installations and mixing panels specifically designed and manufactured for higher volume dispensing applications.

We also supply large or small cylinders based on specific requirements.

Balloon gas (Partigas) high pressure gas cylinders are available in three different sizes depending on the quantity of balloons to be inflated. An inflator must be attached to the cylinder when filling latex or foil balloons and Afrox supplies a leading brand and range of manual and automated filling units.

For more information about our Sureserve offering for the hospitality sector, contact the Afrox Customer Service Centre on 0860 020202 or visit [www.afrox.com](http://www.afrox.com).

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SOLVING SEEMINGLY UNSOLVABLE CLEANING PROBLEMS

## “Is the food industry doing enough to prevent the spread of deadly diseases?”

THE recent Listeriosis outbreak has drawn attention to the importance of an industry that usually stays out of the spotlight, but has the capacity to save lives.

Little is said about the contribution the cleaning sector plays in maintaining basic hygiene standards, preventing the spread of disease and preserving corporate reputations.

Emma Corder, the country manager of Nilfisk South Africa, a leading international cleaning equipment manufacturer, says: “According to the World Health Organization an estimated 600 million people fall ill and 420 000 die every year after eating contaminated food. Often this is as a result of inadequate hygiene. For example, in the case of diarrhoeal diseases, caused by pathogens such as rotavirus or E Coli, 88% of deaths can be attributed to insufficient hygiene or sanitation. These diseases are

one of the top 10 global causes of death and far outweigh the severity of the current Listeriosis crisis.”

According to Corder, the maintenance of clean working environments is essential when producing, handling or preparing food – from farms to kitchens, pathogens can easily be transferred between food handlers, equipment, surfaces and the food itself. The best way to avoid cross-contamination is to properly clean and sanitize all surfaces that might come into contact with foods.

“Cleaning manuals that are centered around Hazard Analysis and Critical Control Points (HACCP) principles should be readily available for staff,” she adds.

“These should include detailed information regarding cleaning techniques, appropriate equipment and color coding to prevent cross contamination. Personal hygiene, and most

importantly handwashing, is also critical to minimize risk.”

HACCP is a systematic approach to food safety that prevents biological, chemical, and physical hazards in production processes that might make foods unsafe for consumption.

“In the wake of the Listeriosis outbreak, it is important for food industry professionals to ask themselves if they are doing all they can to ensure hygiene levels are maintained within their facilities,” says Corder. “If they are in any doubt they should consult with industry experts for guidance.”

She recommends seeking the advice of experts in cleaning equipment, materials and the provision of commercial cleaning who should be able to assist with the implementation of cleaning processes and methodologies that cater to a business’s individual needs whilst ensuring that they are in keeping with legislative

## Mixing and filling in “Industry 4.0” mode

Real time diagnostics and process reliability

ENERGY efficiency with real time diagnostics, condition monitoring, decentralised intelligence and autonomous decision making mechanisms are key Industry 4.0 features that are typical of hygienic filling processes in the food industry. Festo is using this technology to respond to the major issues that Industry 4.0 presents including process reliability and safety engineering.

With its hygienic products and solutions – from valve terminals to electric and pneumatic drives, Festo helps its customers to produce food that meet high standards of quality. The product range also includes robust, clean design tubes and fittings which have since proven to be the ideal choice in many industries in South Africa and across the globe.

### Maximum compressed air requirements

The service units in the Festo MS Series supply compressed air for contact with dry and non-dry foods, a must for food related processes. For that extra layer of safety, users also have the option of the Festo energy efficiency module MSE6-E2M and the safety module MS6-SV for safe venting.

Equip your system with the energy efficiency module MSE6-E2M and you will be ready to take full advantage of Industry 4.0 and big data. The system also helps you to evaluate pressure and flow sensor technology in real time so that fast decisions can be made on site. PROFIBUS, PROFINET, EtherNet/IP, Modbus/TCP as well as OPC US are all available as communication op-

tions.

### Clean design

The clean design valve terminal MPA-C is easy to clean and resistant to corrosion and cleaning agents. The system also features IP69K protection, FDA-compliant materials as well as NSF-H1 grease and lubricant resistance. These features ensure that the modular valve terminal is able to perform safe processes.

Generating more data is one issue, but interpreting it and deducing right conclusions is another. Employees within the industry as well as students at vocational colleges and universities will therefore need to be trained specifically for Industry 4.0.

### Training 4.0

An understanding of

fully automated digital production technologies such as the MS Series range as well as the knowledge of the layout and programming of digital system networks is crucial. The versatility and adaptability of the MS Series enable employees to operate optimise systems and develop flexible and intelligent components.

Festo Didactic offers a cyber-physical learning and research platform in the form of the CP Factory. This platform models the stations in a real production plant. Learning content includes systems programming, networking, energy efficiency and data management. The platform also enables flexible software solutions to be developed and tested so that they can be used in production.



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# Boost to COS initiative - SAIW to play major role

DEPARTMENT of Higher Education and Training (DHET) Minister, Naledi Pandor, at a recent meeting with captains of industry, has emphasised the importance of the department's training initiative to boost youth employment in South Africa. Referred to as the Centres of Specialisation (COS), the programme aims to secure partnerships between the indus-

try and 26 Technical and Vocational Education and Training (TVET) colleges, for the training of top artisans in 13 priority trade sectors.

One of these sectors is welding and the Southern African Institute of Welding (SAIW), the leading welding training organisation in Africa, has been awarded the contract from the DHET to act as the 'Quality Custodian' of

the process in the welding industry.

Moreover, SAIW's Etienne Nell has been appointed the industry's Occupational Team Convener for the implementation of the Quality Council for Trades and Occupations (QCTO) Artisan Welder Curriculum (NOCC - A21) which is aimed at producing a skilled and capable workforce to support

economic growth; an increased availability of intermediate skills and an increased delivery of properly qualified artisan welders, at the Centres of Specialisation.

"The Minister is fully committed to the QCTO programme, which ultimately puts pay to the failed 'Learn-ership' idea. This is an excellent thing for the welding industry and all other trades in South

Africa," Nell says.

One of Nell's first tasks was to find the two welding TVET partners and, after visiting several colleges, the Boland College in Worcester and the East Midlands College in Uitenhage were selected. These colleges will run the QCTO's 'dual' training system, which combines technical education and practical training with authentic work experience in a fabricator's workshop.

Meanwhile the National Skills Fund has set aside R150 million to support the partner colleges across all the sectors to ensure they are up-to-date and ready for training. For the welding industry, it will be Nell's responsibility to help the two

chosen colleges to procure the equipment, train the trainers and generally ensure that their infrastructures are in the appropriate condition for training.

SAIW executive director, Sean Blake, says that Minister Pandor's support of this programme is wonderful news for the welding industry. "The Minister has said that national associations have a key role to play in modernising TVET colleges' system for the production of intermediate-level skills and the SAIW is certainly ready to rise to the challenge," he says.

He adds that bringing together of all the right players, including the various industries, government and business, in a cohesive pro-



SAIW's Etienne Nell

gramme will do wonders in helping to improve the skills situation in this country. "This is long overdue and the SAIW commits to doing all it can to make the initiative a success," he concluded.

## 70 Years of Welding Excellence



In the 70 years of its existence, the SAIW has developed a reputation for its quality and professionalism. Wherever one goes in the world the SAIW is known by those in the welding and related industries.

The SAIW is the largest welder training company in Africa and more than 75% of those who complete one of its programmes find meaningful employment.

The SAIW has, since 2003, been an Authorised National Body (ANB) of the International Institute of Welding (IIW) offering the full range of IIW qualifications.

So, if you want to embark on a miracle career or if you want to improve the quality of your welding personnel in your company don't hesitate - contact the SAIW now.

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## Sawing machines offer faster cutting, functionality

EVERISING circular saws and bandsaws are available from First Cut, distributor of cutting consumables and capital equipment.

Everising has upgraded its P- and E-series sawing machines so that they can now process steel sections in the 300 mm to 800 mm range. The overall aim of Everising with these upgrades is to reduce its customers' production costs by speeding up actual cutting times.

The P-series also has a user-friendly touchscreen with easy-to-follow graphics, with



all cutting parameters clearly displayed on the touchscreen controller. A bonus for operators is the self-diagnostic function which allows for immediate on-screen troubleshooting.

Importantly, the P-series requires only one operator to set up and load the machine. Excessive rework is avoided as P-series machines give a milling cutter finish with a tolerance of 0.02mm. Remnant or scrap pieces are sorted into a separate bin. With its versatility, a P-series sawing machine could replace a number of other types of circular saws, thereby saving valuable production space.

As with the P-series, Everising's E-series band saws are CNC-controlled and also feature advanced touchscreen control. To ensure extended machine life, E-series band saws are equipped with high efficiency gearboxes lubricated by a controlled oil-feed system. An inverter controls the variable speed of the blade, which is tensioned hydraulically. An idler wheel motion detector serves to detect blade stalls thereby preventing blade damage.

The robust electronics on the E-series ensure that downtime is minimized; while an anti-vibration roller serves to protect the blade, which is cleaned by two automatically adjusting wire brushes. An advanced quick approach device and an automatic tracking blade guide protect the machine against accidental damage.

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# 360° ICAS Programme



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Whether the application is a locomotive, a pressure vessel, tanker, wind tower, a petro-chemical plant shut-down or any other application, companies are looking for a quality solution, delivered on-time, at the lowest possible cost in a highly safe environment.

Afrox has launched its 360o Integrated Customer Application Solutions and Safety Solutions programmes that offers a comprehensive solution from start to finish.

Johann Pieterse, Business Manager for Manufacturing Industries at Afrox, says the Integrated Customer Application Solutions process always starts with a complex customer application challenge. Afrox will pro-

pose a partnership to develop a joint solution with the customer and agree a way forward that will maximise value for the customer and their end user.

Pieterse continues that the proposal is followed by an extensive survey of the customer's application, including current processes and practices. It is imperative to understand the customer's business and their inherent challenges in terms of quality, productivity, costs and safety.

"Once we understand the challenges, the next step is to create an effective solution," says Pieterse.

Firstly, the different welding processes are carefully considered and the best fit for the application is established. The selection of high quality Afrox gases, welding consumables and equipment are packaged to support the selected process.

Afrox value-added services ensure that an optimised welding pro-

cedure is developed for each application and that staff are trained and qualified for successful implementation. This is done in line with Quality Management System, EN ISO 3834, as a guideline.

After customer sign-off, the solution is implemented on-site step by step. Qualified Afrox technical representatives oversee the execution as well as ensure supply of the correct welding consumables to support the process.

Accurate implementation of the solution guarantees one or more of the following for customers: increased productivity, lower production cost, and improved quality, all hinging on a safe working environment.

Afrox also undertakes any necessary upskilling or training of staff to optimise the new solution if required. The training and optimisation is underpinned by a range of safety and welding training courses, designed and developed to meet complex industry requirements.

Once fully operational, Afrox provides ongoing support and maintenance to the project as well as offering equipment, gases and related consumable packages to ensure the proposed saving and increased productivity and quality promises are met.

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## New SAPMA leadership

AGGIE Argyrou, Financial Director of Warrior Paints, has been elected as Chairperson of the SA Paint Manufacturing Association (SAPMA) at the association's recent 80th annual general meeting. Argyrou succeeds Terry Ashmore who has retired from the post after eight years in the chair. The new SAPMA leader has served as Vice-Chairperson of SAPMA since 1999.

He spent his school years in Benoni and qualified as a Chartered Accountant at the University of the Witwatersrand in 1974. The entrepreneurial side of Argyrou's career started with a partnership with his brothers in a major fast-food outlet before, in 1987, becoming a founding shareholder and director of Warrior Paints.

Another SAPMA stalwart, Sanjeev Bhatt, of Synthetic Polymers, was re-elected as Vice-Chairperson of SAPMA; with Shaun Benn, of ICI Dulux, being chosen as the new second Vice-Chairperson.

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# Boiler control and monitoring systems

BECAUSE of its interest in owning and operating energy assets, Dryden Combustion stands at the forefront of innovation and results. Its track record of successfully outsourcing affordable steam to multiple clients proves that it understands and pushes the boundaries of efficiency and reliability.

The purpose of automation is to achieve:

**Steam pressure control:** Experience a stable steam supply under varying operating load conditions. Boiler Efficiency: Boiler efficiency is primarily driven by control of excess air (air-fuel ratio). Using frequency inverters and electronic fuel trim control coal usage is reduced. The reduction in usage is typically between 8% and 15% when compared to electro-mechanical or manual control systems. Boiler Preservation Motors run much slower with gentle start-up and shutdown, reducing maintenance and increasing economic life expectancy.

**Enviro Impacts:** The mere fact that less coal is burnt and less electricity is used reduces harmful emissions into the atmosphere. Furthermore, proper excess air control minimizes the release of NOx and CO emissions into the atmosphere.



## Elimination of Human Intervention:

Decision making becomes the function of a programmed steam production process. Responses to changes in steaming conditions are immediate and consistent. The human factor in boiler operation is reduced significantly.

Dryden's advanced monitoring systems are tailored around the client's specific requirements. Apart from display of basic operational data and information, the system also allows for parameter trending, event logging, information analysis and diagnostic assessment of recorded deviations. The system enables dedicated boiler professionals to remotely monitor this critical operation which is important, because even the most automated systems require human interventions and correction from time to time. This will keep the boiler running at the highest efficiency, and may even identify

imminent boiler failures. Thus also a very effective Support Tool which keeps call out charges to a minimum by enabling engineers to do remote diagnostics in the event support is required.

In conjunction with monthly performance reporting, additional peace of mind means that the boiler is operating at peak efficiency.

