

# CAPE Business News

ISSN 1028-1215



9 771028 121015

FOUNDED 1980

SA: R15.00 (Incl. VAT)

FEBRUARY 2017

## Pounding your pallet



Pallets are essential in most supply chains.

6

## Will overpopulation overcome the fishing industry?



If current population and consumption trends continue we will need two Earths to absorb our waste.

11

## Sophistication and high technology



The worldwide market for machine tools was approximately US\$81bn in 2014 according to a survey by market research firm Gardner Research.

24

# Property push



**T**HE fundamentals for Western Cape property must be rock solid judging by the plethora of corporate activity and ongoing development projects in the local real estate market.

Arguably the most significant development was the JSE listing of Spear, a real estate investment trust that focuses exclusively on properties in the Western Cape. The company is headed by Mike Flax, who took a similar company – Spearhead – to market in the nineties.

Spearhead enjoyed a successful tenure on the JSE before being bought out by real estate giant, Redefine. Flax reckoned that favourable economic and property fundamentals in the Western Cape were key drivers behind the Spear listing.

His portfolio is made up of 25 properties situated throughout the Western Cape – the best known properties being the Carecross head office in Newlands, the Upper Eastside hotel in Woodstock, Sable Square, Viking Business Park, The Forum and 142 Bree Street in central Cape Town.

The collective value is R1.39bn, and the ability to generate forward net property-related revenue of around R128m. The property portfolio is interestingly balanced with a mix of residential (5%), industrial (37%), retail (22%), office (27%), hospitality (7%) and other assets (2%).

The total gross lettable area of the property portfolio is a sprawling 171,786m<sup>2</sup> of which 28% is let to single tenants and 72% to multiple tenants.

One of the drivers behind listing on the JSE was to raise fresh capital in excess of R100m for new acquisitions.

What is compelling in terms of regional economic strength is that Spear's pre-listing documentation is banking on the inherent advantages that can be unlocked in the Western Cape economy.

One of the key factors, according to Spear, is that rapidly decreasing communication cost levels mean the disadvantage of Cape Town's "distance" – 1,500km south of the economic hub of Gauteng and several thousand kilometres from Europe, America and Asia – was becoming less and less significant.

The company argued that in-line with worldwide trends, South Africa's export-oriented industries tended to shift towards port cities and coastal industrial belts.

Spear also argued that tourism was a trump card, pointing out that 50% of international tourists who arrived in South Africa visit the Western Cape.

While the province had previously relied largely on the insurance industry as the backbone of this sector, new momentum was being generated by new, specialised financial service suppliers in the area. This was either as branches of Gauteng head offices, or as a shift of certain of the activities to the more attractive working environment of the Western Cape.

Spear said this trend included foreign firms and new investment groups focusing on the local investment scene.

Another rapidly expanding sector was business process outsourcing, which included processing of accounts and claims, as well as front office activities such as call centres.

The company said the preference of major financial institutions to establish their head offices or branch offices in Cape Town had resulted in the establishment of financial nodes in both the northern and southern suburbs of Cape Town, as well as the Cape Town central business district (CBD).

Spear noted that the industrial property market continued to be the darling of the Cape Town property sector as the demand for state-of-the-art logistics facilities and modern warehousing continued.

The company said numerous new development sites had recently been completed and a number of new developments were currently underway as distribution centres optimise height and cubic metre requirements. Spear stressed that vacancies in industrial units in the 4,000m<sup>2</sup> to 5,000m<sup>2</sup> range are at record lows as demand outstripped supply.

"Across the industrial sector average rentals – excluding new developments – have settled around the R40/m<sup>2</sup> (excluding value added tax) level."

Spear's acquisition trail will be intriguing to follow this year. The company wasted little time since listing, having already proposed acquiring a property in Edward Street in Tygervalley from Ingenuity – another company focussing mainly on Western Cape properties.

The property, which will cost R41m, is in very close proximity to Spear's existing properties on Edward Street.

Ingenuity looks set for a busy year ahead. The southern suburb hub is buzzing – enhanced by the recent acquisition (and major refurbishment) of Great Westerford in Dean Street, Newlands and the much smaller Laurel Lane situated on Main Road, Claremont.

Arnold Maresky, Chief Executive Officer, Ingenuity, described the acquisitions as the "last piece of the puzzle" to complete a significant grouping of properties in the heart of Claremont. He said the total area of all the combined erven was 6,168m<sup>2</sup> and predicted that this would provide a substantial development opportunity.

Continued on P3

# Casino re-shuffle



**I**NTERESTS in the Western Cape gaming market have been re-shuffled with casino and hotel giant Tsogo Sun significantly strengthening its hand.

At the end of 2017 investment company, Trematon proposed selling its 29.64% shareholding in West Coast Leisure to Tsogo Sun – controlled by Cape Town-based empowerment company Hosken Consolidated Investments (HCI) – for R190m.

West Coast Leisure effectively holds a 29.64% stake in the Mykonos Casino with the balance of the shares already owned by Tsogo. The deal values the Mykonos casino at over R600m.

What the deal means is that Tsogo now effectively has outright control of three of the five casinos in the Western Cape – Mykonos, Caledon and the Garden Route casino. Tsogo – as reported in Cape Business News last year – also has influence at the Grand-West and Worcester casinos, courtesy a deal that saw Sun International and Grand Parade Investments (GPI) reduce their respective shareholdings.

In other words, Tsogo holds all the aces should the Western Cape Government allow one of the existing provincial casino licences to be transferred to the Cape Town metropole.

Tsogo has also made a surprise bid for the gaming assets owned by Cape Town-based investment company, Niveus – also controlled by HCI. This deal will give Tsogo access to Niveus' limited payout machine (LPM) operations and electronic bingo terminals (EBT), as well as a strategic shareholding in the newly-developed Kuruman casino.

Continued on P2





**Bonfiglioli**  
Forever Forward

Unit 1 Platinum Park  
Platinum Crescent  
Montague Gardens  
Cape Town  
Tel: 021 551 2660  
Fax: 021 551 5697  
[www.bonfiglioli.com](http://www.bonfiglioli.com)



## IN THIS ISSUE

- 8 Cutting, Welding, CNC Punching
- 10 Fishing
- 12 Heavy Lifting
- 15 Hydraulics & Pneumatics
- 16 Logistics & Supply Chain Management
- 18 Petrochemicals, Oil & Gas
- 21 Pumps & Valves
- 24 Tooling
- 26 Property
- 28 On the Contrary
- 28 The Other Side of the Coin

**CAPE**  
**Business News**

## Zest Energy provides mobile power in the DRC

THE development of the world's largest high-grade copper deposit – the Kamo-Kakula Copper Project in the Democratic Republic of Congo (DRC) – is now running on power from the DRC's national grid using a mobile substation recently commissioned by Zest Energy.

The 120/11kV mobile substation will serve the construction of the planned initial mine at Kamo-Kakula – the existing mineral resource has been independently verified as Africa's largest copper find.

Kamo-Kakula's principal owners are Ivanhoe Mines, Zijin Mining and the DRC government.



Preparations underway to start with the scope of work on site.

“Due to the high cost of running on diesel generators, the mine developers decided to purchase a mobile substation to interface with the network of the DRC power utility, SNEL to provide power during the construction phase of the

project,” says Alastair Gerrard, Managing Director, Zest Energy.

Although the substation will not be frequently moved, Gerrard says being mobile allowed for quick and hassle-free construction and commission-

ing, and gives the mine the added flexibility of deploying the substation to other areas of its operations when needed in the future.

Zest Energy undertook the design, manufacture, supply, testing, delivery, installation and commissioning of the complete mobile substation, including the trailer, transformer and related electrical equipment. It also provided a protection system, earthing, site work (with full commissioning and testing) and site training.

The project began in February 2016 and the unit was commissioned and handed over to the mine developer in

October 2016.

“Our strong network within the WEG Group allowed us to work with WEG Transmission and Distribution in Brazil on transformer design, manufacturing and factory testing. We also involved WEG Transformers Africa when it came to site assembly and testing of the mobile transformer,” says Gerrard.

The commissioning process included final assembly of the transformer, oil filtration and purification, and conducting of a full spectrum of transformer tests, as well as on-site testing of all supporting substation equipment.

## Casino re-shuffle

Continued from P1

This deal mimics a similar deal undertaken by Sun International when it bought control of the LPM operations held by GPI. Sun International now owns 75% of GrandSlots and

GPI's stake has been reduced to 25%.

LPMs and EBTs are often regarded as mini casinos. Revenues are obviously considerably lower than a fully-fledged casino

operation, but the cost of development, operation expenditure and the maintenance bill is far lower.

Both Niveus' Vukani and GPI's GrandSlots, which has a sprawling Western Cape presence, have generated promising profits in the last few years.

Some observers were surprised that Trematon sold its interest in the Mykonos casino as the property had produced a reliable profit stream over the years.

Arnie Shapiro, Chief Executive Officer, Trematon conceded the Mykonos Casino had proven to be an ex-

cellent investment for the group.