Some of the performance parameters reported on:

- Steam Pressure
- Combustion Efficiency
- System Efficiency
- Feed Water Temperature
- Stack Temperature
- Sootblow Tracking
- Steam-To-Coal Ratio
- Boiler Load
- De-Ashing Tracking
- Oxygen Levels
- Coal Usage
- Mobreys Tested

# First digital efficiency assistant for steam boilers at the Bechtel private dairy

WHILE increasing their production capacity, the Bechtel private dairy ("Privatmolkerei Bechtel") from Germany also modernised their process heat supply. The new boiler system, with nearly 30 tons of steam capacity per hour, is one of the first worldwide with MEC Optimize. Based on the operating mode of the system, this digital efficiency assistant from Bosch predicts the service life of individual components, suggests measures to increase efficiency, and instructs the user in implementing them. All electrical sensors and actuators of the boiler system are connected to an analysis tool like the ones used with a famous particle accelerator or for controlling the underground in a global metropolis.

The Bechtel dairy processes more than one million kilograms of milk per day. Complex production structures and energy-intensive processes require a comprehensive data analysis. This is the basis of competitive production costs – decisive factors include preventing system failures and minimising energy consumption. As far back as 2012, Bechtel had already introduced



an energy management system. Since 2017, the company has also been using the digital efficiency assistant MEC Optimize from Bosch, which now enables predictive maintenance.

MEC Optimize is integrated in the boiler control cabinet and records all data from the steam boiler, water treatment, heat recovery facilities and other connected plant components. The operating data is stored locally for many years and evaluated via trend analyses. If the fuel consumption increases, for example, due to excessive desalting rates or soiling in the boiler, the efficiency assistant reports possible causes. At Bechtel, this is done through the company network of connected PCs or via a WiFi hotspot in the boiler room to the tablet of the boiler attendant. As an option, it is possible to send

notifications for defined cases directly to the operator's mobile phone via the remote connection MEC Remote.

Complex production structures and energy-intensive processes require a comprehensive data analysis.

Another important optimisation aspect is the maximisation of the boiler lifetime. The most important influence factors here are the water characteristics and the operating mode – both are often neglected in practice. MEC Optimize not only serves as a digi-

tal boiler logbook but interprets the entered values and helps the operator to identify and correct conditions that promote corrosion or are even safety-critical. In addition, the operating mode is analysed for incorrect start-up, inefficient control of multi-boiler systems and too frequent burner cycles. MEC Optimize also helps to avoid production losses due to interrupted process heat: The permissible loads and switching cycles are stored for all important components. Based on the operating mode, the efficiency assistant determines the state of the component, predicts the probable remaining lifetime and supports in maintenance planning.

The other plant equipment from Bosch for feed water deaeration, heat recovery and automation rounds off the overall system and ensures low energy consumption. The steam boiler system was realised by Karl Lausser from Pilgramsberg, Germany – without interrupting the steam supply. In coordination with the dairy's operating processes, the boilers were put into operation by Bosch Industrial Service on a staggered basis.

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## Now - Red-Ray™

SELAS Heat Technology has introduced the new Red-Ray™ High Intensity Gas-fired Infrared Emitter, designed exclusively for paper drying. Using less energy than current emitters on the market, Selas' claims to reduce energy costs, lower emissions and increases production.

This new technology uses a unique 3D printed Siliconized Silicon Carbide (Si-SiC) lattice design that enables the emitter to reach an industry leading maximum temperature of 1350°C giving mill operators the flexibility to increase throughput or decrease energy usage. The emitter's rated capacity is 40 950 BTU/hr (12 kW). The structure and increased surface area of the lattice, combined with the near perfect "black body" emissivity of Si-SiC, provides a best in class radiating surface resulting in higher radiant energy.

# COMBUSTION TECHNOLOGY

## BOILER MANAGEMENT SERVICE



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### How does it work?

The DTI (Data Transfer Interface) lets users know in real time how the boilers are performing, either on-site through its built-in touch screen, via a local PC, or via a BMS system. It stores data history of all boilers for 2 years.  
 The DTI is a gateway for communicating with the Autoflame MM Controller/EGA range of products. The DTI can collect and store information from a maximum of 10 Autoflame Systems in one location. The information gathered is later available for transmission to an external source such as a BMS via RS422 or Ethernet links. The data gathered by the Autoflame DTI can be synchronised and viewed using the included CEMS (Continuous Emissions Monitoring) software, which allows data collection over a local network or over the internet. The Mk7 DTI also supports the Modbus protocol over ethernet and RS422 as standard.

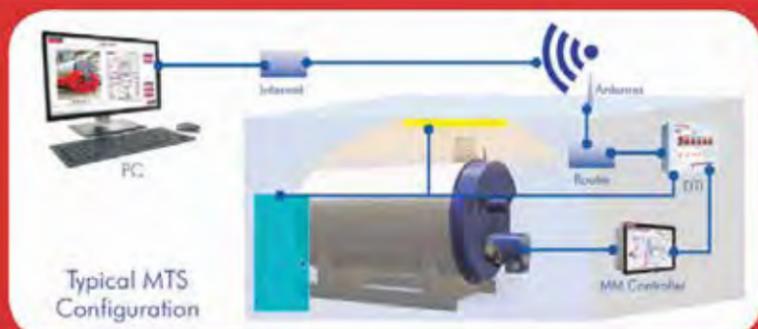
### Our Management will assist with:

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- Complete boiler operations (fuel flow/water levels/temperature pressure etc)



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 284 Dekema Road, Wadeville  
 Phone: +27 11 827 77 22  
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 Email: info@combustiontechnology.co.za



## Pump impeller delivers improved suction characteristics

THE KSB Group has developed a special impeller for its Movitec multistage high-pressure pumps. This new impeller significantly improves these pumps' suction characteristics (NPSH value).

It proves its worth particularly in applications with critical inlet conditions (e.g. boiler feed applications) as well as applications in which the pump is required to take in water from low-lying tanks or at higher temperatures. Under these conditions, a pressure drop in the intake area may cause cavitation to occur in the first pump stage. This can result in excessive wear of pump parts or motor bearings as well as a reduced service life of the pump due to damaged parts and an unbalanced hydraulic system.

The new impeller is offered as an alternative

to the standard product. When developing the new impeller, KSB's design engineers went to great lengths to ensure it can be used with a number of Movitec variants without necessitating modifications to the outer pump casing.

The new impeller features a modified inlet diameter, vanes allowing a slightly diagonal throughflow and a newly designed stage casing, all of which serve to substantially improve the pump's NPSH curve.

The multistage centrifugal pumps from the Movitec range are designed for handling fluids such as water, coolants, condensate and mineral oils.

They are ideal for a wide variety of applications ranging from industrial boiler feed installations in steam circuits, recirculation and fire-fighting systems, cooling water circuits and washing plants to pressure boosting in general process applications.



## Ebara ships 2 500 kW submersible motor pump to Nevada

THE Ebara pump is a double suction single stage vertical suspended pump that is driven by a submersible motor. Consisting of twenty four 5.2 m column pipes that are joined together, the pump is 130 m long. It is the longest pump and has the highest output of Ebara's large submersible motor pumps.

The pump's high suction performance is

made possible by the impeller's double-suction, single-stage structure. It also features a reduced load on the thrust bearing, by balancing the hydro thrust force.

Las Vegas's water is supplied from the lake at the Hoover Dam (Lake Mead). The Hoover Dam's low water level makes it necessary to use a lifting pump that is at least

100 m to move the water from the dam. Usually, a submersible motor pump of this size comes in a multi-stage structure with multiple impellers. For the Hoover Dam, Ebara has succeeded in achieving the required performance using an impeller with a single-stage structure, which is compatible with a wide range of operations. The single-

stage structure is simple, parts-saving and easy to maintain, with reduced lifecycle costs.

Ebara has delivered many large water supply pumps to the Southern Nevada Water Authority, including six surface pumps in a vertical, mixed-flow, multi-stage structure in 2007 to supply Las Vegas with water for daily use from the lake.

## Valves control biomass

ROTORK has completed a contract to supply fully automated pneumatic control systems on high capacity biomass rail freight wagons supporting the decarbonisation project at Lynemouth Power Station in Northumberland UK. Rail freight manufacturer Astra Rail/Greenbrier Europe and leasing company Nacco have supplied GB Railfreight with 50 hopper wagons to support the biomass haulage contract award-

ed by Lynemouth Power Ltd. Each with a payload of 70 tons, these auto-loading and discharging wagons run in two rakes (coupled groups) of 24 between the Port of Tyne and Lynemouth Power Station, delivering 37 000 tons of biomass per week.

The Rotork design for auto-loading and discharging enables all controls, hand valves and visual indicators to be located in one place, providing safe and convenient access. Top and bottom hopper doors

are operated by a magnetic sensor valve from a lineside magnet. The innovative design allows any wagon in the rake to be the arming wagon.

The fully automated control system enables quicker loading and unloading, requiring only supervision without manual intervention during operation. The proven design also allows for wagons to be separated and used in other rakes without any further configuration.

Lynemouth Power

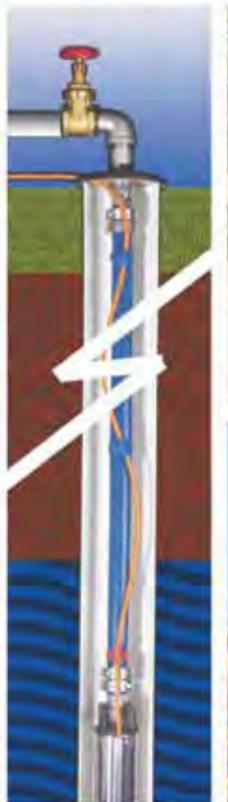
Station has generated electricity since 1972. The plant was originally built and operated by Alcan with the purpose of providing safe and secure energy for the production of aluminium at the adjacent Lynemouth Smelter.

The station ceased burning coal in 2015 and has now been converted to burn sustainable biomass, enabling the supply of up to 390 megawatts of low carbon electricity to the National Grid, enough for 450 000 homes.

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## Weatherford releases new Rotaflex unit

WEATHERFORD'S new Rotaflex long-stroke pumping unit improves artificial lift efficiency.

US oilfield service company, Weatherford International, has announced the release of its new Rotaflex long-stroke pumping unit.

The company says that the new unit improves artificial lift efficiency in challenging applications including deep, high-volume and high gas-to-liquids wells. It reduces lifting costs and accelerates the transition to high-performance rod-lift.

The units apply long

pump strokes of up to 11 m which allows more time for fluids to enter the pump intake before being lifted to surface. By delivering fewer strokes per barrel at a constant velocity, Weatherford says that the Rotaflex design increases equipment run life, mitigates downhole failures and decreases deferred production.

The latest version of the Rotaflex unit adds features that improve lift efficiency, including a purpose-built 350-series gear reducer and enhanced top drum. The unit also includes

a built-in rollback system, greater accessibility, an enhanced lubrication system and a revised ladder system. Kyle Chapman, president of Production at Weatherford, said, "For decades, our customers have relied on Rotaflex pumping units to quickly transition from short-term, early lift methods to high-performance rod-lift systems." He added that customers' input had helped the company make the units more effective.

Reprinted from  
World Pumps

## New end suction pump

SULZER's new CPE ANSI process pumps are specifically designed to exceed the strictest energy regulations for all industries as well as the requirements of ASME B73.1. With revolutionary hydraulics and high efficiency, they offer low life cycle costs, say the company.

The new CPE pumps meet the process requirements in a variety of industrial applications, and are suitable for use with clean or slightly contaminated liquids, viscous liquids of up to 3'000 cSt, and fibrous slurries with a consistency up to 6%.

When engineering the new range of CPE pumps, Sulzer considered numerous factors that can potentially influence the total cost of ownership of a process pump. The result is an innovative design that makes it possible for the user to achieve remarkable annual savings.

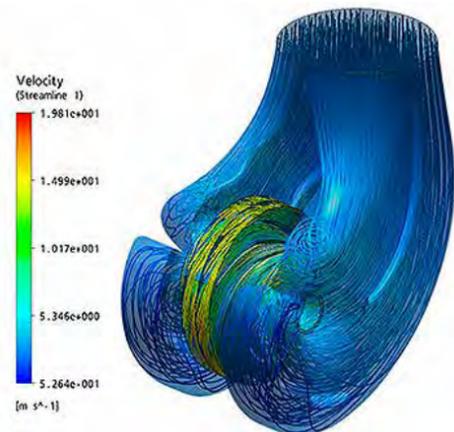
To improve reliability of the CPE pump and reduced the risk for unplanned shutdowns, shaft sealing was optimised. Heavy-duty rigid bearing units ensure a long bearing life and further protection against unexpected shutdowns.



The new pump design brings higher efficiency that translates into lower energy consumption.

Coupled with this, the high standardization, easy installation and robust construction also equate to lower maintenance and operating costs.

## A global effort for Magellan Midstream



Example of fluid-dynamic analysis.

GABBIONETA based in Milan, Italy has announced that one of its BB3 pumps has been selected by Magellan Midstream Partners for an upcoming project in Houston, Texas. Magellan Midstream is one of the leading companies in the United States' midstream market who owns and operates; 15 700-km of refinery pipeline, 1 700 km ammonia pipeline, 3 564 km of crude oil pipelines as well as storage facilities with capacity of approximately 26 million barrels.

This order, worth a total value of around \$250,000 USD proved significant as Magellan Midstream Partners were re-commissioning their Aldine Terminal just outside of Houston and were looking for a qualified vendor to supply them with one mainline pump unit. The proposal originally pitched by the team was not a unit that the customer had used previously.

However after hearing of the key benefits and strengths of the proposed pump the customer soon followed up with a formal request for quotation.

The pump proposed by Gabbioneta was a BB3 type, which is a between bearing pump, axially split with a volute design. The BB3 pump is ideally designed to meet the specific working conditions of midstream applications such as; pipelines, tank farms, pipeline injection and transfer.

The fulfilment of this order proved truly 'global' as; although the pump order was driven by the team in Gabbioneta, it was secured through Floway - a Weir Flow Control pump manufacturer based in Fresno California. The Floway team will complete the skid unit design which will then be manufactured at Flow Control's Deer Park Service Centre based in Houston Texas.

Following good engineering practice, the

team performed a hydraulic performance simulation and numerical automatic optimization using ANSYS CFX software.

The pump bare-shaft design and mechanical simulation were carried out with PTC Creo Parametrics and Simulator, this process included FEM (Finite Element Methods) analysis on all pressure containing parts, including MAWP and Hydro Testing check as per API 610 standards.

In addition, the pump skid was analysed to ensure structural stiffness, such as limited displacement under increased nozzle loads.

The combined power of the three Flow Control companies allowed the teams to capitalize on each other's expertise, allowing the customer to benefit from a custom-made product expertly engineered to meet their needs.

# 20 years of flow management

VALVE group, TTV Fluval, founded by Frank Olsen in 1998 is celebrating 20 successful years of business in South Africa. The company was originally established with only one valve manufacturing brand, TTV butterfly valves of Spain. Today TTV Fluval offers a wide range of valves and valve actuation products. These include Fluval valves Spain, Pekos ball valves Spain, TTV pneumatic actuators, Ontrac electric actuators, china, Power Genex positioners, Korea, Fritz Barthel Marine Valves & samplers Germany.

Over the years TTV butterfly valves have continuously shown improvements in R&D, quality and support for this sought after mechanical product. Butterfly valves are versatile, group CEO Olsen explains:

"They are used for isolating or regulating flow. The valve body is full bore to the pipe diameter with the closing mechanism in the form of a disc. Even in the open position the valve disc is always present in the flow. TTV's design on the elastomer valves, has a shaft with a spline drive to the disc, this ensures that the flow media is only in contact with the valve liner, elastomer and the valve disc, substantially reducing corrosion as the media

is never in contact with the valve shaft or body, the sealing arrangement coming from the disc seating resiliently into the rubber elastomer.

"The disc is actuated via the shaft from a hand lever, gear operator or actuator. TTV manufacture a cast body in a wide variety of material from cast iron to alloys. The cast iron and ductile iron body comes in a coating of epoxy or Rilsan nylon for protection of the surrounding elements. The technology of the elastomer seating has been the most noticeable improvement over the past 50 years".

New materials have evolved, driven by industry demands, to handle severe services such as abrasion and corrosion resistance, higher temperatures and pressure of the process and mining applications. Butterfly valves are used in all industries today including, mining, oil & gas, petrochemical process, power generation, solar, water and desalination, food & beverage, marine, naval and shipbuilding industries,

"We offer the full range of TTV butterfly valves, from concentric design, (zero off-set), elastomer lined wafer type low pressure general industrial valves, mining hi-abrasion resistant polyurethane

lined and PTFE for high chemical resistance. These are light weight valves, economical to install and service. The concentric design named from the assembly arrangement of the valve shaft and disc all being centralised in the valve body and bore. The valve liners are replaceable and interchangeable. All butterfly valves are quarter-turn from shutoff to fully open making automation simple and cost effective. The most popular basic butterfly valve supplied in South Africa is a wafer body design in pressure rating pn10 and pn16 the simplistic design is the success of this valve".

TTV also supply a double eccentric design butterfly valve for higher pressures, this design incorporates 2 offsets giving these valves their name. One offset between the shaft and the valve body, the second offset between the valve shaft and disc to the valve bore. This design reduces the resistance between the valve seating, prolonging valve life. "We manufacture these butterfly valves in various materials, ductile iron, carbon steel, stainless steel, bronze and alloys. TTV's latest design double eccentric valve branded "Colossus" has an interchangeable metal seat ring in 316 stainless steel and



Johan Loots Left Managing Director and Frank Olsen Right Company CEO taken at Valveworld Germany.

a PTFE seat ring. This gives the customer an option of metal seated or soft seated double eccentric valve with a short delivery time.

"TTV Fluvals' High-performance valve for severe service, (harsh conditions of critical process) and sealing requirements, is a triple eccentric butterfly valve. This design incorporates a third offset, the axis of the seat cone angle is offset from the valve centreline bore. This provides an uninterrupted valve sealing surface, improves cycle life and 100% tight sealing in both directions. The break torque off the valve seat is vastly reduced, making the actuation size smaller thereby reducing cost of automation. These valves can handle high

temperatures and pressures with low fugitive emission design. The metal seat ring is easily replaced making servicing inexpensive on these valves. They use both laminated metal seat and solid seat design".

Olsen explained that the success of butterfly valves can be summarised as follows: they are compact, easily installed with less pipe support required. They have bi-directional sealing, zero leakage, and quarter turn design making automation simple resulting in cost savings. This versatile design is fire safe, can be elastomer or metal seated and the valve body design offers compact wafer, lugged & flanged types for end of line service.



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# Electra Mining Africa: five days, five themes

TAKING place from 10-14 September at the Expo Centre in Nasrec, Johannesburg, leading players in the mining, manufacturing, electrical and power industries are looking forward to engaging with visitors and sharing information on their latest products, services and solutions.

"There will be an exciting line-up of new products and services, live demonstrations and free-to-attend seminars at this year's Electra Mining Africa and visitors will benefit from the insight and information they will gain," says Gary Corin, Managing Director of Specialised Exhibitions Montgomery, organisers of the show. "New technologies and innovation are influencing the way we do business and it's imperative that those in the industry keep up-to-date with these trends."

New at this year's show, each day will focus on a different theme. Day one will centre on the future of skills development.

"Brand new at Electra Mining Africa this year is that each day will be themed differently. So we urge visitors to come all five days and experience all the themes," says Charlene Hefer, Electra Mining Africa's Event Director. "The first day, for example, focusses on the future of skills development. We are launching a brand new artisans training area in Hall 10 where we are going to focus on all the different training options that are available to artisans. We're going to have competitions there and demonstrations. We really want to encourage the youth and the students to go into these fields as well and this is a great showcase."

The Artisans Training Centre has been developed in partnership with The SAJ Competency Training Institute and the South African Equipment Export Council (SACEEC), and will be a fully functional workshop where learners will be demon-



strating the skills that they learn at SAJ including boilermaking, welding, electrical, fitting, millwright, turning and CNC programming tool, JIG and die making.

Hefer explained that on the second day, they will focus on all the brand new products that are being launched at Electra Mining Africa and says that "we want to celebrate these and will be highlighting a few of the top ones."

"Day three is our proudly South African day," states Hefer. "We want to celebrate that we are proudly South African and that we've been doing business here for

46 years and that we've got over 80% of local companies showcasing their products at the show. On the Thursday, we will put the spotlight on safety and on the last day, Friday, we will celebrate our diversity."

Top industry speakers will present at the conferences hosted by leading industry associations SAIMM, LEEASA and WIMSA, which will be taking place alongside Electra Mining Africa. Further knowledge and learning will be central to the SAIMEchE hosted daily free-to-attend seminars.

For further information and online visitor registration, visit [www.electramining.co.za](http://www.electramining.co.za)

# Africa Oil Week 2018

AFRICA Oil Week (AOW) has announced its programme for the 25th Africa Oil Week conference, 5-9 November in Cape Town.

The event is spread across five days and promises to present a content and networking-rich summit programme featuring over 150 speakers from across the international oil and gas sector including industry leaders, 11 African Energy & Petroleum Ministers, Heads of NOCs, banks and PE Funds and CEOs from all major oil companies and independent operators.

Addressing the latest developments and trends in Africa's oil and gas sector, Africa Oil Week will explore and facilitate new opportunities, partnerships and deal-making through a high-profile summit, a dynamic exhibition and a roster of unrivalled networking events. The summit programme will draw together over a thousand key players and leading decision makers to discuss drilling programmes, farm-ins, data viewings and new financing models which can be adapted to new upstream and en-

ergy ventures. As many regions of Africa continue to dominate interest across the industry, Africa Oil Week will host exclusive insights and debates from stakeholders in the most exciting territories on the continent. Delegates will hear the latest industry announcements first-hand, and attend presentations and showcases of proprietary information on transformational projects, bidding rounds and farm-ins. Africa Oil Week will also host the most exclusive networking functions which will provide unique opportunities to meet with global decision makers looking to develop and diversify their upstream portfolios.

Africa Oil Week also has significant support from the industry, including lead sponsor Tullow Oil. Paul McDade, CEO, Tullow Oil, stated, "Africa Oil Week is the most important event of our year. We're committed to the future of African oil and gas, and we're excited to come together in 2018 with a great list of leading companies, exhibitors and speakers focused on helping deliver Africa's full potential. The 25th Africa Oil

Week Inaugural Ministerial & VIP Programme will be opened by Hon Minister Jeff Radebe, Minister of Energy, whilst the Welcome Reception will be opened by Her Excellency Helen Zille, Premier of the Western Cape Province, South Africa. The summit will host two Ministerial Panels where Minister Jeff Radebe will be joined by Ministers from Ghana, Niger, Uganda, Gambia, Nigeria, Mali, Republic of Congo and Guinea as they take to the stage to provide their insights on attracting international operators and investment, and outline their national oil and gas strategies.

Running parallel to the Summit's plenary sessions is the Africa Oil Week Prospect Forum. Co-produced and held in partnership with the American Association of Petroleum Geologists (AAPG), and supported by PVE Consulting, the Prospect Forum provides a unique and dedicated platform for Independent Oil Companies, Geo Service Companies and National Oil Companies to showcase the most compelling farm-in opportunities, basin insights and roadshows.

# NAACAM Show: Heading for Durban in 2019

THE National Association of Automotive Component and Allied Manufacturers (NAACAM) is delighted to announce that, following a competitive host city bidding process the NAACAM Show 2019 will be hosted by eThekweni Municipality in partnership with the Durban Automotive Cluster (DAC). This will take place

at the Durban International Convention Centre (ICC) (Inkhosi Albert Luthuli ICC Complex) on 12 - 14 March 2019.

The inaugural NAACAM Show in April 2017 was held at the Durban ICC and saw 1 304 delegates participate in a two-day conference and exhibition. Delegates engaged with 46 speak-

ers on nine conference themes, including manufacturing best practice; black supplier development and transformation; the future of the automobile; and the South African Automotive Masterplan. The NAACAM Show 2017 exhibition saw 183 automotive component manufacturers, government and support service agencies present their offerings to delegates and key automotive stakeholders - this included the profiling of 38 black-owned suppliers. A highlight of the 2017 Show was the facilitation of 122 pre-arranged buyer-supplier linkage meetings, as a key goal of the Show is to deliver significant localisation benefits. Delegate feedback in 2017 was incredibly

positive, with 60% of respondents agreeing that it is likely that new business will be secured in the future, based on their NAACAM Show participation.

In 2019, with the support and endorsement of the Department of Trade and Industry, the Original Equipment Manufacturers (OEM) Purchasing Council, Automotive Supply Chain Competitiveness Initiative (ASCCI), as well as National Association of Automobile Manufacturers of South Africa (NAAMSA) and National Union of Metalworkers of South Africa (NUMSA), the NAACAM Show aims to be the premier automotive manufacturing growth, technology, transformation and

stakeholder engagement forum in Africa.

The NAACAM Show is an initiative wholly owned by industry, with senior component manufacturing leaders providing oversight to its delivery. Renai Moothlal, NAACAM's Executive Director stated that "Direct supplier oversight of the initiative is key to ensure that we deliver an event which reflects on the sector's most relevant issues and opportunities, whilst also clearly showcasing the capability and capacity of the SA automotive value chain. We are grateful to the executives who have given their time to assist us in our mission". Part of this delivery involves sourcing partner and stakeholder input through a

stakeholder reference group, given the highly developed nature of stakeholder structures in the automotive manufacturing sector.

The overall objectives of the NAACAM Show 2019 are to deliver a premier event which:

- Facilitates localisation, intra-African trade and investment linkages, and exports from sectors determined to be globally competitive;
- Enables Foreign Direct Investment (FDI) and technology partnerships;
- Promotes the development and growth of Black-owned suppliers in South Africa; and
- Facilitates outcomes-based dialogue

In 2019, the NAACAM Show will have an increased focus on Sub-Saharan African opportunities and alignment with the Automotive Masterplan objectives.

The attraction and hosting of international technology suppliers and foreign direct investors is also a priority for the 2019 iteration of the Show.

Next year will also see the organisers present an enhanced, world class delegate and exhibitor experience based on global benchmarks for this kind of event.

The NAACAM Show is scheduled to take place from 12-14 March 2019 at the Durban ICC, and more information can be found at [www.naacamshow.co.za](http://www.naacamshow.co.za)



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# Exhibitions adapt and evolve to meet market needs



A RECENT exhibition saw a 38% increase of visitors compared to the previous show, attracted by the opportunity to connect with industry experts, learn about the latest vast range of exhibits and latest technologies on display.

Trends indicate that exhibitions remain a valued part of overall marketing strategy across all industries. Although exhibitors may not be taking the very large stands of the past, they are still active and present as exhibitions enable them to showcase their brands and enjoy a good return on investment. This has created an opportunity for an additional number of companies to participate, bringing an even greater number of products and new technology to the fore.

### Exhibitions continue to evolve

To meet ever changing market needs, exhibitions have had to evolve and adapt. Gary Corin, Managing Director at Specialised Exhibitions Montgomery, explains that although the company has been organising exhibitions for 50 years, they are not 50 years old. "As a company we have evolved over the years and are constantly looking to innovate and change. In the last seven years we have gone through a period of rejuvenation to create a vibrant, energetic and forward-thinking environment that keeps us at the forefront of our industry. This applies to our people and our exhibitions."

### Embracing the digital platform

The purpose of exhibitions is to bring people together. Where you attract a lot of people, business happens. How you attract your audience is key to successful exhibiting. Embracing the digital age is non-negotiable.

"Principles that underpin communications are still the same and much of the traditional marketing is still relevant, but instantaneous messaging through digital platforms and social media offers a whole new world of opportunity. Embracing both delivers a powerful integrated mix of communications," says Corin.