“We have, however, been working for some time on diversifying the concentration risk in our portfolio”.

He said the Mykonos casino was a very good and stable business.

“But we felt that it would be best to sell the asset and redirect the cash into investments, which would generate better internal rates of returns.”

The fate of Niveus sans its core gaming assets remains a mystery – although it is receiving Tsogo shares as settlement. The company also recently

sold its operational assets in KVV.

Niveus will now comprise a significant minority shareholding in Tsogo Sun, a sizeable cash holding and the old KVV property assets (mainly Laborie and La Concorde,) as well as valuable South African art works.

Whether the cash pile held by Niveus is mobilised for new investments remains to be seen. In the meantime rumours are swirling that HCI might buy out the company – a deal that would consolidate its control of Tsogo's valuable gaming and hotel assets.



**Elcarbo Industrial**  
**supplies is now a Level 1 BEE**  
59% black-owned and 30% female black-owned  
**certified organisation!**

As an engineering solutions company, Elcarbo supplies abrasives & engineering consumables to the stainless steel, general engineering, woodworking, maintenance oil & gas, construction & boat building industries.

Revolutionise the way your business manages inventory availability with Elcarbo!

[www.elcarbo.co.za](http://www.elcarbo.co.za)

**CAPE TOWN** Unit 28A Mansell Rd, Killarney Gardens  
T +27 (0)21 5562170 E [sales@elcarbo.co.za](mailto:sales@elcarbo.co.za)

**GEORGE** Unit 20, Geelstert Industrial Park, PW Botha Boulevard  
T +27 (0)44 874 1436 E [elcarbo.grg@elcarbo.co.za](mailto:elcarbo.grg@elcarbo.co.za)

The P1D standard cylinders, ISO 15552

International installation dimensions  
High technology design  
Even more functions and variants

**THIS IS HIGH QUALITY**

<http://ph.parker.com/us/en/pneumatic-iso-15552-cylinder-p1d-series>

**Parker**  
ENGINEERING YOUR SUCCESS.

100  
PARKER HANNIFIN  
CENTENNIAL  
[www.parker.com/za](http://www.parker.com/za)



# Property push

Continued from P1

After financial year-end Ingenuity sold the Loerie Centre in George for R47m and the Estuaries 1 property at Century City for R100m. Maresky explained these properties were realised as they were considered mature investments.

“The proceeds realised from them would be better applied to the higher growth development projects we have embarked on.”

Plans for the year ahead include the Food Lovers building in Claremont, which entails a 2,300m<sup>2</sup> of premium grade offices and retail directly opposite Cavendish Square.

He says construction on Ingenuity’s 117 on Strand building has commenced.

“This exciting state-of-the-art mixed-use scheme comprising 5,200m<sup>2</sup> retail, 5,500m<sup>2</sup> premium grade offices and 117 luxury apartments will be completed during 2019.”

The total capital expenditure is budgeted at a hefty R632.5m, but Maresky disclosed that sales of the residential units were brisk with commitments for 96 of the available 103 units.

Property aligned investment company Trematon may also demand close attention this year. The company recently acquired a R614m portfolio from Redefine Properties.

The acquisition comprises seven key office, retail, industrial and mixed use assets located in strategic, high-potential nodes across the Western Cape, including Maynard Mall in Wynberg and Pier Place in central Cape Town.

The deal was executed through Trematon’s 67% owned subsidiary, Aria Property Group – which will now boast 21 assets and an additional 90,000m<sup>2</sup> of gross lettable area (GLA).

Trematon also owns leisure property development Club Mykonos Langebaan (CML) and is also invested in residential real estate through the wholly-owned Resi Investment Group.

Talk in local property circles is that Trematon could look to bulking up Aria with more se-

lected acquisitions, and then take the enlarged subsidiary to the JSE as a specialised property vehicle.

Logistics sector specialist Equites Property, which has lately made significant investments in the UK, recently reported encouraging news for its new Epping facility. At the end of 2015 Equites pursued a speculative development at 160 Gunners Circle in Epping, constructing a 8,000m<sup>2</sup> cross-docking distribution centre at the end of August last year.

Equites development pipeline looks exciting. The company has developed the Africa head office and lead distribution centre at Atlantic Hills in Durbanville for the global footwear and apparel company, Puma.

Equites is also honing its portfolio in order to focus solely on the logistics sector and has started disposing its handful of commercial office properties. Equites will reinvest the proceeds of these disposals into higher growth logistics assets.

Sales agreements for its Belvedere and Ex-

ecujet office buildings in Cape Town have already been concluded.

Most encouraging is that Equites’ industrial portfolio remains fully let, as well as a 100% tenant retention rate.

In its latest annual report Equites management forecast further robust demand to conclude further development leases on its existing land to add to its existing pipeline. Interestingly, Equites management also believe that a limited exposure

to “speculative developments in the right locations” can contribute positively to value being unlocked through developments.

Equites also confirmed it would pursue opportunities to acquire logistics properties that meet its investment criteria and that would contribute to long-term, predictable distribution growth.

Just before the end of 2016 Storage specialist Stor-Age acquired Western Cape-based

rival Storage RSA for R297m, as well as Unit 1 of the Somerset West Business Park.

The Storage RSA transaction will see Stor-Age increase its trading portfolio markedly through the acquisition of an additional 39,869m<sup>2</sup> of gross lettable area from five trading stores. These include storage properties in Stellenbosch, Somerset West and Durbanville.

The Somerset West transaction – valued

at R40m – will give Stor-Age an additional trading store with a gross lettable area of 5,500m<sup>2</sup>.

Gavin Lucas, Chief Executive Office, Stor-Age says Storage RSA presented a rare opportunity to buy South African self-storage properties that complement the location, scale and quality of Stor-Age’s existing portfolio.

“The acquisition is in line with the group’s strategy of consolidating its position through val-

ue-add acquisitions in a fragmented industry.”

Looking ahead to 2017, Lucas said the short to medium-term focus would remain on driving occupancies, revenue and cash flow from all properties and bedding down the RSA portfolio.

“Our acquisition strategy is underpinned by a healthy balance sheet and we are well positioned to weather the economic headwinds in South Africa, as well as global market volatility.”

**EXCELLENCE IN CHEMICAL DOSING**  
For all applications.

- Dosing systems and disinfection systems
- Process measuring and control technology
- Extensive pre- and after-sales service
- Dosing and feeding pumps
- Fittings and accessories

Tel: +27 113975120  
www.sera-web.com/en-za

**sera**  
EXCELLENCE IN FLUID TECHNOLOGY

**ELECTRICAL TRADE SHOW**

The Western Cape’s **LARGEST GATHERING** of technical specialists, market leaders and suppliers.

**SAVE THE DATE - 7 & 8 March 2017**  
Voltex Cape Town - Power Park, 15 Benbow Avenue, Epping Industria 1  
7 March (10:00 - 17:00) and 8 March (10:00 - 19:00)

Register now, contact Jo Ann:  
**021 531 2033** or [jjillmore@voltex.co.za](mailto:jjillmore@voltex.co.za).

**voltex**<sup>®</sup>  
your electrical connection

**SAFE HOUSE**  
Suppliers you can trust

**Proudly Bidvest**

“Thinking of replacing your old foam Balanced Pressure proportioning system?”

**dosetech fire**  
special risk fire protection

+27 (0) 861 111 544  
[www.dosetech.co.za](http://www.dosetech.co.za)

**FireDos**<sup>®</sup> has the perfect solution



Tiaan Janse van Rensburg, Director, Solution House.

# Western Cape CIDs get timely software and security boost

RESIDENTS living and working in Cape Town's progressive City Improvement Districts (CIDs) have been boosted by the introduction of new software that promises to improve security and overall maintenance services.

The majority of Cape Town's major CIDs – namely Groote Schuur, Claremont, Wynberg, Voortrekker Road, Observatory and Woodstock – are now managed by Securitas using Incident Desk – a locally-developed

incident management software from Solution House.

According to Jeremy Horner, Business Development Director, Securitas South Africa larger CIDs average 2,000 to 3,000 incident reports a month, so

the company needed a way to consolidate its incident reports and integrate multiple monitoring and reporting systems both within and between the various CIDs on its books.

“We deliver these services in support

of – and in collaboration with – city-funded resources such as the South African Police Service (SAPS) and Metro Police, so we're complementing rather than replacing their functions in these areas. To do so effectively requires substantial logistical resources, including powerful software tools that help us record, manage and report on all the data we need to manage in each CID.”

Horner said that while CIDs have become one of the major success factors in the upliftment of Western Cape communities, they also generate enormous amounts of data and deploy many different systems – both manual and electronic.

“We deliver these services in support of – and in collaboration with – city-funded resources”

“One of the main challenges we face from a management perspective is breaking down the silos of information not only within a CID, but also between CIDs. This is where Incident Desk, with its consolidated view, smartphone app and ability to process information from different systems and management areas in real time, comes into its own.”