Facebook, Instagram and Twitter are amongst the most popular to motivate visitor attendance and to actively engage with visitors whilst at the show. Social media captures the experiences in video and pictures, instantly drawing atten-

tion to the event. Creating an APP for each exhibition is an exciting addition to the innovative marketing toolkit.

"Exhibitions have adapted to meet the needs of buyers and sellers," says Corin. "When it comes to the B2B environment, face-to-face

sales are still preferred. Exhibitions have the ability to create an interactive environment that can tap into all our five senses through real or virtual experiences. Buyers can connect one-on-one with exhibitors and be part of the action watching live demon-

strations. At the same time social media delivers pictures and videos of what's happening at the other side of the exhibition hall."

By adapting and evolving, exhibitions remain an important marketing channel: high tech, high touch at its best.

# THE BIG PICTURE

It's all in the small details!



When it comes to building a strong, resilient and progressive business, every little aspect counts. From our people, to our thinking, and the technology we harness, everything we do works in perfect synergy towards one vision: expanding a world-class portfolio of exhibitions across Africa.

With over 50 years of tradition behind us, our continued success lies in our ability to embrace change. To adapt and evolve. To rejuvenate and transform. It's this that keeps us at the forefront of our industry.

Think big and meet innovation face-to-face. Contact us today.

For our portfolio of exhibitions, go to our website [www.specialised.com](http://www.specialised.com)

Transforming Exhibitions in Africa



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SPECIALISED EXHIBITIONS  
MONTGOMERY

# Five signs a label is counterfeit

THE PROBLEM of counterfeit drugs is a global one. US pharmaceutical giant Pfizer, for example, says it has found fake medicines in at least 75 countries around the world.

Pyrotec PackVerifi can incorporate technologies and security features into labels to deter counterfeiting. Look out for the following red flags to determine whether a label is counterfeit:

**Sub-standard labels** – Reputable companies typically take care with their labelling and packaging, so if the quality of the printing on the label is second-rate then it might be a fake. Running or faded colours might be another giveaway. Pharmaceutical company Bayer, for example, warns consumers to be wary of products that depict a

distorted Bayer logo or have unusual colouring or patterns. If in doubt, compare labels with products you know.

**Bad spelling and grammar** – Spelling or grammatical errors are common on the packaging and labels for counterfeit goods. If you spot a howler then the alarm bells should start ringing.

**Made-up names** – Bayer also points out that some scammers invent names for their products that closely resemble the products consumers know and trust. If in doubt, enter these names into a search engine to find out which drugs are legitimate.

**Contact details** – Does the label have the right contact information or any contact details at all?

Reputable companies must include contact information on labels or packaging. Check using a search engine if in doubt.

**Does the label exactly match the product?** – If you are suspicious that a product might be counterfeit, check that the model or reference numbers on the label or packaging corresponds with the product.

**So how do FMCG manufacturers effectively protect their brands and customers?**

Pyrotec PackVerifi offers a cloud-based brand protection track and trace service that helps organisations fight the scourge of product counterfeiting while supporting traceability throughout the supply chain. Importantly, PackVerifi

helps brand owners and consumers to target counterfeiting when and where it happens. Consumers simply use a smart phone to scan a QR (quick response) code on a product, or they can send an SMS with the code's corresponding numbers. PackVerifi software analyses the validity of the code and then immediately sends a response back to the consumer to confirm whether the product is counterfeit. For brand managers, a simple analytics dashboard reveals where and when counterfeiting is occurring. PackVerifi software is easy to integrate into workflows using a secure login, and a secure printer is authorised to access unique QR codes that are then printed onto security labels or directly onto product packaging.

Key features include



highly-secure automatic code generation that uniquely identifies each product; real-time customer messaging that verifies authenticity; real-time analytics that locate and identify counterfeiting activity by using an easily-configured rules engine; and an easy-access business portal for brand managers, supply chain partners and customers.

PackVerifi's service capabilities include product identification and serialisation; product traceability; sup-

ply chain visibility and monitoring; and an opportunity for direct engagement with consumers, supply chain partners, customer clearance agents and investigators to unlock hidden insights relating to brand perception, illicit supply chain activities and supply chain performance.

Offering low total cost of ownership and easy to roll out and integrate, PackVerifi is flexible and interoperable, and provides the benefits of global connectivity.

## New cap makes opening plastic bottles easier

THE challenge of removing the tamper-evident induction seal from plastic bottles for sauces, mayonnaise, honey or cooking oil has been addressed by TMI-Capital in its latest innovation.

Many elderly people, those with arthritis in their hands, and children struggle with the process of unscrewing the cap, taking the tab off the foil, peeling the induction seal off, and putting the cap back on again.

Peeling off of the seal is an especially difficult task, and some resort to scissors or a knife.

TMI-Capital has created and developed the EasyCap to reduce the current steps to just one: 'push to open'.

# Let us help you make the Mpact

MPACT Plastics' FMCG plant situated in Atlantis, Western Cape is a leading producer of rigid plastic packaging and serves a wide customer base, including many multinationals within the food, beverage, cosmetic, pharmaceutical, household and industrial markets.

Through its interaction with the KwaZulu Natal based plant, this ISO 9001 certified plant is able to offer an in-house service for supply of a total packaging solution that optimises quality and cost efficiency. The facility uses injection moulding, blow-

stretch blow moulding (ISBM) technologies to produce a variety of bottles and jars with matching closures, making use of various plastics grades, including PET. This places Mpact's Atlantis plant in a position to make use of recycled PET, branded by Mpact as Savuka (meaning re-

vival) to aid their customers in making a positive environmental impact whilst offering the retail market innovative and high quality packaging manufactured in a cost effective manner.

By having the Mpact Plastics Innovation and Design Centre on their doorstep, they

are perfectly situated to provide conceptualisation, development and design services to their customers, ensuring that the customer enjoys maximum logistical, financial, environmental and retail benefits from all products produced by Mpact Atlantis FMCG.

By making effective

use of this resource and by collaborating with their customers, Mpact Atlantis FMCG places their focus on environmental issues such as lightweighting their products and continually pursuing ways in which they can produce environmentally friendly packaging products.

## rPET deli pot range made in part from recycled plastic bottles

THE KC Range consists of four round pots and is made from premium high-clarity rPET – a highly sustainable food-to-go option that meets the surging demand for eco-packaging from both consumers and foodservice operators. Additionally, the new range is lighter in weight, lowering its carbon footprint.

Kevin Curran, managing director, Tri-Star Packaging, said: "Our new KC Range is all things to all people in the food-to-go market. Its crystal-clear, smooth curves of rPET make this both stylish and prominent on the shelf. It is also sustainable to meet the unique but multiple needs of operators such as delis and food stalls, and to satisfy environmentally conscious consumers. The KC Range is the newest, best example of responsible, environment-friendly food-to-go packaging to date."

The four sizes are 725ml, 500ml, 380ml, and the smallest, 250ml, ideal for dips, tasters and dressings.




**Our investment in technology offers you the opportunity to be the change**



Let us help you make the Mpact. We are a leading recycler of PET, processing post-consumer waste into rPET branded by Mpact as Savuka. Our contribution to the market allows South Africa to stay on par with international standards by recycling up to 65% of PET bottles that would have gone to landfill. Whilst Mpact Polymers recycles post-consumer PET, we at Mpact FMCG Atlantis can produce your PET packaging using 100% Savuka rPET without compromising on quality.





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## Kraft Heinz to make all of its packaging recyclable, reusable or compostable by 2025

KRAFT Heinz said it will ‘aggressively pursue’ technical alternatives, partnering with packaging experts, organisations and coalitions to explore technical, end-of-life and infrastructure solutions.

Kraft Heinz recently exceeded its commitment to reduce the

weight of its global packaging by 50 000 tons. Additionally, Kraft Heinz Europe is working to make the recyclable Heinz Tomato Ketchup PET plastic bottle fully circular by 2022, by using recycled material that can be made back into food-grade packaging.

Bernardo Hees, chief executive of Kraft Heinz, said industry has a massive challenge with respect to packaging recyclability, end-of-life recovery and single-use plastics.

“Even though we don’t yet have all the answers, we owe it to current and future generations who

call this planet ‘home’ to find better packaging solutions and actively progress efforts to improve recycling rates. That’s why Kraft Heinz is placing heightened focus on this important environmental issue.”

*Reprinted from Packaging News*

## 3 new trends in motors for packaging machines

ELECTRIC motors used in packaging equipment are smaller, more energy efficient and more versatile, which is good news for their customers and end users. Here is how those improvements answer the needs of today’s packaging lines.

Suppliers of small electric motors are more versatile and helpful than ever, so customers shouldn’t be shy about asking for things to be done their way.

That’s the major takeaway from a webinar held July 15 by the Motion Control and Motor Assn., a trade association for automation technologies. The “What’s New in Motors?” webinar was delivered by Kristen

Lewotsky, a contributing editor for Motion Control Online and an engineer who worked on NASA’s Chandra X-ray telescope.

Lewotsky discussed trends in the kinds of small electric motors most often used for robotics and other automation components. Some of the biggest overall trends, from the perspective of machinery users like packaging lines, are:

Decreased customer expertise.

Increased motor performance demands.

Increased demand for customization.

### Improvements making this all possible

Innovations that allow

motor OEMs to fulfill these demands include: changes to internal magnets and windings that increase torque; modular construction that allows internal components to be altered more easily; and higher availability of systems that integrate motors, drives and encoders into a single package, decreasing the need for engineering expertise by customers.

Of particular potential interest to packaging lines are improvements in motors for automatic guided vehicles (AGVs) and mobile robots, which can be used to complement, or even replace, end-of-line equipment like palletizers. Because these run on battery power,

energy efficiency is especially important. Improvements in the materials used in the motors, such as thin laminations for rotors and stators, can reduce interference in the electric current, making it power the motor with greater efficiency and increasing time between battery charges.

Another potential improvement for AGVs are motor units that have traction motors, which impel the vehicle, and steering motors, which guide it, in an integrated unit. This makes the AGV easier, and therefore potentially cheaper, to make and to service.

*Reprinted from Packaging Digest*

## New food tray traps fluids for better safety, appearance

By Lisa McTigue Pierce

THE new GravityTray for fresh meat, fish, fruits and vegetables keeps product liquid away from the food without the need of an absorber pad.

Fresh meats, fish, fruits and vegetables release liquids that need to be captured and separated from the product to extend shelf life, ensure safe consumption and present a more appealing product to consumers. But typical absorption pads—containing blood from a cut of fresh meat in a tray, for example—can harbour bacteria and create a food safety danger. The new GravityTray offers another solution.

Fluids, like blood from meat or water dripping from washed vegetables, funnels down the center of the GravityTray into channels in a separate bottom chamber and is trapped there. This eliminates the need for and cost of an absorber pad—and keeps the unsightly and potentially damaging liquid away from the

food, even if the tray is turned upside down.

Rinze Willemsen, CEO of TMI-Capital Ltd., the maker of the patented GravityTray, describes how the design of the thermoformed container makes that possible:

“Because of a unique technique, it is indeed impossible for the fluid to come back out of the bottom chamber,” Willemsen says. “The fluid in the bottom chamber cannot flow back to the top chamber with the meat or fish because the wall between these chambers has a ‘funnel’ shape. The fluid in the top chamber runs to the center of this funnel and then through the outlet to the bottom chamber. When turning the tray on its side or upside down, the outlet of the funnel is positioned above the liquid in the bottom. This ‘funnel outlet’ is pointing above this liquid like a chimney.”

The tray can be made of polypropylene or polyethylene, and is filled and sealed on existing packaging systems with typical lid-film. According to



the company, the tray’s material weight is the same as current trays, as well as its top-load strength.

A foil sheet formed and sealed underneath the tray provides branding and merchandising, effectively concealing the captured liquid.

The GravityTray is available for use in the United States. “The technical development of the GravityTray has been done in the Netherlands. This month, the first production molds will be ready,” says Willemsen. “But we are in discussion with USA companies for a manufacturing license agreement. Also, some of our European Union partners are established in the USA.”

*Reprinted from Packaging Digest*

## Plastics company plans to drive chemical recycling of plastics



LYONDELL Basell which specialises in plastics, chemicals and refining, is working with Karlsruhe Institute of Technology (KIT) to advance the chemical recycling of plastic materials and assist global efforts towards the circular economy and plastic waste recycling.

The focus of the venture is to develop a new catalyst and process technology to decompose post-consumer plastic waste, such as packaging into monomers for reuse in polymerisation processes.

“Earlier this year we

announced a 50 per cent share in Quality Circular Polymers (QCP) to drive the development of high quality recycled polyolefins from the mechanical recycling of sorted post-consumer waste streams,” CEO Bob Patel said.

“This new co-operation will be a major step towards chemical recycling and extend our contribution to the circular economy.”

Chemical recycling is complementary to mechanical recycling and is able to manage multilayer and hybrid plastic materials, which

can’t be easily recovered by mechanical recycling.

Molecular recycling is advancing chemical recycling by improving current process technologies to produce clean feedstock for polymer production.

LyondellBasell’s goal is to develop a high-efficiency and clean plastic depolymerisation process through catalyst innovation to transform plastic waste back to the chemical building blocks.

*Reprinted from Packaging News Australia*

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*Sustainable Productivity*

## Copper Fin-fish cages save the day



THE Mozambezi Tilapia farm in Mozambique had a major problem with predators destroying the synthetic nets and bio-fouling clogging the net apertures.

The high nutrient load from Lake Cariba spills into Cahora Bassa and clogs the nets where

the fish is kept. It is estimated that the fouling in Cahora Bassa is twice as intense as in Kariba.

Polyethylene and rigid HDPE netting has traditionally been used to build the cages but both types of material are vulnerable to intense bio-fouling in

the first three metres of the water column which reduces the water flow through the netting resulting in low dissolved oxygen levels and this severely affects fish growth, health and food conversion efficiency.

This necessitates the cleaning of the nets ev-

ery month or less causing high stress levels in the fish leading to heavy mortalities.

The removal of the fish from the nest for cleaning purposes is also very labour intensive,

Attacks on the nets by predators such as otters and crocodiles are not uncommon and to prevent damage to the holding nets, additional predator nets have to be installed.

Copper cages have been used worldwide to secure the fish without the need for predator nets as copper is not subject to bio-fouling, the fish are healthier and the mortality rate is much lower.

In 2010 Copper Development Association Africa appointed Advance Africa, renowned Aquaculture consultants, and they successfully concluded tests on copper panels that proved that copper nets prevented predator attacks and drastically reduced bio-fouling.

The first copper cages were supplied to Mozambique in 2013 and Advance Africa managed the deployment, monitoring and evaluation of the copper cages which was supplied by Copalcor, a large non-ferrous metal manufacturer in Germiston with extremely positive results.

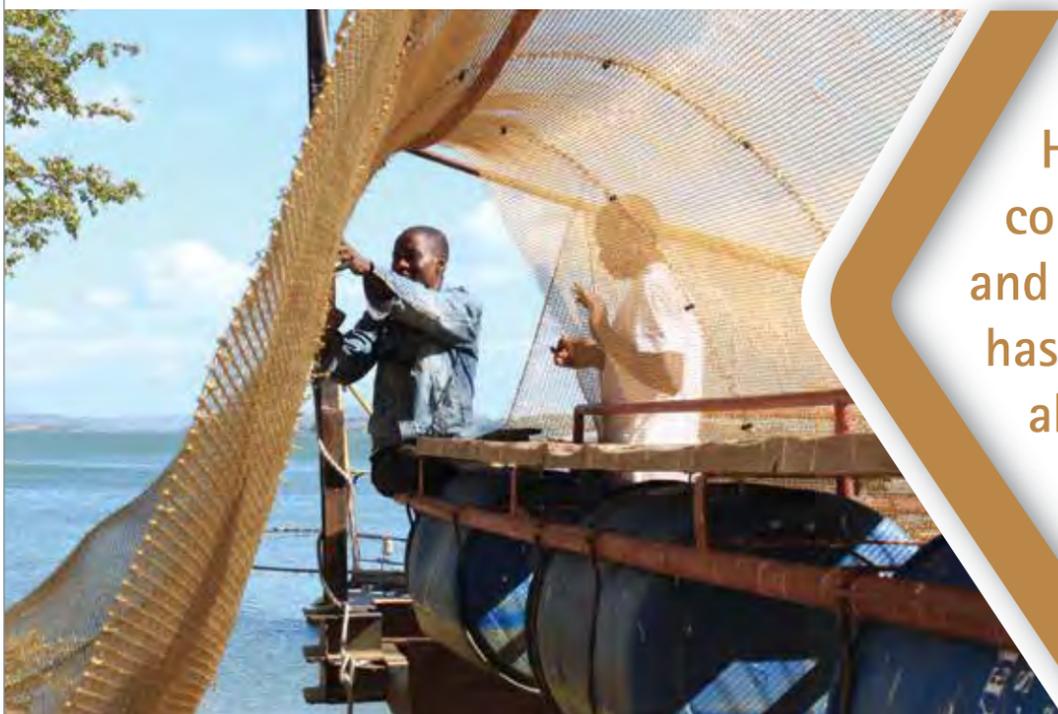
CDAA is currently marketing the use of copper cages to the rest of the Aquaculture operators in Africa.

Tests on copper cages, supplied by another CDAA member Non Ferrous Metal Works and deployed, monitored and evaluated by AA, were also concluded in 2017 in the marine waters of Richards Bay and at the time of writing this report, further tests were underway in Saldanha Bay, possibly the worst waters on the South African coast in terms of bio-fouling.

The operating costs to clean synthetic nets are high and time consuming. The implementation of copper alloy nets not only prevents predator attacks but eliminates the need to remove the net from the water which results in greatly reduced running costs. There is also the advantage that the net remains a long-term asset as there is no deterioration of the metal.

Aquaculture is the fastest growing business in the world but Africa is still way behind world development. Copper alloy cages could play a role in increasing the growth of Aquaculture in Africa and make it more profitable.

**Cu** Copper Development Association Africa  
Copper Alliance



High strength, corrosion resistance and anti-biofouling has made copper alloys a desirable material for aquaculture netting

### Providing a cleaner and healthier environment for farmed fish to grow and thrive

Much has been written about the depletion of natural fish stocks in rivers, estuaries and the oceans because of overfishing. Aquaculture, an industry that has emerged only in recent decades, has become one of the fastest growing sectors of the world food economy. Aquaculture already supplies more than half of the world's demand for fish; a percentage that is predicted to increase dramatically over the next few decades.

Recently, copper alloys have become important netting materials in aquaculture. What sets copper alloys apart from the other materials used in fish farming is that they have strong structural properties. Attacks on nets by predators are not uncommon and to prevent

damage to holding nets made from traditional materials, additional predator nets often have to be installed. Globally in fish farms where fish have been secured in copper cages, it has been found that there is no need for an additional predator net.

Copper also demonstrates corrosion-resistant properties in marine and fresh water environments, which makes it the material of choice for Fish cages

Additionally, copper alloys **actually prevent biofouling** in both marine and fresh water environments, this is hugely beneficial from a cost saving perspective, as the removal of the cages for cleaning purposes is unnecessary.

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# Good vibes from new deal

COMMUNITION solutions provider IMS Engineering has entered into an exclusive distribution deal with General Kinematics (GK), a prominent supplier of vibratory equipment for mining, coal handling, recycling and other industries. IMS will be exclusive distributor for GK's products throughout Africa.

Paul Bracher, Managing Director of IMS Engineering, says that the synergies between the two companies are very strong. "IMS has always stressed the importance of providing its customers with reliable value add solutions that matches machines to their specific material. We will certainly be able to do this with GK products".

Bracher adds that GK's products are well-suited to the challenging global economy where energy and other input costs are a major concern. "The efficiencies created by GK products will help our customers to improve total life-cycle costs – an issue which remains one of our



core focuses".

GK's offering is its Two-Mass vibratory technology which refers to a style of vibratory equipment where one mass (an exciter) is used to drive a second mass (trough). The exciter mass typically contains a motor and is connected to a trough using a combination of springs. Combining the two masses and the springs, creates a re-

sponsive sub-resonant system which responds to changes in load without dampening performance.

The main advantage of the Two-Mass system is that it requires up to two-thirds less power to achieve the same amount of work as a single mass (brute force) system. This reduction in power significantly reduces energy consumption and

related electrical costs. Two-Mass equipment is also more cost effective to maintain, as belts, large motors, and bearings are eliminated.

One of GK's products, its STM™ screen, has also been a significant contributor to GK's reputation for efficient, bottom-line boosting technology. In addition to being a Two-Mass machine, it enables users to increase screening production capacity by up to 20% even when constrained by the existing space envelope of a structure.

This is achieved by multiple cascading decks increasing yet maintaining the single-deck design for full visual and physical accessibility.

"We are confident that the partnership between IMS and GK will deliver favourable results to a market which is in need of an innovative solution to both extend and enhance their plant life and to considerably reduce their total cost of ownership," concludes Bracher.

## SEW-EURODRIVE at Electra Mining Africa 2018



New products on show at Electra Mining Africa 2018 include the ECDriveS for light-load conveyor applications.

DRIVE and automation specialist SEW-EURODRIVE South Africa will give exhibit at Electra Mining Africa 2018 at the Nasrec Expo Centre in Johannesburg from 10 to 14 September, where it will display its total solutions offering for the mining industry.

SEW experts will be on-hand to discuss the latest innovations from the German company, which SEW-EURODRIVE South Africa plans to introduce

locally in the future. One of these upcoming trends is Mechatronic Industrial Gear (MIG) units. These represent the convergence of gears, motors, and decentralised inverters in a single handy package.

New products to be displayed, is the ECDriveS® 24 V drive system for light-load conveyor applications. Additionally, its Automated Guided Vehicle (AGV) system for assembly lines in a

range of industrial sectors will be showcased. AGV systems are used to automate in-house material flows, or they can serve as the basis for flexible assembly operations.

The track-guided inductive heavy-load AGVS allows for a barrier-free factory, for example.

SEW's total AGV system solution covers the individual vehicles, energy supply, and the WLAN communication, as well as the navigation and vehicle coordination itself. The MOVITRANS® line cable laid in the floor enables contactless energy transfer, and thus wear-free and low maintenance.

Visit SEW-EURODRIVE South Africa at Stand J20 in Hall 6 at Electra Mining Africa 2018 from 10 to 14 September at Nasrec. For more information, go to: <https://www.electramining.co.za/>.

# 23 years of UV lamp technology

SINCE its inception in 1991, UV Water Systems has become a leading supplier of ultraviolet treatment equipment on the African continent.

UV Water Systems is the exclusive supplier in Sub-Saharan Africa of British based atg UV Technology. The company is atg UV Technology's oldest international distributor. This technology is recognised as one of the leading international manufacturers of UV equipment and received the Queens Award for Enterprise in 2010.

Behind atg UV Technology's products are expert engineering, design and R&D skills. Various ranges of UV treatment systems are available, of-

fering a safe, clean and chemical-free method to treat liquids. UV equipment is available using both medium pressure and Amalgam low pressure UV lamp technology. A wide selection of validated UV systems are also available that have been third party performance tested under full scale conditions.

Control systems are available with comprehensive display, monitoring, error reporting, communication and data logging features.

UV Water Systems has gained many customers over its twenty eight years of existence. Key market areas are process and industrial applications. Municipal and waste water systems have also been supplied and



UV Water Systems will play an active role in all these markets in future. While most of the supplied systems are being used as disinfection systems on water and other liquids, systems are also available for de-ozonation, de-chlorination and oxidation applications.

UV Water Systems employs a team of dedicated professionals and offers full services throughout its

market area. These services include site investigations, detailed system proposals, system supply and where required, installation, commissioning and integration services.

While UV Water Systems is recognised for its integrity and cost-effective solutions for UV applications, the company offers comprehensive and speedy after sales support.

## Value-added screening service for coal sector

INNOVATIVE screening and vibrating equipment solutions and services provider Aury Africa can advise coal-plant operators on the correct screen size to maximise operational efficiency, coupled with comprehensive aftermarket support to assist with all proactive maintenance requirements.

The manufacturer produces a complete range of high-quality vibrating screens for the coal and minerals-processing industries. Banana vibrating screens are available in single- and double-deck configuration, from 1.8 m x 4.8 m up to 4.8 m wide and 8.5 m long.

Horizontal vibrating screens are available in single- and double-deck configuration, from 1.2 m x 2.4 m up to 4.3 m wide and 8.5 m long. High-frequency vibrat-



ing screens are available from 0.9 m x 1.8 m up to 2.4 m x 3.7 m.

Circular motion vibrating screens are available in single- and double-deck configuration, from 1.8 m x 3 m up to 3 m x 6.1 m. Flip flop vibrating screens are available in single-, double- or triple-deck configuration, from 1.5 m wide up to 12 m long.

Aury Africa is also able to supply a range of exciters to fit most OEM screen types. Consumable products available include inter-tank/interstage cylinder screens for classification, sieve bends and static panels for separa-

tion, and centrifuge baskets.

"The fact that we can access technical expertise from our international group is a major advantage for our customers, as we have extensive experience coupled with expertise, due to having worked with vibrating equipment in the mining industry for many years," Aury Africa Director Sydney Parkhouse comments.

Another major benefit for local coal-mining customers is that Aury Africa can provide bespoke solutions, in addition to having a standard equipment range. "We have an in-house design capability, and can even undertake research and development in order to be able to cater for specific requirements and applications," Parkhouse notes.

## PASSIONATE ABOUT UV

As industry specialists UV Water Systems is committed to quality ultraviolet disinfection, oxidation and dechlorination technology coupled with unsurpassed after-sales support.

- ◆ Exclusive supplier of **atg UV Technology** in Sub-Saharan Africa
- ◆ 28 Years of business in 24 different countries
- ◆ Medium pressure and Amalgam low pressure UV lamp technology
- ◆ From site assessment to full installation, commissioning and integration
- ◆ Full after-sales support and services
- ◆ Industrial/process water as well as liquid sugar and other low transmittance liquids
- ◆ Drinking water and waste water



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## Maximum cost-effectiveness in small-series production



The Tritan-Drill-HSS was specifically developed for maximum cost-effectiveness in small-series production.

MAPAL has set a new standard in drilling with the Tritan-Drill. Now, the product range of drills with three cutting edges will gradually be expanded. The new universal version, made from HSS, was specifically developed for maximum cost-effectiveness in small-series production.

Thanks to the shape of its main cutting edge, the Tritan-Drill-HSS is extremely robust – even in difficult drilling situations. Stable

cutting edge corners mean that damage to the cutting edge is reduced. This allows for both greatly improved results and smooth machining. The coating of the Tritan-Drill-HSS is optimised for universal machining, which means it can be used for different materials while maintaining a long tool life.

The Tritan-Drill-HSS can be used to achieve feeds up to 50% higher than twin edged HSS drills, and

at the same time has a tool life that is up to four times longer. Due to the special point geometry of the Tritan-Drill-HSS, piloting and centre-punching aren't necessary. It can also be used with hand drills, with the pronounced drill tip preventing it from slipping over the chisel edge, in contrast to drills with two cutting edges.

The Tritan-Drill-HSS is available with diameter range of 8 to 40 mm.

## Reliable thread turning in tight spaces

WALTER AG is completing its range of MX grooving inserts with the A60 and AG60 geometries for small to medium pitches. Just like the existing MX geometries (CF5 and GD8 for all grooving and parting off tasks, RF5 for grooving and copy turning), the A60/AG60 inserts are also designed with four cutting edges.

The geometries are made for creating 60° partial-profile external threads in a wide range of pitches (0.5–3.0 mm) and are particularly suited to thread turning in tight spaces, like near a shoulder or counter spindle. In addition, the system offers general advantages

like excellent cost-effectiveness or the ability to use all inserts universally with one toolholder on the left and right.