Tiaan Janse van Rensburg, Director, Solution House says public safety management is a good example because urban management companies often have to deal with many interrelated challenges such as social services, maintenance and by-laws.

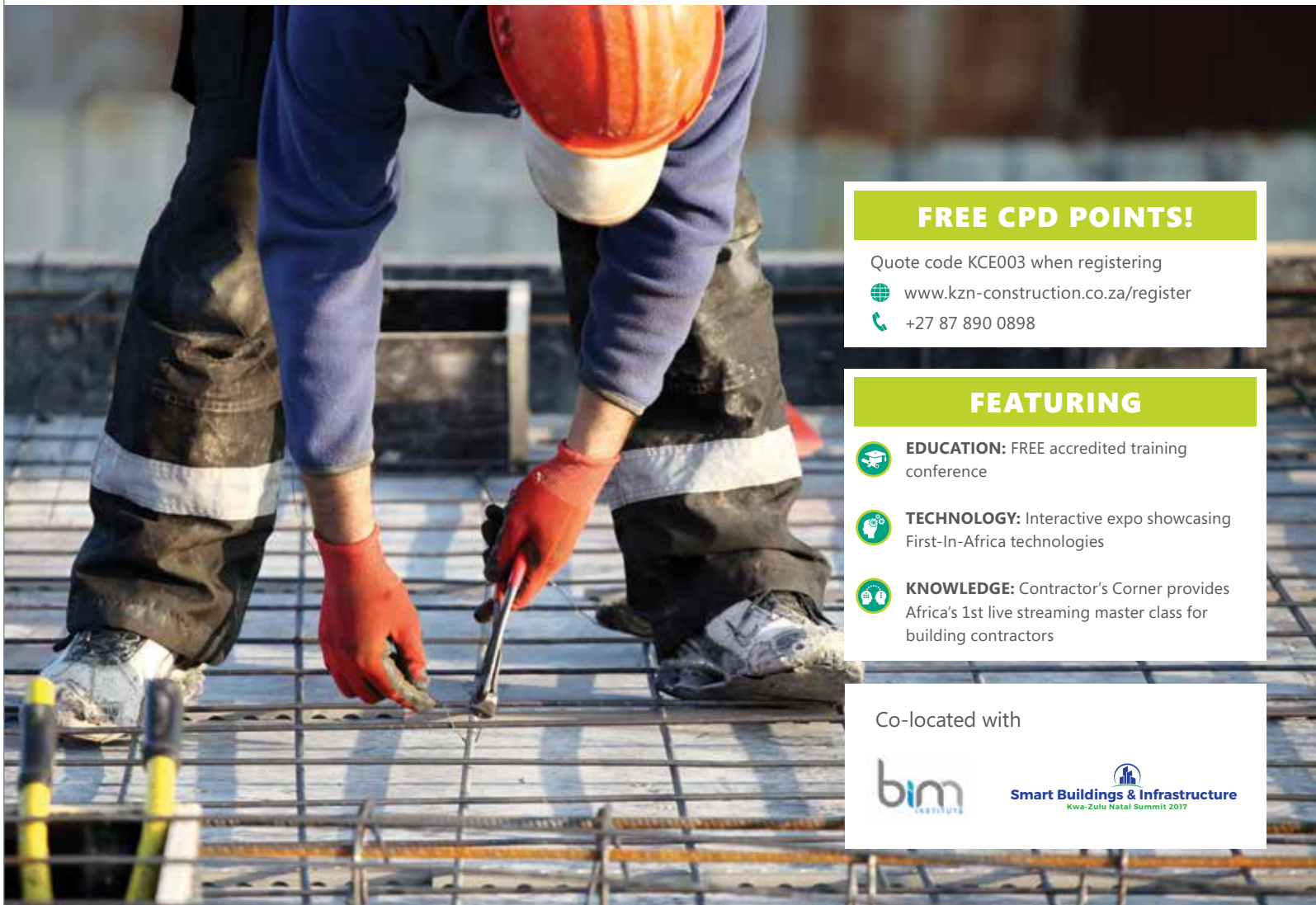
“Using a single system that allows us to aggregate incident reports from these various sources and quickly see where, when and how often certain crimes take place in demarcated areas within a CID allows us to identify trends and ‘hotspots’ and predict when and where we're likely to see them reoccur.”

“While Incident Desk consolidates information from any number of CIDs, it is actually part of a larger national urban management and public safety solution which centralises information for the whole of South Africa,” concludes Janse van Rensburg.

## KZN CONSTRUCTION Conference ■ Trade Expo

22 - 23 February 2017 | Durban Exhibition Centre

KWAZULU-NATAL'S LARGEST BUILDING AND CONSTRUCTION SHOW



### FREE CPD POINTS!

Quote code KCE003 when registering  
[www.kzn-construction.co.za/register](http://www.kzn-construction.co.za/register)  
 +27 87 890 0898

### FEATURING

- EDUCATION:** FREE accredited training conference
- TECHNOLOGY:** Interactive expo showcasing First-In-Africa technologies
- KNOWLEDGE:** Contractor's Corner provides Africa's 1st live streaming master class for building contractors

Co-located with



Dedicated zones for:

- Concrete
- Construction
- Digital Construction
- MEP services
- Surfaces & Finishes
- Tools & Equipment

[www.kzn-construction.co.za](http://www.kzn-construction.co.za)

hyopenica



# Smart process gating

COUNTAPULSE Controls is making Leuze's smart process gating (SPG) technology available across sub-Saharan Africa.

According to Gerry Bryant, Managing Director, Countapulse Controls SPG offers a compact, space-saving design as the bridging of a protective field can that be done without additional muting sensors.

"Leuze has developed the SPG on the basis of the type 4 safety light curtains in the MLC 500 series, so muting sensors are no longer needed. There is also a reduction in the risk of tampering by operating personnel."

The SPG system reduces installation and service costs because there is no setup or alignment of muting sensors: even interrupted parts and pallets with gaps between loading can be safely transported in sequence.

Due to the fact that there is no risk of misaligned or damaged muting sensors, the safety system offers high reliability and availability.

Explaining the SPG process, Bryant says a signal is sent by the programmable logic controller (PLC) to the safety light curtain shortly before the protective field is entered. This is done in order to interrupt the protective device while the transported material is passing through.

The first gating sig-

nal comes from the system control, whereas the second one is generated by the safety light curtain when the protective field is interrupted.

SPG therefore requires knowledge of the position of the transported goods so that the necessary PLC control signals are within the correct time

window at the safety light curtain.

The MLC 530 SPG safety light curtain specification is designed in accordance with international safety standards. The sensors and the associated documentation concerning the integration of the solution are independently certified.



Smart process gating offers a compact, space-saving design.

# NOW TALK IS EVEN CHEAPER

## Get 40% off

### your communication costs with Nashua PBX



PBX is just one of our many integrated business solutions. To find out more about how we can save you time and money, contact Nashua Cape Town today.

 021 550 2000

 [voice@nashuacapetown.co.za](mailto:voice@nashuacapetown.co.za)

**NASHUA**   
saving you time. saving you money. putting you first.

**CAPE TOWN**

brandinet 1033/e

## PSG feeling secure?

ONE of investment company PSG's lesser known investments, CSG Holdings seems to suggest there are (big) numbers in safety.

CSG, in which PSG is the shareholder of reference, spent around R218m buying up small security service operations during the 2016 financial year. These deals were sourced through security subsidiary, Invictus Risk and included various operations under the hi-tech banner, as well as Nelspruit Guards and 7 Arrows Security.

The company then spent another R16m to acquire the security operations of Recall Africa, and in December last year made its boldest move by buying out the armed response and monitoring divisions of Stallion Reaction.

The deal is worth R55m and will add considerable impetus to CSG's efforts to increase its grip on the fragmented security sector in South Africa. Security does rank as one of the few sweet spots in an otherwise dour South African economy – thanks to unrelenting incidents of crime.



## Online is great but nothing beats face-to-face



“THE explosion in recent years of online marketing has revolutionised retailing but in the business-to-business space, where the sales cycle is often much longer, there is still no substitute for face-to-face selling,” says Johnny Malherbe, Industrial Showcase-Cape.

“Industrial equipment and services often benefit from physical demonstrations in the selling process and exhibitions are the ideal platform to present to a focused and clearly identified target audience. During the 2015 edition of the show, there were over 3,000 visitors repre-

senting more than 900 different companies – a significant group of potential customers that can see a product or service in action,” adds Malherbe.

Malherbe cites the following reasons why exhibitions are still an important tool in any company’s marketing toolbox.

“They bring your customers and active prospects to you; are a perfect meeting place for pre-qualified prospects; encourage face-to-face interaction; facilitate product demonstrations and Q&As; allow visitors to use all five senses to communicate a message; and

is a representation of the marketplace bringing suppliers, buyers, purchase influencers, consultants and media together at one time and place.”