The MX system is suitable for all materials and enables insert widths between 0.8 and 3.25 mm and cutting depths of up to 6 mm. One special feature is the design of the insert seat: Due to the



self-aligning tangential clamping, the insert is pressed against the contact points when the screw is tightened. A special dowel pin helps with accuracy of fit and simultaneously makes it impossible to mount the insert incorrectly. That results in a high degree of dimensional stability and repeat accuracy. The fact that the insert

contact surface is not ground when creating the cutting edge width, and the entire insert thickness is therefore maintained, also contributes to the high stability of the MX system. Special profiles outside the standard range are offered by Walter from ten pieces and are available via the Walter Xpress service within four weeks.

## An ideal copy

A new range of inserts and cutters for copy milling has been launched.

The RCMT10 inserts offer high metal removal rates, with up to 5mm depth of cut and strong durability.

Designed to allow a high feed per tooth, RCMT10 is available in three geometries to support operations in a wide range of materials. Geometry F is for stain-

less steels, super alloys and low carbon steels, geometry M for steels and stainless steels, while geometry R is for cast iron and hardened materials.

The SRC10 is a range of small diameter cutters available in sizes from 25 - 66mm and in a variety of types, including end mills, modular and shell mills.

Its double negative design provides a sta-

ble cutting action even during roughing and is suitable for a wide variety of operations including face milling, helical interpolation, ramping, progressive plunging and high feed cutting.

All SRC10 cutters incorporate through coolant, a high number of teeth and feature a pocket design which gives maximum support to inserts with eight surface facets.

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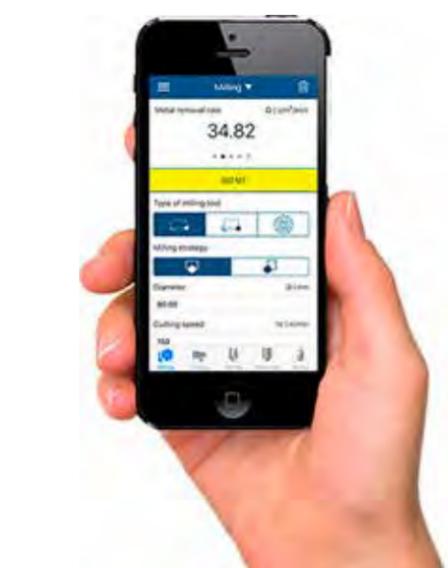
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## New data calculator app launched

DORMER Pramet's new machining data calculator app is now available to download.

Designed primarily for smartphones, the "calculators" app will help determine a variety of data on popular operations including milling, turning, drilling, threading and boring.

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across a wide range of industries, the app is available to download now, free of charge,

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# Goodyear launches new light tonnage truck tyres

Twenty new 17.5" and 19.5" steer and drive axle truck tyres

GOODYEAR is launching new KMAX S and KMAX D 17.5" and 19.5" steer and drive axle tyres to satisfy the customer need for robustness, versatility, good performance in all weather conditions and at low cost per kilometre. The new tyres have further been developed for new drive modes such as hybrid and electric as well as conventional diesel power. High mileage has been the specific development goal for these tyres while at the same time prioritising strong traction, precise steering and high levels of durability for vehicles operating over long distances in regional distribution and urban traffic.

The new KMAX S and KMAX D tyres replace the Goodyear RHS II steer tyre and RHD II (+) respectively and are based on proven KMAX Technology in combination with robust carcass construction. Compared with the previous products the advantages that help reduce operating costs include high mileage performance in all applications, functional versatility in a wide range of services along with durability in adverse service conditions.

Both steer and drive designs comply with current and future known winter tyre regulations. Low energy consumption, thanks

to optimized rolling resistance, means cool running and improved fuel economy.

"The new tyres we are launching extend our successful KMAX high mileage range to meet the needs for customers operating lighter trucks with 17.5" and 19.5" rims. These are extremely robust and versatile tyres, ideal for all road conditions and vehicles. They also consider the development of new vehicles and technology that is increasingly seeing hybrid and electric power being introduced," said Benjamin Willot, Director Goodyear Marketing Commercial Tyres Europe.

"KMAX tyres are for operators whose vehicles are predominantly involved in distribution where high mileage is the main economic requirement. In combination with the wide range of fleet support services and solutions that Trentyre, supported by Goodyear offers, these products ensure peace of mind and profitable business."

## KMAX S

The KMAX S steer tyre tread pattern features a robust 4-rib design on 245/70R17.5 and 265/70R17.5 sizes, and a 5-rib design on all others. Precise handling is a feature of these tyres thanks to a high net-to-gross ratio and inter-rib stiffeners. The multi-radius saw-

tooth shoulder groove designs provide improved robustness and a life-long aggressive design ensures even wear in all working conditions throughout the tyre life. Good braking performance is maintained through all wear stages.

## KMAX D

The directional tread pattern on the KMAX D drive tyre improves traction thanks to its directional pattern with optimized low angle V-shape. Open grooves and blades assist with traction on all surfaces and shoulder tie-bars reinforce the ribs to provide tear resistance in high torque applications. Optimized stiffness and an improved late life traction ratio come from progressive centerline humps. An aggressive pattern remains until tread life end, thus ensuring high mileage, stable handling and good traction even when worn.

Both the KMAX S and KMAX D feature premium high abrasion-resistant tread compounds for extended mileage, cool running and optimized rolling resistance. The strong belt structure of the construction resists impacts while providing comfort and durability. The robust bead area further copes with a high variability of loads, giving durability and peace of mind for the user.

# FAW - a perfect fit

TRANSGROUP Logistics, a Black Economic Empowerment company with offices in Durban, Northern Natal and Gauteng, recently took delivery of four FAW 16.240FT truck tractors and one FAW 15.180FL.

The company, with a mixed fleet, has also been approved for the purchase of a further eight FAW's: five FAW 33.420FTs. All of the trucks have been acquired through FAW Pinetown, a full FAW sales and service branch in Durban, with the sales process expertly handled by Derrick Devraj, senior sales executive at the branch.

Owner and director of Transgroup Logistics, Kerwin Naidoo, explains that the company is currently servicing a few global brands, which will see it running the FAW trucks in and around the province and from the Durban port to Gauteng.

"We are doing local and national deliveries and these vehicles are ideal for this purpose. The trucks are all single-axle vehicles - the right choice for light container loads.



"These vehicles don't come with computer boxes so they're not highly technical in nature and are not difficult to maintain. We expect that downtime will be limited. Also, spares are readily available and FAW has got service dealers right through on the N3. This makes it even easier for us," Naidoo explains.

"There are a number of Euro-spec vehicles in the country and, should anything break, you can wait weeks for parts to arrive. With FAW, parts are readily available - you can have them within a day or two - so downtime is limited.

Transgroup Logistics' drivers will be host-

ed by FAW Pinetown to receive training on the intricacies of operating their newly branded vehicles. "These vehicles are practical and driver-friendly and that makes a big difference," continues Naidoo.

The Pinetown FAW branch is strategically based alongside the N3 to Johannesburg and is in the same vicinity as other leading truck OEM's. It was established eight years ago, with dealer principal, Mike Williams, at the helm of the impressive sales and service facility since 2013.

"I'm always proud to mention that FAW SA has been in business here for over 23 years

now. And, the fact that FAW SA made a R600 million investment in a truck plant in Port Elizabeth tells people we are here to stay. Many people want the assurance that the brand will still be around in two years' time.

Further inroads have also been made in the KZN truck market, with the five-ton FAW 8.140 and the eight-ton FAW 15.180 particularly well-received. Williams says he sells more tippers in Pinetown than two of the best-known competitors. "We are number two in the country for concrete mixer sales, according to Naamsa sales stats," he indicates.

# MAN expands operations

MAN Automotive's Pinetown Assembly & Own Retail expands to offer additional services

MAN Retail operations has opened a wholly owned operation in Port Elizabeth. One of SA's largest cities, Port Elizabeth has always been an important location on the Garden Route to offer support to its clients. Previously operated as a Private Capital location, MAN decided that it was the right time to reinforce its footprint by setting up this wholly owned location.

Additionally, MAN Automotive has seen a significant increase in sales and market share and as a consequence to this announced plans which enable the expansion of assembly operations by approximately 50% compared to 2016.

The Assembly Plant caters for end-of-line PDI checks (Pre-Delivery inspection), which are normally done at the various dealer points around the country. By definition this means that MAN as an automotive supplier of commercial

vehicles is able to offer ready-to-go solutions, from a centralised point - enabling improved consistency in quality and uniformity of standards.

Having such a central point also enables the MAN customer to make collections of their transport solutions from the Assembly Plant, in alignment with MAN globally. Similar to how it operates globally, MAN's ProfiDrive driver training is provided as a standard service to such collecting customers.

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# AAD Truck & Bus enter heavy duty truck market with EICHER

VE Commercial Vehicles Limited (VECV), a Volvo Group and Eicher Motors joint venture, unveiled its Eicher Pro 6000 series, next generation of heavy duty trucks, with the launch of the Eicher Dealership at AAD Truck & Bus in Parow recently.

**AAD Truck & Bus** have added the new truck range to the line-up with the recent partnership with the VECV (Volvo Eicher Commercial Vehicles).

“The Eicher Pro 6000 Series compliments the existing Pro 3000 – a vehicle that allows us to have an offering in the MCV Segment and affords the opportunity to increase our product offering to both existing and prospect clients alike. This class leading 4 Tonneer boasts many attractive features- not least of which, best fuel economy in its range. Many drivers also appreciate the fact that the cabin is spacious and comfortable and allows easy entry and exit” said Malcolm McRobert, Sales Manager at AAD.

The new Eicher heavy duty range unveiled at a recent launch at its Parow branch, consists of Pro 6016 (8-ton payload) 16T GVM heavy duty freight carrier and Pro 6025T (10 m3) 6x4 25T GVM heavy duty construction tipper. The Pro 6000 series aim to set the benchmark for efficiency and productivity in its segment.

“A welcome feature across the range is telematics, including an intelligent driver information system (idis), this is an advantage for clients as these features not only improve efficiencies – but profits as well, making drivers more proficient. The Eicher brand is sure to make its mark in the South African truck community and AAD Truck & Bus have already sold the first of many units” enthused Mr. McRobert.

### Eicher brand

The entry of Eicher brand into high potential heavy duty commercial vehicle market in South Africa is backed by VECV which brings together, the Volvo Group’s global expertise and world-class technology along with the innovative engineering and proven DNA of fuel efficiency from Eicher. Eicher Pro series, range of next generation trucks, is a result of synergy between Volvo Group and Eicher Motors.

Taking one step forward towards its vision of ‘Integrating global technology with local commercial transportation ecosystems’, Eicher brings in trucks powered with VEDX engines which are designed & developed in collaboration with Volvo Group. These engines are being manufactured in a next generation engine plant which not only manufactures Euro III/IV heavy-duty engines but also supplies Euro VI compliant base engines internationally, to the Volvo Group.



AAD Truck & Bus and Eicher Forerunners, unveil Eicher Trucks Flagship Dealership

Mr. Roman W Szymonowicz, Chairman of the Board AAD Group and Mr. Surender Singh, Vice President & CEO, VECV South Africa launched the Eicher Pro 6000 Series at the AAD Truck & Bus dealership.

“The Eicher Pro 6000 Series marks a milestone in the journey of Eicher Trucks in South Africa; entering the heavy duty commercial vehicle industry. The Eicher Pro 6000 Series is a range of next-generation heavy duty trucks that offer class-leading fuel efficiency, superior uptime, and enhanced driver comfort, safety and efficiency through various cabin features & intelligent systems. The trucks have undergone rigorous endurance & performance testing for over 100 000 km in South Africa. Together with strong support solutions, the new series promises to deliver maximum lifetime profitability to the customer and fast track their business growth” said Surender Singh.

“The new range of Eicher Pro 6000 series has been developed keeping customers central to the product development process with feedback from customers in real world conditions. The Eicher Pro 6000 Series of trucks will meet the needs of most market segments across haulage, distribution, construction, in



Mr. Surender Singh, Vice President & CEO, VECV with Mr. Roman W Szymonowicz, Chairman of the Board AAD Group

dustrial loads, courier and perishables. This new range of trucks is geared to revolutionize the levels of productivity in the heavy-duty trucking industry, with the infusion of global engine technology, cabin design and intelligent systems from the Volvo Group, and South African aftersales support” he continued.

Commenting on the partnership with AAD in Cape Town Singh explained that the Cape is regarded as a strategic market and plans are in place for continuous investment by way of country specific products and aftermarket infrastructure. “Parts availability and after sales support have always been a key concern of the customers in South Africa. In response, we have made a huge investment in spare parts stockholding and technical training prior to the start of sales. To further enhance a high level of professionalism & quality of support for Eicher trucks, we have joined hands with Bidvest Panalpina Logistics (BPL) as its 3PL partner.”

Currently, sales and service facilities for the Pro 6000 trucks is available across the country at 15 strategic locations, ensuring a high level of aftersales support, keeping vehicle downtime to a minimum.



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## Transport issues aired

ALL aspects of the motor industry are in flux, both internationally and locally. The variables range from electricity becoming an important power source for cars, while diesel engines face bans, autonomous driving vehicles and a total rethink in retailing as the digital world evolves rapidly.

It is vital for all players in the industry to stay up to date with developments. This makes the Cape Automotive Forum, supported by Auto-mechanika, to be held at the Cape Town International Conference Centre on October 17-18 an important event to attend. The organiser, Messe Frankfurt South Africa, is arranging a top-class line-up of speakers to provide the latest developments on many of the burning issues.

"We have linked this insightful conference and exhibition in Cape Town to our world famous Automechanika automotive aftermarket trade fair brand to stress its credibility and value to the South African motor industry," explained Tracy Gounden, Show Director for the Cape Automotive Forum.