The Industrial Showcase-Cape is now in its 15th iteration with exhibitions taking place every alternate year since the mid-1980s. It is a show that has kept abreast of changing times though, the Speaker Series has become an important value add for visitors.

In addition to the equipment and services on display, there are several presentations taking place during the day covering a variety of topics. More information on these will be posted on the website closer to the show.

The Industrial Showcase-Cape occupies more than 4,000m<sup>2</sup> of space at the Cape Town International Convention Centre (CTICC) and takes place from 15 to 17 August. Exhibitors include products and services representing the industrial sector.

## Part-time path to success

THIRTY years ago a typical worker expected to find a job and stay with that company until retirement. Training happened on the job and was entirely at the discretion of the employer. Few economically-disadvantaged workers were able to independently afford further training or higher education.

Between 1995 and 2008 a number of laws revolutionised the workplace and the education system creating new learning institutions, qualifications, career pathways, forms of funding and ways of learning.

Today no matter their position in society, level of prior learning or economic circumstance, there is an entry point for everyone into the

education system for higher education. One of the most accessible points of entry, especially for employed people, is the public college.

After public colleges were reorganised into 50 technical and vocational education and training (TVET) colleges and student funding became available through the National Student Financial Aid Scheme (NSFAS), enrolment in public TVET colleges grew rapidly from about 400,000 in 2005 to 702,383 students in 2014.

According to the False Bay TVET College “this doubling of student numbers in the space of ten years was achieved by upgrading and expanding alternatives to full-time study

such as distance learning and part-time learning”.

Part-time study has been a particular boon to employed individuals needing to keep up with technological and industrial change, while still earning an income and supporting themselves and their families.

Part-time students enjoy exactly the same standard of education as full-time students and the same facilities and lecturers, but with the added flexibility afforded by after-hours classes. Part-time students tend to be more mature and experienced, and benefit academically from sharing experiences of different workplaces and industries.

As part-time students are usually self-funded,

they often have to take breaks from study before continuing. Modular course design and the National Qualifications Framework (NQF) system allows students to leave after studying a few subjects, be accredited for them and come back to complete the qualification when they can afford to. A part-time student can also retain the accumulated credits and switch to full-time study if desired.

“Essentially, where before this was entirely at their employers’ discretion, part-time study provides adult learners with multiple options to independently undertake ‘on-the-job’ training and improve their career prospects.”

## Pounding your pallet

“PALLETs are essential in most supply chains, but they take quite a pounding during an average lifecycle,” says John Valentine, Director, Real Telematics.

Opinions differ, but reliable sources say that white wood lasts two to

four trips, pooled wood up to 30 trips and plastic pallets up to 60 trips: all at differing costs and environmental signatures.

The cost of a typical wooden pallet can range from R250 (US\$20) to R1,000 (US\$83) – more for durable plastic pallets.

“Whichever way you look at it, pallets can be very expensive, especially if they do not make the expected lifecycle,” says Valentine.

According to Valentine, there are two primary reasons for such short lifespans: incorrect storage in areas which are open to weather patterns; and losses or damage caused by the incorrect forklift application.

“The simple act of inserting the forklift blades can cause significant damage when done so incorrectly.”



The correct procedure requires stopping the forklift, lifting or dropping forks to the correct height, aligning with the opening, and then slowly inserting the fork to the correct depth.

“Unfortunately, this procedure is not followed resulting in costly repairs or write offs of pallets. Such a cost is totally unnecessary and can be avoided. Real FMX identifies the individual concerns, alerts the specific incident and

its severity, records behaviour and provides full analysis of trends with individuals, despite them using several different machines.”

Valentine added that “if someone is getting away with damaging your pallets, product, building, racking or other machinery it is probably because they are allowed to. What other reason can there be if a system such as Real FMX exists to curtail such issues?”



### CHOOSE THE DRIVING FORCE IN FORKLIFT MANAGEMENT SOLUTIONS

Choose Real FMX - the number one name in Forklift Fleet Management Systems. A unique, customisable solution, it combines fleet management features, such as driver identification, immobilisation and run hour monitoring along with advanced engine, starter motor and transmission protection and battery management. Real FMX is in service with major forklift suppliers countrywide.

A product of: **TELEMATICS** Unit 8, Wareing Park, 2 Wareing Rd, Pinetown, 3610  
PO Box 1564, Pinetown, 3600 • Tel 0861 000 342 • Fax 0865 552 740  
[www.realtelematics.com](http://www.realtelematics.com)



# INDUSTRIAL SHOWCASE CAPE

THE CAPE'S LONGEST RUNNING INDUSTRIAL TRADE SHOW GOING BACK TO THE MID-80'S

## 15 – 17 August 2017

### CTICC

**Book your exhibition stand now**

The ideal opportunity to sell to serious buyers in an active buying mode

[industrialexpo.co.za](http://industrialexpo.co.za)

## CONTACT

Johnny Malherbe 021 685 0845 / 082 461 6037  
[jm@impactexpo.co.za](mailto:jm@impactexpo.co.za) or visit [industrialexpo.co.za](http://industrialexpo.co.za)  
[@capeshowcase](https://twitter.com/capeshowcase)





# Fabrinox Reorganization Yields Greater Efficiencies And Global Competitiveness

The 12 month reorganisation of Paarl based Fabrinox, manufacturers and fabricators of metal solutions, has placed the company in a more efficient and competitive position to address global markets.

The company has effectively divided itself into two distinct divisions occupying separate premises just a few kilometres apart.

The original 5 000m<sup>2</sup> plus 500m<sup>2</sup> warehouse premises in Jan van Riebeeck Drive occupied since the company's founding in 1993, is now the exclusive home to the company's manufacturing division, which concentrates on components and sub-assemblies, while the recently acquired similar sized site in Bergen Street concentrates on projects and installations.

Heading these two divisions are newly appointed mechanical engineers Pierré Duvenage, who looks after the manufacturing division and Retief Scheepers, who is responsible for projects and installations.

## Flexibility and Customer service outcomes

Managing director André Visser explained: "About 12 months ago we took

the strategic decision to embark on restructuring of the company to become more globally competitive by recognising the difference in production cycles between manufacturing and our project and installation activities. The separation of the two divisions has resulted in more efficient and effective management which translates into better customer relations, and the physical separation improves the flexibility and response time of both businesses" he said.

The company is a South African success story providing custom manufacturing, project management, procurement, technical advice, drawings and documentation of manufactured metal products to OEM multinational companies across six continents.

The manufacturing arm of Fabrinox produces high quality, high accuracy components from sheet and metal sections using bending, tube laser cutting and surface finishing. These components are delivered to OEM's or assembled into added value sub-assemblies using processes such as precision welding, cold forming and bead blasting.

The projects and installation business undertakes under licence manufactur-

ing, project management, commissioning and spare parts to OEM's and the division's six global installation teams get deployed to literally every corner of the globe including China, Russia, Denmark and the rest of Europe and countries in the Americas.

"As an example, one of our clients is based in Barcelona and supplies customers in Australia and in Europe, and their components and sub-assemblies are made here in Paarl!" commented Visser.

"Our manufacturing landscape is comprehensive - we serve industries as diverse as agriculture with milk processing equipment, food and beverages dispensers, components and assemblies for water treatment installations, transportation with specialized railway rolling stock, renewable energy with components for wind turbine towers, architectural and the building & construction sectors.

"Our decision to commit to internationally recognised quality management systems really opened the door to global markets and Fabrinox manufacturing and assembly procedures comply with:

- ISO 9001 QMS certification.
- Weld activities according to ISO 3834-2.
- Welding of Pressure Vessels according to SANS 347:2012 Appendix C.
- EN 15085-2 CL1 welding certification for railway vehicles and components.
- API 650 and PD 5500 manufacturing knowledge.
- Various welding procedures according to ASME IX, AWS D1.1 and ISO 15614-1 for Stainless Steel, Aluminum, Carbon Steel & Duplex materials."

## Investment focus

"In order to remain globally competitive, our culture is being open to self-examination and improvement - finding better ways of doing what we do!

That includes efficiency enhancement, process flow analysis & automation, repeatability, improvement of production processes using the latest equipment and methodology, and very importantly, continuous investment in youth through training and offering entry level employment" said Visser.

The company has close ties with Stellenbosch University offering reciprocal knowledge sharing and hands-on site visits for students and regards this institution in the same way as it respects and treats its other clients.

"We keep abreast of technology that affects our business and our clients operations by attending local and international trade shows and exhibitions and networking with OEM's. With a better understanding their business, makes us more able to focus on the products and improvements we can provide" he said.

## Output and the environment

The output for the Fabrinox operation is impressive and speaks volumes of the company's passion with efficiency. With a modest workforce of just 196, the company produces 45,000 components / month in stainless steel, carbon steel and aluminium.

And the environmental impact and sustainability aspects of Fabrinox business are not forgotten either. The roof of their manufacturing premises provides the platform for rainwater harvesting and PV panels in a grid-linked system which allows surplus power to be fed back into the grid. More than 400 000 litres of harvested rain water can be stored on site in a battery of tanks which provides for the total water consumption of the plant.

André Visser sees a bright future for the company with more investment in technology and a focus on strategic partnerships - particularly with multinationals eyeing the potential of Africa - as a partnership with Fabrinox is a gateway to the continent.



Pierré Duvenage – Division Head Manufacturing



Retief Scheepers – Division Head Projects



**COMPONENTS**

Sheet metal & tube laser cutting, bending and surface finishing.



**SUB-ASSEMBLIES**

Assembly of components with additional value adding, such as precision welding, coating, bead blasting etc.



**PROJECTS**

Under-licence manufacturing, project management, commissioning, procurement and spare parts.



**INSTALLATIONS**

6 x Global Installation Teams

**Custom Manufactured Solutions**



**FABRINOX™**  
Established 1993

FABRINOX offers complete manufactured metal solutions, which includes batch manufacturing, project management, procurement, technical advice along with manufacturing drawings and documentation within an ISO environment.



[www.fabrinox.com](http://www.fabrinox.com)



# Optimal heating applications



WHETHER preheating, post heating, flame straightening, flame hardening, flame brazing, fusing or hot forming, Lindoflamm flame solutions from Afrox ensure optimum performance at the lowest processing costs for precision manufacturing processes.

Lindoflamm flame solutions are a range of innovative preheating, flame straightening and heat-treatment solutions that provide optimal heat trans-

fer for the workpiece, reducing gas consumption, improving productivity and quality and reducing total cost. It also enhances safety on the factory floor.

At the heart of each heating installation is the burner with shapes and capacities that can be modified to the customer's application and are matched with the right fuel gas mixture. The special burners can be customised to create the perfect fit for every heating application.

The heating solutions can be semi- and fully-automated and are tailored to customer's requirements. Components and additional services can be offered from automatic ignition to monitoring, temperature control and documentation.

Unlike slow burning fuel gases, the Lindoflamm burners operate with acetylene and compressed air. The main heat contribution sits in the primary zone of the flame. This helps to direct the heat to the actual area to be preheated where very little heat is deflected off the plate.

Preheating can prevent cracking and ensure specific mechanical properties and must be used whenever specified by applicable codes.

Industry applications where Lindoflamm offers quicker preheating times include stationary pre-heating before welding and cutting (handheld pre-heating), maintaining interpass temperatures, preheat required where low alloy steels are used from minimum plate thickness of 30mm upwards,

and flame straightening or hardening.

The Lindoflamm equipment is part of Afrox's acetylene offer which supports the fabrication industry in the market place. Acetylene is the ideal fuel gas when efficiency, precision and accuracy are required as it produces the highest flame temperatures, providing rapid and concentrated heating. Acetylene also has the highest flame propagation rate, increasing thermal efficiency.

"The introduction of Lindoflamm torches and burners has been one of the most innovative developments in the South African welding and cutting industry for some time," says Hennie van Rhyn, Application Development Manager: Cutting, Heating and Safety, Afrox.

Trials conducted for customers have achieved significant cost savings, compared with existing liquefied petroleum gas heating applications. Caption:

Lindoflamm is a range of innovative preheating, flame straightening and heat-treatment solutions.

## THE SPECIALISTS IN LASER CUTTING

Also providing CNC bending, brushing, drilling and tapping services



[express@sl.co.za](mailto:express@sl.co.za) 24 HOUR CUTTING SERVICE

TERMS & CONDITIONS APPLY



Tel 021 951 7733 Fax 021 951 1920  
Email [info@sl.co.za](mailto:info@sl.co.za) Website [www.sl.co.za](http://www.sl.co.za)  
Address Laser Park, Sacks Circle, Bellville South, Cape Town



## Saw blades make light work of steel and wood



## Often copied, but never equalled

### Vitemax

Vitemax puts premium quality welding in your hands. Vitemax has been Africa's leading premium rutile electrode for over 40 years. Delivering the perfect weld with a smooth and low spatter performance, ease of strikeability, arc stability and excellent slag release. Vitemax - often copied, but never equalled.

African Innovation. German Precision.



**AFROX**  
A Member of The Linde Group

Customer Service Centre: 0860 020202 Email: [customer.service@afrox.linde.com](mailto:customer.service@afrox.linde.com) [www.afrox.com](http://www.afrox.com)

THE new Progressor for Wood and Metal series of Sabre saw blades from Bosch allows efficient cutting of various building materials by professional tradespeople carrying out demolition and renovation work.

"In construction, hardened and high-alloy steels such as stainless V2A, V4A or duplex steel are being installed increasingly in combination with wooden components," says Campbell Mhodi, Senior Brand Manager, Bosch Power Tool Accessories.

New to the range is a 200mm blade for cutting through profiles and pipes with larger diameters of up to 150mm. The existing 115mm and 150mm long blades have been optimised to cover a wider range of applications.

The carbide range from Bosch also includes Sabre saw blades for drywall materials, such as cement-bound fibre boards, aerated concrete, poroton bricks, and cast iron.



# Adding value, cutting costs

IN July 2016 Qinisa Steel Solutions acquired a BLM Adige LT Fibre tube laser from local distributors First Cut.

“We chose BLM and First Cut on the strength of our previously positive experience with them at BSI Steel. During installation, commissioning and training phases, we were pleased with the professionalism and unstinting assistance which both companies afforded us,” says Jerry Govender, Managing Director, Qinisa Steel Solutions.

“It is an equally important first step on a journey which will see us providing a complete

range of high-quality steel processing options throughout the South African industry.”

Qinisa Steel Solutions focuses on supplying infrastructure development projects in the renewable energy sector, as well as in the rail, automotive, mining, and power generation sectors. The new fibre tube laser will play a pivotal role in offering a technologically-superior service to its customers.

The company’s steel processing capacities include band saw-cutting, CNC beam and structural steel drilling, fabrication and managing hot dip galvanising after

primary processing.

“Fibre tube laser is revolutionising the laser cutting industry globally – and now in South Africa – as it reduces processing times to a fraction of those of conventional carbon dioxide (CO<sub>2</sub>) lasers. In addition, with electricity being a major input cost in manufacturing, fibre tube laser cuts power consumption by approximately 50%,” adds Andrew Poole, Managing Director, First Cut.

“The fibre tube laser offers the highest cutting precision, quality and consistently repeatable accuracy in thin to medium wall thickness tube processing.

## Welding – the miracle career

There is no better career choice for a young man or woman than welding. It offers a wide variety of activities from inspection to administration through to actual welding in a host of different applications. And most importantly, with a welding qualification, you’re certain to get a job.

So, see below for a list of our many courses and contact us for more information on how to bring a miracle into your life.



### Courses offered by the SAIW

Welding Quality Control; Welding Inspection; Welding Coordination; Codes of Construction; Heat Treatment; Competent Persons; Welding Symbols; Welding Metallurgy and Failure Analysis; Practical Welding; Non-Destructive Testing – Visual Testing, Magnetic Testing, Penetrant Testing, Eddy Current Testing, Radiographic Testing, Ultrasonic Testing.

For further details refer to the Course Prospectus on our website.



Oil and Gas Industry

Refineries

Inspection and Control

Automotive Industry

Railway Industry

Construction Industry

## Off with a blast!



The winners of the SAIW Welding Challenge: Philippus Terblanche and Houston Isaacs.

THE new-look SAIW Welding Challenge, which comprises the Youth and Senior competitions, took place at the end of 2016 at the head office of the Southern African Institute of Welding (SAIW) in Johannesburg attracting more than 40 competitors from all around the country.

The winner of the Youth Challenge was Philippus Terblanche and the title of Senior Welding Challenge went to Houston Isaacs, who was also a previous winner of the Youth Challenge.

“I’m over the moon,” says Isaacs. “I will now compete overseas representing my country and am looking forward to doing well.”

Isaacs received R15,000 and will represent South Africa at the IIW Arc Cup in Shanghai later in the year.

Terblanche also won R15,000 and will compete with the Youth Challenge’s two runners up at the WorldSkills national competition. The winner will represent South Africa at the international competition in Abu Dhabi in October.

“The [new] format worked extremely well and I have no doubt that both the number of participants and the standard will continue to grow and,” says

few years ago and shows what is possible for South Africa to achieve in the welding industry. I was also pleased with Terblanche’s effort and look forward to him making great strides in the future.”

“[South Africa] has enormous potential in terms of [our] welding expertise and our competition will help to realise this. Thanks to Nell, our sponsors and all those who made the SAIW Welding Challenge happen,” concludes Sean Blake, Executive Director, SAIW.

Etienne Nell, SAIW and appointed by WorldSkills South Africa as the South African National Expert.

“[Isaacs] won the Youth Challenge a

### EXELTOP™ Trust in Performance



Air Liquide Southern Africa  
Tel: +2711 389 7000, Rolf Schluep (Welding & Cutting Manager) +2711 389 7095  
Or contact us online at [www.airliquide.co.za](http://www.airliquide.co.za)



#### ENSURE SUPERIOR RESULTS

EXELTOP™ combines the best of our experience and technologies into an advanced built-in regulator for shielding gas cylinders.