Andrew Marsh, of Auto Industry Consulting in the United Kingdom, will set the scene as he describes how the motor industry is changing faster today than in the past 100 years, driven largely by electrification, autonomous driving, shared mobility, connectivity, and legislation.

"With these inevitable changes come a whole host of challenges, including how

the automotive aftermarket service industry will prepare for this change and develop the necessary skillset," commented Marsh. He will outline how he sees the automotive sector in South Africa in the short to medium term and how business owners can ensure they are fully equipped to deal with the changing needs of this sector.

Craig Parker, the Research Director for Africa at global growth consulting firm Frost and Sullivan, will tackle the way he sees dealerships and other retail automotive outlets need to adapt to meet the changes in the consumer journey in a digital world.

"The always-on connected consumer is driving online purchasing across all sectors, including automotive," says Parker. "This buying behaviour has reduced the need for traditional, static dealership showrooms, retail franchises and even to a degree, repair workshops. The automotive aftermarket has also been affected with an increase to a trend towards DIY repairs with the ability of end-users to source parts and accessories online. Frost and Sullivan predicts that by 2020 business-to-consumer (B2C) sales of automotive parts will reach R250-billion annually."

Another presentation which will be of great interest to those involved in the local motor industry is titled "Electric vehicles and the role of advanced manufacturing and the impact of the fourth industrial revolution." This topic will be pre-

sented jointly by Barlow Manilal, CEO of the Technology Innovation Agency (TIA), and Surusha Pillay, Head: Technology Innovation Programmes at the TIA.

"The Fourth Industrial Revolution, which is the fourth major industrial era since the initial industrial revolution in the 18th century, is characterised by a fusion of technologies that is blurring the lines between the physical, digital and biological spheres," explained Barlow Manilal. "It is marked by emerging technology breakthroughs in a number of fields, including robotics, artificial intelligence, blockchain, nanotechnology, quantum computing, biotechnology, The Internet of Things, 3D printing and autonomous vehicles."

"The Fourth Industrial Revolution has the potential to dramatically change not only the course of economic development, but also the distribution of wealth. While new technologies are enabling ever higher levels of productivity and efficiency, it is crucial to help small and medium-sized enterprises (SMEs) to start transformation as well as to encourage the integration of small and medium technology suppliers to realise their full potential," added Manilal.

The delegate cost to attend the Cape Automotive Forum is R1 500 for one day or R1 950 for both days. Seats are limited.

You can book your delegate pass online at [www.capeautomotiveforum.co.za](http://www.capeautomotiveforum.co.za)

## Concrete roads offer ride comfort and safety

CONCRETE roads suffer from an image problem because many very old concrete pavements still in existence were designed long ago to very different design criteria than modern concrete pavements, says Bryan Perrie, MD of The Concrete Institute.

"Although safety has always been a major concern, ride and acoustic comfort were barely considered 40 years ago. Modernised designs, new construction methods, better surface finishing and high-technology machines mean that it is nowadays perfectly possible to realise high quality concrete pavement surfaces that do indeed satisfy the needs and objectives of road users, communities who live near the pavements, as well as road managers."

Surface evenness, characterised by longitudinal evenness and mega-texture as well as rut formation, has a significant impact on the ride comfort of vehicle passengers. "Early concrete pavements were perceived as being uncomfortable to ride on because of the widths of the joints and faulting at the joints due to a lack or loss of load transfer, or because of localised damage to supporting layers that contained material susceptible to erosion. However, since the early 1970s,



this problem has been dealt with by modified concrete pavement design."

Perrie says these solutions included:

- Shorter slabs of concrete (minimum 4m long) that make the pavement less prone to cracking;
  - Narrow contraction joints that limit the joint nuisance to a minimum; and
  - Dowels in the transverse joints and cement-bound bases that ensure excellent load transfer and no longer allow any level differences at the joints.
- "Continuously reinforced concrete is often chosen for motorways and primary roads as this form of construction does not feature transverse

joints. The shrinkage of the concrete is absorbed by a pattern of narrow, closely spaced cracks that have no impact whatsoever on the pavement's evenness or ride comfort."

Smooth concrete roads can now be built thanks to:

- Optimised concrete mixes with constant workability, prepared in modern computer controlled mixing plants that are often set up on the site itself;
- New generations of slipform pavers equipped with automatic vibrator control systems;
- Properly installed guide wires for controlling the machine or wireless systems that make use of total stations;

- The use of longitudinal levelling beams behind the finishing machine ("super-smoothers"); and

- New types of evenness measurement set up immediately behind the paver, thus allowing the correction of the construction process.

"Apart from countries where studded tyres are allowed, concrete pavements are immune to rut formation. An important property of concrete pavements is that the longitudinal and transverse evenness obtained after construction is retained for many years," Perrie adds.

When it comes to safety threats - such as skidding, aquaplaning and visibility - accidents can be prevented in both dry and wet weather by providing a good surface texture with sufficient surface friction. Concrete pavements' capacity to counter skidding has been improved in recent years through fine exposed aggregate surfaces that show no significant decrease in skid resistance over time.

The use of colour in concrete roads can help alert motorists to vehicle restrictions in the usage of certain lanes, as shown in the BRT lanes in Cape Town's road network.



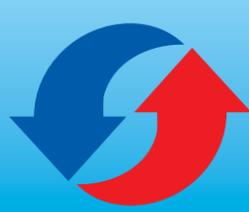
## Taking the heat for 23 years

CAPE Heat Exchange is situated in Paarl, and this year the company celebrated its 23rd birthday. It is the only manufacturer of all aluminium radiators, intercoolers, oil-coolers and industrial heat exchangers on the African continent, manufacturing to customer specifications with the guarantee of a strong and durable product built in Africa for Africa.

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## Mixed-use trend for hotels in Africa

AS the demand to live, work and play in one centralised location continues to grow across the globe, the inclusion of hotels in mixed-use developments – a combination of residential and non-residential buildings that are planned and developed within one area – has become increasingly popular, particularly in less developed locations.

Tim Smith, Managing Partner at HVS Africa, says that this trend, while being driven by international tourist preferences is also in the best financial interest of hospitality developers and investors. “It’s taken off across Africa in recent years and shows no signs of slowing down. We have definitely seen huge success across the continent when mixed-use developments incorporate hotel components because it gives hotel guests the level of urban comfort they demand, while allowing developers to spread their financial risk. For all occupiers of the development the benefits are significant as there are no security risks or traffic challenges during your stay; both of which can deter first time visitors to Africa in particular.”

While there is a lot of publicity around the success of these developments in South Af-

rica, Smith says that the mixed-use development model is seeing increasing replication in other African cities. “Lof-tus Park and Menlyn on Maine in Pretoria, Century City – one of the largest mixed-use developments in South Africa – and the V&A Waterfront with its 11 hotels all benefiting from the more than 25 million visitors per year, are all prime examples of this model’s success in South Africa.

“The most successful mixed-use schemes are in fact whole areas of cities, Westlands and Upper Hill in Nairobi developed as a result of traffic challenges and Airport City is Accra is another example. Reducing the time wasted in traffic and improving their quality of life has driven residents towards these new schemes.”

From a hotel perspective, Smith says that the business benefits from the additional foot traffic and increase in room nights sold from surrounding businesses and corporates. “With the correct mix all occupiers of the scheme will benefit from a hotel in the development. The hotel will secure additional walk-in food and beverage sales, whilst offering residents differing dining and meeting options. They will often operate leisure fa-

cilities with a membership for residents, thus further improving the quality of life.”

The other facilities can then be leased out to tenants and operators, and can offer secured and reliable income for the owner to assist in covering the developmental debt, Smith adds. “Being associated with a hotel on a mixed-use scheme can increase values of the other elements. In certain markets, parking is big business and developers choose to have these facilities to rent parking bays out to individuals and companies with offices nearby. In this way, developers are able to secure income to service their debt and also pay a return.”

When developers begin the design process of their mixed-use developments, they should be considering these aspects and mould them to accommodate their target markets – this is where Smith says partnering with a consultancy such as HVS can assist mixed-use developers. “Identifying a complimentary mix of space and occupiers can be the difference between a successful scheme and a white elephant. With our global experience advising on such schemes we are able to deliver the best mix for our clients.”

## The benefits of going green for small businesses

BECOMING more environmentally sustainable is not only viable for small businesses, but could yield even greater benefits as these small and medium enterprises (SMEs) grow. This is according to Stanton Naidoo, Executive General Manager: Property & Asset Management Services at Business Partners Limited, who mentions that many SME owners still mistakenly believe that going green should only become a priority once a fledgling business has managed to establish itself as a profitable enterprise.

“In fact, the advantages of implementing sustainable practices and strategies into an SME far outweigh any cost implications. In relation to this, a study by McKinsey & Company has revealed a strong correlation between resource efficiency and financial performance among businesses. It has also shown that businesses with well-rounded sustainability strategies are more attractive to investors and funders. As an example, investments by funders into sustainable and socially responsible businesses have increased by 22% in the US and Europe markets,” says Naidoo.

He points out that

aside from the long-term, positive implications of sustainable business practices, the fact remains that the increasing cost of essential business resources such as fuel, electricity, water and materials are all adding additional pressure to business operations.

Naidoo says that it is not only possible to become more sustainable without breaking the bank, but it also becomes increasingly costly to delay implementing sustainability measures. “There are affordable ways to “green” a small business, if tackled with an innovative mindset. But as a business grows, it actually becomes more expensive to bring in large scale sustainable measures. If business owners delay it for too long, they may find that they have unnecessarily wasted massive amounts of cash throughout the years, and that their operation has become very expensive to convert to “green” measures.”

With this in mind, Naidoo states that entrepreneurs can consider any of the following steps when endeavouring to green their SMEs:

Fit energy-efficient lighting: It is estimated that lighting in the residential and com-



mercial environments combined consumes approximately 50% of South Africa’s electricity<sup>2</sup>. Although energy-efficient LED lighting can be more expensive, the cost can easily be offset by the fact that these consume between 70% and 90% less energy.

Insulate the roof: While this may only be possible for property owners, there is a strong case to be made for this measure if renting the business premises. Optimised insulation is often the single biggest difference one can make at a relatively low cost.

Install solar panels: The cost of installing renewable energy generation technology can be offset by the tax benefits involved. The Income Tax Act allows businesses to enjoy accelerated capital allowances, in respect of renewable energy spend,

as a tax deduction. These tax incentives contribute towards driving down operating costs and one can enjoy a return on the capital investment over the shorter term.

Opt for portable water tanks: Installing a fully functioning grey-water system might be beyond the reach of most owners of existing buildings because of the cost of re-doing the plumbing system. However, installing large portable water tanks to capture rainwater is an affordable step towards sustainable water use.

Use recycled materials, and find ways to recycle as much as possible: Recycled building materials are cheaper and more sustainable, and can be made to look brand new. Waste materials from other manufacturing companies (such as furniture makers) can also be incorporated in other businesses; and finding opportunities to recycle the business’s own resources, all present opportunities to save money, become more efficient and be noticed by potential clients and partners.

Work with experts: Sustainability has become a specialised industry and one would not be unwise to seek the advice of a service provider that specialises in this field. From architects, to energy consultants and recycling experts, professional help often pays for itself in savings and valuable learnings.

“Paying attention to more responsible and accountable behaviour can yield good benefits, and SMEs that embrace environmentally conscious and sustainable practices may find better ways to close the gap between themselves and larger competitors. Building a business on the principles of best practice as soon as possible is imperative for local SMEs that aim to become industry leaders,” concludes Naidoo.

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## A lot of froth in Starbucks's Colorado coffee pot

Continued from back page

Let it not be said that there is no justification for the mug uproar. Justification was quick to reach the media. The *Washington Times* (a 1 000+- km away from the offending Starbucks shop in question) duly recorded this:

Someone called a "fracking foe" called it "super insensitive," while the anti-fracking group North Range Concerned Citizens launched the hash tag #oilandgasisnotcolorado.

Radio stations closer to the alleged offence chimed in with:

"An oil rig doesn't represent Colorado. Colorado is colourful; Colorado is scenic," North Range co-founder Susan Noble told Denver7 News radio:

"An oil rig represents the dangers to our children's health; it represents the dangers to our air; it represents the dangers to our landscape."

Right. But only if you let your children play right next to them and slurp up the occasional drips.

Soon the masters of social media engaged their keyboards and the *Twitterati* came up with their usual insults when the oil industry is mentioned.

One such even attacked the design of the offending image saying, "... whoever 'designed' this mug should be sacked im-

mediately. It's (*sic*) looks like sh\*t. The most awful random collection of junk images I've ever seen. It looks like a 5 year old drew it using *MS Paint*.

"You would think Starbucks would want something people would want to see and use, so that it acts as brand advertising. The best anyone will do with this is put it in the shed to store nails in".

The riposte from the oil industry, taking the whole thing seriously, was rather heavy-footed:

It said the inclusion of the oil-and-gas industry (on the mugs) was appropriate, given its 150-year history and impact on the state.

"With over 100,000 workers and an annual economic impact of more than \$31 billion, we are a central pillar of our state's economy," Mr. Haley said. "Like Palisade peaches, Coors beer, and the Denver Broncos, local energy production is about as Colorado as it gets."

But the oil industry did obliquely score some good points. Fans of the oil industry had their own hash tag on Twitter: #oilandgasIsColorado.

Some pointed out that disabled people cannot drink without straws. (Biodegradable ones are no doubt on their way). Others called the protesters "whiners who needed to pick their battles. This one makes them look petty and intolerant".

My favourite was:

"I need to learn to resist the urge to tell them to STFU when I see stuff like this"

Indeed it is tempting.

All this is would be just something to laugh about except for the underlying puritanical intolerance that lies behind the complaint, not to mention the purblind ignorance displayed.

To begin with, the oil pump displayed on the Starbucks mugs is not an oil rig. For another, banning all evidence, visual or otherwise, of the oil industry, will not change the fact that modern life without petroleum-based products would be "Nasty, brutish, and short".