Innovation is our focus at Air Liquide; we are driven to ease your work and assure your safety and earn more.

Gas flow stability & accuracy for high performance gas operation

- A quick and safe connection every time
- Intuitive design, easy to use
- Built to resist with strengthened guard





# Gold from the ocean

THE Western Cape's fledgling farmed abalone industry is meeting only half the international demand for this premium-priced seafood delicacy.

Anthony Clark, An-

alyst, Vunani Securities puts international demand for South African grown abalone at around 2,000t a year with local producers only able to supply around 1,000t.

The latest annual report by Hermanus-based Abagold seems to strongly underwrite this contention. In the year-to-end June the company generated turnover of R188m from

annual production of 565t of abalone.

Operating profit was 55% higher at R44m, reflecting a rich operating margin of 34%. Most impressive however was that Abagold

pumped out R51.5m in operating cash flows, which underpinned a generous dividend to shareholders.

Aside from Abagold, there are two other significant play-

ers in the farmed abalone sector – I&J and Premier Fishing.

There is not a surfeit of information available for Premfish or I&J's abalone operations. What we do know is that AEEI's Marine Grower's Gansbaai-based operation made R40m in revenue in its last financial year at a decent margin of around 33%. I&J's abalone operation at nearby Danger Point – according to its website – has the capacity to produce more than 300t per annum "with future projections well in excess of this volume".

Thankfully the Abagold annual report offers a rare insight into the mechanics of this specialised seafood niche.

Timothy Hedges, Managing Director, Abagold says the company achieved record sales of 406,7t of "live equivalent abalone".

He notes though that due to depressed economic conditions globally (especially in China), the dollar selling price declined slightly to US\$29,34/kg. This represented a decline of 3,8% from last year.

According to Hedges Abagold was fortunate that the lower dollar prices were offset by a 22% weakening in the Rand exchange rate. This "windfall" did not mean Abagold placed reliance on the weakening Rand for a sustained improvement in profitability.

Backing up these comments, Hedges points out that cost control remained a key focus area.

Although production cost and total cost per kilogram did increase in line with inflation, Hedges says this area remained the company's greatest opportunity to improve efficiencies and overall profitability.

The performance of Abagold's hatchery has been encouraging with the number of spat produced in a year increasing by a whopping 77,2% to 12,49 million spat.

What is also impressive is that Abagold is successfully extending its markets.

Hedges notes that over the past year the company's marketing teams targeted additional geographical markets beyond the traditional port-of-call Hong Kong, an these now include Singapore, Japan, Korea, Taiwan, Thailand and Malaysia.

"Although over 75% of the volume is still sold in Hong Kong, the other regions have experienced double digit growth and continue to offer new and innovative opportunities."

In terms of bolstering revenues and profits the year ahead looks very promising.

Hedges says that Abagold's Sea View, Amaza and Bergsig production pipelines were at full capacity.

"With better size distribution, planning and efficiencies, there is an expectation of significantly reduced costs on these mature farming units."

He stresses that as part of this process, some redesign and engineering on the older sites might be required to deliver the efficiencies currently being experienced on the modern Sulamanzi operation.

"Further productivity improvements in the formulated feeds, selection programme and innovative husbandry practices can be expected."

The company's management team was confident the current demand for abalone would improve and be able to continue the strong sales growth experienced in 2016.

"[A] focus on dollar sales price increases will have a positive effect on 2017 results."

The company's confidence in an upward sales trajectory is shown in the decision to make an initial capital investment in an abalone farming project in Oman. The investment has been made in a joint venture partnership with Muscat Overseas Company (MOC) from Oman.

"The initial investment in this first phase aims for a limited volume operation. However, the planned infrastructure will support further phases towards the full implementation of a 500t farm by 2021."

## Keep your vessel on the water for longer.



You can rely on a Cat® Marine expert near you, thanks to our worldwide dealer network of support. Help maintain a successful business starting with your engine through scheduled services and genuine Cat Parts.

For more information call 0860 898 000 or visit [www.barloworldpower.com](http://www.barloworldpower.com)

**BUILT FOR IT.**



© 2016 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, BUILT FOR IT, their respective logos, "Caterpillar Yellow," the "Power Edge" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.

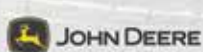


**PENINSULA POWER PRODUCTS**



Tel: (021) 511 5061  
Tel: (041) 484 6378  
[penpower@mweb.co.za](mailto:penpower@mweb.co.za)  
[www.penpower.co.za](http://www.penpower.co.za)

**MARINE & INDUSTRIAL: DIESEL ENGINES · GEARBOXES · GENERATORS**





# Fragmentation of the deep-sea trawling industry

“FURTHER fragmentation of the deep-sea trawling industry will come at the expense of beneficiation and jobs.”

This is the view of Johann Augustyn, Secretary, South African Deep-Sea Trawling Industry Association (SADSTIA) in a press statement issued ahead of the review of the allocation of rights to the inshore trawl fishery for hake and sole.

Although scheduled to begin in the Cape High Court in February, the hearing was postponed until April.

“The Department of Agriculture, Forestry

and Fisheries (DAFF) will allocate long-term rights to the deep-sea trawling industry in 2020. If further fragmentation is forced on the industry by DAFF, the number of jobs created by the new entrants starting from scratch will in no way compensate for those that will be lost on the vessels and in the factories of the established fishing industry.”

“Smaller quotas will result in less profitable factories, less beneficiation and therefore a reduction in the amount of South African hake that is sold to international retailers.”

SADSTIA represents the interests of 46 trawling companies with investments of R5.9bn.

The allocation of rights to the inshore trawl fishery – which catches hake and sole on shallow grounds off Mossel Bay and accounts for about 10% of annual hake landings – is considered to have signalled the degree of restructuring the government intends to apply when long-term rights are allocated to the much larger deep-sea trawl fishery in 2020.

However, the rights allocation was success-

fully interdicted by Viking Inshore Fishing on 3 January 2017, resulting in a temporary suspension of fishing in the R700m per year inshore trawl fishery.

Viking Inshore Fishing is a medium-sized, diversified fishing company that lost 60% of its inshore hake quota in the allocation. Its quota, and those of other established right-holders, was cut to make room in the fishery for 12 new entrants.

Augustyn emphasised that over the past 25 years the deep-sea trawling industry has restructured its ownership to the point where

46 small, medium and large companies hold a stake in the fishery that prior to 1990 was completely dominated by five large companies.

A recent study by the independent research and empowerment ratings agency, Empowerdex, pegged the industry’s black ownership at 62.36%.

“This industry has transformed and we believe there is no fur-

ther need for social engineering. The market and usual laws of economics should be allowed to play their roles to achieve the maximum benefit for all stakeholders, including employees in the industry and employees in supporting industries.”

SADSTIA states that the deep-sea trawling industry sustains 7,050 good jobs with employee benefits

and opportunity for career progression. The jobs are all in coastal areas (Cape Town, Saldanha, Gansbaai, Mossel Bay and Port Elizabeth) where job opportunities are generally scarce.

“Our fishery lands about 140,000t of fish every year and generates sales of approximately R5bn and so the stakes are extremely high,” concludes Augustyn.

## Will overpopulation eventually overcome the fishing industry?

EVEN moderate United Nations (UN) scenarios suggest that if current population and consumption trends continue, by the 2030s we will need the equivalent of two Earths to provide the resources we use and absorb our waste.

Turning resources into waste faster than waste can be turned back into resources puts us in global ecological overshoot, depleting the very resources on which human life and biodiversity depend.

The result is collapsing fisheries, diminishing forest cover, depletion of fresh water systems, and the build-up of carbon dioxide (CO<sub>2</sub>) emissions, which creates problems like global climate change. These are just a few of the most noticeable effects of overshoot.

According to National Geographic the fishing industry worldwide remove more than 77 million of wildlife from the sea each year. Many scientists fear a collapse of the world’s fish populations if fishing continues at this rate.

South Africa consumes more than 300,000t of fish annually, half of which is locally caught, of which 70% is hake and sardines.

The South African Deep Sea Trawling Industry Association (SADSTIA) statistics state that 95% of its catch is landed in the Western Cape, with annual hake catches alone in the region of 145,000t per annum. The industry generates annual sales exceeding R5.4bn, with total foreign exchange earnings of R3.5bn.

It employs more than 7,000 people and pays wages of close on



R1bn per year. Overall though, South African fishing provides direct, indirect and informal employment for over 30,000 people across the 22 industry sectors.

Fishing is big business, a job creator and a provider of highly nutritious food.

While several industry players have generally responded to often controversial legislation, regulation and quotes in efforts to protect fish stocks (and also vested interests), and encourage universal access in recent years, monopolistic practices (in the case of the horse mackerel catch) and overfishing is a constant threat from both local and foreign operators.

Policing our extensive waters and thousands of kilometers of coastline with limited resources is always going to be challenging and reports from Feike, a natural resources advisory consultancy based in Cape Town, suggest that our famous West Coast rock lobster stocks may be on the verge of complete collapse.

Shaheen Moolla, Managing Director, Feike states that the headline numbers for the fishery appear desperate.

“The Department of Agriculture, Forestry and Fisheries (DAFF) proposed that the total annual catch (TAC)

of rock lobster be cut by no less than 30% for the coming season to a global TAC of 1,270t. The proposal was to further cut the TAC in 2017/2018 to 790t – that is a further 37% cut equating to a 70% cut in catch allowances and income in 24 months. This however hasn’t happened as consideration was given to the economic hardship such a move would cause in west and southern Cape coasts villages and towns.”

Moolla continues that these measures need to be implemented short term if we are to avoid a complete biological failure of the stock in three to five years’ time. Rock lobster has already been downgraded to Red status by WWF’s South African Sustainable Seafood Initiative (SASSI), which means that local restaurants, hotels and seafood retailers are discouraged from selling the famed kreef. Consumers and tourists are also advised to refrain from purchasing lobsters.

“The biggest threats to the fishery are over capacity (too many quota holders exploiting smaller and smaller quotas) and poaching by both right holders and non-right holders.

“But as catches have reduced (and quotas may be reduced further over the next two

seasons), poaching has skyrocketed. According to the DAFF, illegal fishing has doubled over the past three years. Observing lobster vessels in Hout Bay harbour tells you that poaching is in fact normal. The landings of undersized and illegal catches are par for the course,” he explains.

“Illegal lobsters in bags are sold openly in Paternoster, but large “legitimate” operators in the lobster fishery are themselves complicit in the illegal trade. So while the “interim relief” lobster fishers of Paternoster have been over-catching by an average of 90t a season over the past two seasons, the question that we should be asking is: who is buying, processing and exporting these illegal harvests?”

Moolla suggests that if we are going to seriously contemplate a lobster recovery the DAFF will have to do three critical things immediately:

- Deal with illegal fishing by quota holders and non-quota holders.
- Reduce the number of people catching lobsters, particularly in the commercial fishery sector.
- Overhaul the entire compliance management strategy.

“Right holders who are implicated in illegality, such as serious permit violations, must be immediately subjected to criminal processes. Administrative penalties must include the termination of their lobster fishing rights and these persons should be disqualified from subsequent fishing rights allocation process,” he concludes.

# VOLVO PENTA

# D13

## UNBEATABLE IN TORQUE AND FUEL EFFICIENCY

Do you think that advanced, electronically controlled diesel engines are not heavy duty? Think again.

The new Volvo Penta D13 MH is your investment in uptime and a sustainable tomorrow.

www.volvopenta.com

**PREMIUM PERFORMANCE  
FOR MARINE PROFESSIONALS**

Southern Power Products (Pty) Ltd - 76 Marine Drive, Paarden Eiland 7420  
Tel: 021 511 0653 | Fax: 021 510 3049 | sales@southernpower.co.za



# Up and away: The allrounder among loaders

TELEHANDLERS are the allrounder among loaders. Sturdiness, efficiency output and operator-friendliness are focused on during their design and development.

With a finely tiered selection of telehandlers up to 9m in stacking height, Wacker Neuson recently demonstrated the TH627 – the successor to the TH625 – and all machines in the 7m to 9m class.

They all have a new engine in common, which is in keeping with the latest technological developments. This

includes installing an engine of exhaust emission stage 4 in the telehandlers with a stacking height between 7m and 9m. This meets the strict emissions regulations, such as those for the urban sector.

The TH627 is equipped with an engine that meets the requirements of exhaust emission stage 3B.

With the TH627, Wacker Neuson moves into the popular 2x2m class, which owes its name to the compact dimensions with a height of 1.98m and a



width of 1.96m.

With its high level of maneuverability, the compact telehandler is a valuable helper on tight construction sites. It is

a versatile helper with a stacking height of nearly 6m and a payload of up to 2,700kg.

The new hydraulic system with 90l/min

discharge volume, an electro-hydraulic pilot control and a load-independent flow distribution (LUDV) make it possible to control the machine accurately.

The automatic bucket return, an adjustable oil volume for all hydraulic auxiliary control circuits, as well as energy-efficient LED work lights are optional.

For all new telehandlers, the three types of steering of front axle steering, all-wheel steering and crab steering are available for greater mobility. Using the front

axle steering, the telehandler can move safely in traffic while the all-wheel steering allows for an extremely small turning circle. The crab steering helps during parallel displacing of the machine.

The standard, variable drive system provides for high-propulsive power and comfortable working. More efficiency in application and comfort for the operator is achieved through the end position damping in all cylinders, the material losses are minimised and the comfort level is increased for the operator due to the very sensitive steering. The automatic bucket return

is optional on all models and allows for faster work cycles. The panoramic cabin provides for the best-possible view of the attachment and more safety on the construction site.

In order to guarantee the best possible protection of the operator and machine with maximum efficiency of the sequence of operations at the same time, all telehandlers from Wacker Neuson are outfitted with the innovative vertical lift system (VLS).

The VLS prevents the machine from tipping over in the longitudinal direction due to overload, without affecting the operating speed.

## JCB

INDUSTRIAL EQUIPMENT



DISTRIBUTED BY

THE EIE GROUP



CONTACT

Dean Burch: 083 603 0591  
Pierre Etsebeth: 076 984 0030

[www.eiegroup.co.za](http://www.eiegroup.co.za)

## Infrared control system for cranes



*Control of the crane is more convenient because the transmitter does not need to be pointed at the sensor at distances of up to 15m.*

THE latest infrared technology for the remote control of cranes is available locally from Demag Cranes.

“Demag DIR represents the latest generation of infrared control systems for cranes,” says Richard Roughly, Senior Manager: Sales and Marketing.

The rugged handheld transmitter housing is identical to that used for Demag radio controls, with the same keypad for both radio and infrared transmission.

DIR handheld transmitters are available in two sizes for two-stage control, namely with six buttons (DIR 6) and ten buttons (DIR 10). Comparable with radio control systems, up to ten crane installations can be controlled in an enclosed area.

For multiple transmitter operation, switch-over between transmitters is monitored to ensure that the control system and crane are clearly assigned to each other. A high-contrast bi-colour display gives a clear overview of device and warning information.

This provides a high level of safety, enhanced further by an integrated vibration alarm and stop function (in accordance with Category 3, Performance Level D, EN 13849-1). High-performance rechargeable batteries allow for a 30-hour operating period, with a single charge. The unit can be charged conveniently on an optional inductive charging station.

Control of the crane is also more convenient because the transmitter often does not need to be pointed at the sensor at distances of up to 15m. This is made possible because the rays from the high-performance LEDs are reflected by the surroundings.

“This range of features makes the Demag DIR infrared control system not only suitable for the safe and reliable wireless control of industrial cranes, but it can also be used to control suspension mono-rails, transfer carriages and other materials-handling equipment,” concludes Roughly.



# New low-cost crane launched

KONECRANES recently launched a new economically-priced overhead crane. The CXT UNO is based on their existing CXT hoist, and delivers many of the industry-leading strengths of the CXT.

It combines a strong range of features based on a simpler set of components and technical solutions compared to existing CXT products. This straightforward design, together with easy access to spare parts, means that the CXT UNO is easy to maintain.

The reliable crane is designed for everyday lifting and can be offered at a competitive price without compromising on quality.

The CXT UNO crane has a radio controller and it can lift up to 10t and has inverter-

based bridge travelling, two-speed for trolley travelling and hoisting movements. It is sold and delivered as a pre-designed package with a selection of functions and limited options.

“The CXT UNO is important for us in today’s market because it expands our product offering into a segment where we haven’t been present before,” says

Knut Stewen, Director Africa and Managing Director, Konecranes South Africa.

He went on to say that “the CXT UNO offers customers in this category access to our quality and reliability at a very reasonable price in what we believe is an attractive and competitive overall package. We are very confident that it

will be a very popular crane in southern Africa”.

Capable of lifting loads up to 10t up to 9m off the ground, the CXT UNO features a two-speed hoisting and travelling design with a fixed pendant controller, tagline festooning, compact single-girder construction, and can operate over spans of up to 20m.



## New crane for wind farm lifts

JOHNSON Crane Hire recently acquired a new hydraulic crawler crane specifically manufactured to handle lifts within wind farm applications.

This is a perfect example of how we were able to implement an application specific solution,” says Cornelis Grotius, General Manager: Heavy Lift Division, Johnson Crane Hire.

The most significant feature of the 1,200t Liebherr LTR 11200 is that it is a large hydraulic boom crane mounted on a narrow track crawler crane undercarriage making it possible to relocate the crane in a short space of time without having to dismantle the crane.

“It is the ability of this crawler crane to move along a fairly narrow road between the wind turbines that made it most attractive.”