The world's people wherever they do not want a return to some imagined golden age when everyone was a peasant, except for the lords and ladies, of course. Every city in the world is a magnet precisely because they promise a modern life with all modern conveniences.

Plastering solar panels and wind generators across the landscape will not change that.

Nor will excoriating the oil industry which in a very real sense makes modern life possible. Until some form of nuclear energy takes its place that is the plain truth of it.

## IRP – show real costs of coal-fired power

THE LIFE AFTER COAL campaign calls for the impact on water resources to be accounted for in the Integrated Resource Plan (IRP) – South Africa's plan for the future electricity system.

Mining coal and burning it in power stations use large amounts of water, and pollutes even more water. It imposes massive but uncounted costs on society and particularly on poor people who live in the coal regions, states the Centre for Environmental Rights.

The Life After Coal campaign partners, Centre for Environmental Rights, ground-work and Earthlife Africa, together with Greenpeace Africa, have indicated that they will have no option but to challenge an IRP that fails to adequately take the costs of coal into account, in court.

The report, entitled *Water Impacts and Externalities of Coal Power*, was compiled by the Life After Coal campaign from a wide range of existing research on the cost of the impacts of coal mining and burning on water resources.

Life After Coal spokesperson Saul Roux says: "The Draft IRP (2016) provides cost estimates for different energy technologies but does not include externalities of critical importance for electricity planning. This means that the costs of coal-fired power generation are significantly under-counted. South Africa is a dry country and cannot afford this."

IRP overlooks water impact

The detailed report outlines specific water impacts and externalities and draws attention to:

- Coal power requires enormous volumes of water. Coal mining and power generation together consume 5% of South

Africa's water resources.

- At local level in the Upper Olifants catchment, power generation accounts for 37% of water use.
- The external water costs of Eskom's new Kusile power station are between R0.95 and R1.86 per kWh, according to a Greenpeace study. The opportunity cost (or scarcity value) of the water used for Kusile will be between R6 billion and R12 billion each year and the damage cost imposed on other water users from sulphate pollution will be between R4.5 million and R7.7 million annually.
- The electricity sector pays far less for water (approximately R3.40/m<sup>3</sup>) than the average household (approximately R8/m<sup>3</sup>). This means there is no incentive to prioritise water-efficient supply options. In contrast, properly valuing water would justify a rapid transition to water-efficient renewable energy.
- Our scarce water resources are impacted throughout the coal life-cycle. This includes direct impacts on water quality during coal mining; impacts of air pollutants on water resources and coal ash contamination of groundwater. Acid-mine drainage has the most severe impact, with treatment estimated to cost of around 0.38/kWh (ZAR 2009).
- Apart from future water treatment costs, the historical impacts of coal mining will require treatment and associated costs for decades to come. South Africa has close to 6 000 recorded derelict and ownerless mines. It is estimated that the closure of these mines, including long-term treatment of acid-mine drainage, would cost up to R60 billion.

- Including water supply and infrastructure costs into energy modelling could result in a 75% reduction in water intensity of the power sector by 2050.

- Renewable energy technologies use far less water. A decarbonised energy future would require four times less water, by 2050, than the draft IRP's "Base Case" which relies heavily on

coal and nuclear. A decarbonised future would also cost less and create up to 331 000 jobs in the energy sector by 2050 according to research by the Council for Scientific and Industrial Research.

- The negative externalities of coal power disproportionately affect marginalised communities living near coal mines and power stations. This is contrary to both section 27 of our Constitution, which provides that everyone has the basic human right of access to sufficient and safe water and section 24, which provides that everyone has the right to an environment that is not harmful to their health or well-being.

Misrepresentation of generation costs Life After Coal, together with Greenpeace Africa, has previously called for a set of basic minimum principles to be met by the IRP. One of these is that the IRP must take full account of externalised costs.

Makoma Lekalakala, director of Earthlife Africa, says: "Excluding these costs results in the misrepresentation of the costs of coal-fired power generation. These costs do not go away. They are borne by the environment, by society in general and especially by poor communities."

"Conversely, including these costs would justify a rapid shift from coal to water-efficient renewable energy. This transition is essential and urgent given South Africa's water crisis. It is equally urgent that this is planned as a just transition that contributes creating a more equal society in which everyone has a place including workers who are currently employed in the coal sector."

The report makes clear that it is critical that the new draft of the IRP, which Energy Minister Jeff Radebe says will be published shortly, considers the full range of water-related externalities and impacts in determining and costing South Africa's future electricity supply mix. If not, the Life After Coal campaign, together with Greenpeace Africa, have indicated that they will have no option but to challenge such a failure in court.

The Life After Coal Campaign continues to call for a least cost IRP that meets the minimum requirements and is in the best interest of all South Africans.

Reprinted from *ESI Africa*

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# Treating politicians equally

It was a beautiful winter's day, ideal for a stroll to the local Pub & Grill with the big white hound, who showed her agreement by launching her massive body into joyful jumps. So off we went to join the company of the erudite conversationalists sharing the insights they usually gain from the brew master's art.

We found the colloquial cogitators in a shared state of introspection. Not a word was spoken as the hound and I signalled Angie the Angel for the usual pint of lager and bowl of fresh water. "Well, well, well," said I. "Whiff," said the big hound. "Just as well you came along," I told Cassandra the Canine, "it seems you are the only one whose tongue was not stolen by the cat." She grinned in agreement and went looking for the cat.

"Well hallo," announced Jon the Joker, "look what I found: an optimist."

The others looked on glumly. It was evident that they had been talking politics. Or rugby.

"There will always be a bright side if you are willing to look for one," The Prof advised in an attempt to be objective. "Look at this dreadful business of the Zimbabwean election for instance. Young Benjamin was convinced that it would be free and fair and that the suffering masses in that bankrupt nation would finally be liberated. I disagreed and we took a wager on it. If the rest of you had done the same, your beers would also have been on Benjamin's tab."

"Well..." considered Big Ben, "it could have gone the other way, you know. If you look at how close the presidential race was."

"Smoke and mirrors, I am afraid," said The Prof while lighting his pipe in a show of disdain for the laws governing that smelly habit. "We can only guess at how the vote really went, but the result as announced by the electoral cadres was never in doubt. Zanu-PF would change its Mugabe but not its nature. Stealing elections is part of its DNA; it does not know anything else.

"Look at how it went. First they counted the presidential votes. This was followed by silence instead of an announcement. Then they counted the votes for parliamentarians and announced that Zanu-PF had won so handsomely that it could pass any law without fear of the opposition spoiling their fun. By taking, in more ways than one, a full 144 of the 209 seats, they have more than a two-thirds majority from the outset.

"Only then did the vote counters go back to the presidential results and, after more delays, announced that Emmerson Mnangagwa would remain president! And don't be misled into thinking it had to be the correct result because he got only 51 percent."

"Yep," concluded Luke the Dude, "that's just what the new president-for-life wants you to think. Look how quickly the bayonets and the bullets came out when the people took to the streets to protest. Shooting some of them in the back settled that problem quickly enough."

"That shows how lucky we are to live under an ANC government in South Africa!" interrupted Big Ben.

"That's a good one, boy," laughed Colin the

Golfer. "Pull the other one!"

"Why don't you just admit that the ANC is a great government," insisted Ben in candidate mode. "Look how well we live. Here we all are, enjoying good company and good beer without a care in the world! Come on, you know that is true."

"True enough for the here and the now," conceded Stevie the Poet. "But have you forgotten that less than a month ago neither we nor anybody else could enter or leave our town by a direct route because of burning blockades on the access roads? That lives were lost, that horrible acts of cruelty were committed to innocent people and animals, that public and private property was destroyed to the tune of millions upon millions of rands?"

"I have not forgotten," replied Big Ben, "but that has absolutely nothing to do with the ANC."

"Maybe. Maybe not," continued Stevie the Poet, "yet it is also true that Pres Cyril Ramaphosa flew back post haste from a Commonwealth conference in London to intervene in the riots in Mahikeng while he has yet to set foot in our DA-run town. And one wonders why arsonists regularly burn down commuter trains in Cape Town, specifically. After all, it does suit the ANC when areas run by the DA are made ungovernable."

"I don't know if that is fair," said Irene the Queen in her considerate manner.

"Maybe not, just asking a question," Stevie retorted, "but it must be a terrible itch in a most unfortunate place for the ANC to see a town like ours working while towns governed by them are falling apart - while mayors and councillors drive around in expensive German cars."

"Which, I do believe, is the point I was making earlier," said Bob the Book.

"Is that why you were looking so glum," I asked, "Bob been entertaining you with some depressing facts again?"

"Quite so," said Bob the Book, "and please note that 'facts' is the operative word here. I was sharing a recent analysis by Rhodes Scholar and political guru RW Johnson. And if it is all the same to you, I should like to highlight a few more of his insights."

"Please continue Robert," The Prof allowed with raised eyebrows, "we won't be able to stop you anyway."

"Angie my dear," I said to our endearing bartender, "Please refill my glass for the long haul, and remember that the damages are for Big Ben's tab."

Big-hearted fellow that he is, Ben grinned and raised his glass.

"Well then," lectured Bob the Book, "Hard as it may be at times, I do believe that we should not close our eyes to the realities of life in South Africa after a quarter of a century under ANC rule.

"South Africa turned out to be no different from African countries where the ruling elite who replaced colonial governments enriched themselves beyond the levels of obscenity, while

conditions for the poor showed no improvement. On the contrary, they were increasingly worse off.

"Here too, the feeding frenzy started under Mandela, worsened under Mbeki and surpassed the boundaries of any decency under Zuma. The cadres who became big spenders under SA-style employment 'equity' and multi-millionaires under BBBEE grew richer and fatter while government services from education to sewage went down the blocked drains.

"While tertiary education is now 'free', large numbers of the students crowding into universities are not fully literate or numerate.

"The state enterprises run by unqualified but connected cadres have been robbed to the verge of bankruptcy. The economy tries to run in a swamp of policy confusion, incompetence and corruption. As a result, the numbers of jobless people have increased from 3.7 million in 1994 to almost 10 million.

"Most of us had high hopes that the country would turn a corner under Ramaphosa, but it is increasingly evident that his position is weak. He is the prisoner of a delinquent ANC unwilling to change its ways."

Bob the Book sat down and started drinking. Now I understood the grim faces greeting me when I walked in.

"Merde, Mon Ami, this is too much!" Jean Jay commented. "Are we going to cry in our wine or emigrate to Ile de Maurice? They speak French there." Then he addressed me: "Come on, make us feel better."

"And how am I going to do that?" I enquired. "Easy," he said, "read us that letter you sent to the local, how you say, knock-and-drop, about the council's Stalinist laws for dogs. Just to treat all politicians with egalité."

So I did:

## HIGH NOON IN DOG TOWN

When the Americans were striving to reach the moon, their president Jack Kennedy said, "We choose to go to the moon in this decade and do the other things, not because they are easy, but because they are hard..."

## A lot of froth in Starbucks's Colorado coffee pot

STARBUCKS may not be a very well-known brand of coffee shops in this country but it is just about everywhere else and it's very conscious of its image especially among the young.

Now the young, as we all know, are desperate, indeed terrified, of anything that makes them feel uncomfortable.

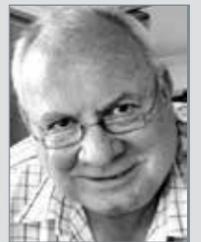
These thin-skinned creatures are sensitive above all to ideas they do not agree with, spoken or visually represented, as the following makes clear.

You see, these tender souls - otherwise known as Snowflakes after their propensity to dissolve into tears when their eyes and ears are confronted by images or language they find offensive - have been offended by Starbucks.

Starbucks has upset the Snowflakes in the US state of Colorado for putting images of an oil pump on their mugs as part of a campaign to publicise the State (the "nodding donkey")

## OPINION

### ON THE CONTRARY



Pieter Schoombee

By making criminals of animal lovers and declaring war on our dogs, our prune-juice-deprived city council exposes somewhat less stirring idealism: We choose to do things not because they are hard, but because they are ridiculous...

Last week's front page lead in Hermanus Times reported Overstrand's "kragdadige" onslaught, to the full extent of the law, on "enemy" elements conspiring as little old ladies walking Maltese poodles, on responsible citizens exercising highly trained dogs and on peaceful pub owners who fail to kick that symbol of good company, the pub dog.

And no attempt at even-handedness. No beach, path or hour of the day for dog owners. Patience, cries the propagandists for dog haters, you dog types must wait, while they themselves are showing no patience or judgment whatsoever in their zealous campaign against the public evil of dog poo.

People are joking about you, mayor, and about you, councillor; they are calling you DAZi's. I try to stop them, really I do, but I'm not very convincing when I'm laughing.

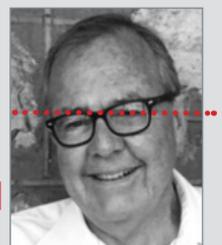
Please invite me to your invasion of the suburbs where dogs have the run of the streets at the rate of a dozen a block and where the full might of the Overstrand Dogstapo will not identify a single owner.

What were you thinking? Don't you have a town to run?

Go and kick a dog, councillor, go and kick a dog.

E-mail: noag@hermanus.co.za

### THE OTHER SIDE OF THE COIN



Keith Bryer

pumps are a feature in some places, and a tourist attraction).

Not good enough for the Snowflakes. They feel crushed, and are demanding the mugs be withdrawn never to sully the light waves again.

Poor Starbucks, just when it thought it was on the side of the Snowflakes and up to the minute with all modern trends. After all it was less than a month ago that it answered the call to ban plastic drinking straws to save the fish in the oceans - even though 90% of plastic waste emanates from the Ganges, the Yellow River and the Mekong, and not from any water course originating in Colorado.

Still, it is the thought what counts, but it was not enough for Snowflakes if you also commit the cardinal sin on emblazoning your coffee mugs with oil symbols.

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