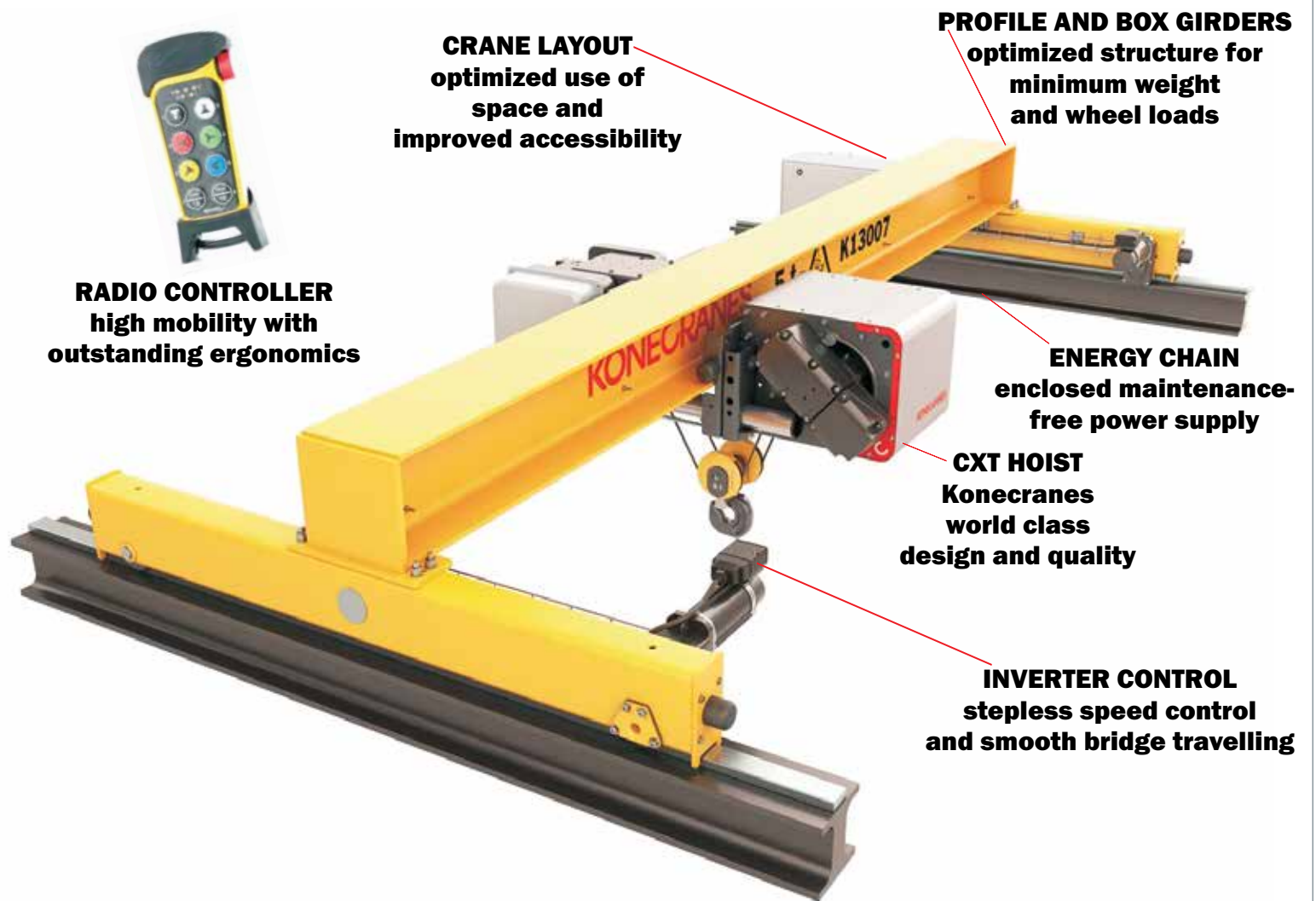
When the crane arrives at the installation site, the outriggers are fully extended which provides the stability and capacity to lift the wind turbine components. Components include the tower sections, nacelle and rotor consisting of the hub and the three blades.

The prime advantage of being able to rapidly relocate between installation pads will result in significant savings in time and associated costs.

This is a major time saving when compared to the ten to 20 hours required for the relocation of a lattice boom crane that would have been used previously for this type of project.

# DECADES OF EXPERIENCE IN ONE AFFORDABLE PACKAGE

# CXT UNO



**RADIO CONTROLLER**  
high mobility with outstanding ergonomics

**CRANE LAYOUT**  
optimized use of space and improved accessibility

**PROFILE AND BOX GIRDERS**  
optimized structure for minimum weight and wheel loads

**ENERGY CHAIN**  
enclosed maintenance-free power supply

**CXT HOIST**  
Konecranes world class design and quality

**INVERTER CONTROL**  
stepless speed control and smooth bridge travelling

- COMES WITH THE ACCLAIMED KONECRANES ENGINEERING & QUALITY
- VALUE FOR MONEY
- EASE OF MAINTENANCE
- COMPONENTS DESIGNED FOR LONG LIFE
- BRINGS SAFETY & RELIABILITY TO YOUR WORKING PLACE

**KONECRANES**  
www.konecranes.co.za

Contact our Cape Town branch: tel 021 557 5541 \* cell 071 600 8356

Markus.labuschagne@konecranes.com \* www.konecranes.co.za

Branches in Johannesburg, Durban, Port Elizabeth, Witbank, Klerksdorp, Maputo, Richards Bay, Rustenburg and Ngodwana



HBPR/K116



## Head gaskets range expanded for commercial diesel engines

FEDERAL-Mogul Motorparts recently announced the expansion of the FP Diesel ML7 multi-layer core head gaskets range, which now includes popular commercial diesel engines used in mining, construction and other demanding applications.

ML7 head gaskets are engineered and manufactured to withstand significantly higher combustion pressures and temperatures, and to accommodate increased vertical and lateral motion between the engine block and cylinder head.

Now available for Caterpillar C15, Cummins ISL, QSL, ISX, QSX and M11, and Detroit Diesel 50 and 60 Series engines, FP Diesel ML7 head gaskets incorporate three solid steel cores sandwiched within an advanced graphite composite material.

The multiple layers are tied together through precisely engineered perforations in



the graphite material and an intermediate, secondary sealing layer. Each gasket's steel core reinforcement helps ensure optimal compressed thickness for improved combustion, better fluid sealing capabilities and superior heat resistance for high output engines.

Federal-Mogul Motorparts' engineers designed each gasket to achieve optimal load balance between all component materials, including the gasket body and combustion armour.

The wire used in the combustion armour is manufactured from a copper flash-coated, low-carbon steel that better absorbs stress without cracking, compared to commonly used stainless steel wire.

Each gasket also features a proprietary moly coating to address the conformability demands of the variety of surface finishes found in the engine rebuild service environment. This coating helps seal imperfections in the head and block

mating surfaces and allows the gasket to adapt to controlled casting motion.

It also ensures a no-stick release for future engine work.

"A gasket's ability to accommodate rising pressures and temperatures, as well as increased casting motion, has become increasingly important as original equipment manufacturers (OEMs) reduce overall engine mass and boost cylinder efficiency," says Frank Plojda, Director, Off-Highway/ Heavy Duty: EMEA, Federal-Mogul Motorparts.

"Commercial engine rebuilders look to

Federal-Mogul Motorparts and the FP Diesel brand for the latest and best engine sealing solutions. The ML7 design helps our customers maximise engine durability and productivity in an age when their equipment is being operated in extremely harsh conditions."

## Self-erecting crane launched

SA French reports that Manitowoc has launched the Hup 40-30 – the second model from the new Potain Hup range.

According to Jean-Pierre Zaffiro, Global Product Director: Potain, Manitowoc the Hup 40-30 represents a new era in self-erecting cranes, with technologies enabling more versatility than ever before.

"We are at the forefront of self-erecting crane development. We have introduced several new features that will increase speed, efficiency and versatility for our customers," says Zaffiro.

The Potain Hup 40-30 has a 40m jib and boasts 16 configurations enabling it to be easily adapted for a range of job site applications. The crane has a maximum capacity of 4 tonnes, while it can lift 1t at its jib end of 40m.

As with the Hup 32-27, the new Hup 40-30 features a telescopic mast for a range of working heights.

This design boosts the height under hook attainable by the crane to 25,6m in its low position, and 30m when

extended to its greatest height. The logistics are also improved, as no extra mast is required to install the crane.

Further versatility is delivered with the crane's luffing jib that offers three positions: horizontal, 10° and 20°. These options give the crane a height under hook range of 20m to 40m. Shortening or extending the jib is a swift and straightforward operation, with the Hup 40-30 offering convenient configurations for both short and long jib lengths.

Agility on the job site is a key consideration for the new range. The Hup 40-30 has a high-performance slewing radius that allows it to be positioned closer to buildings. With a transport package that is only 14m long when folded, the Hup 40-30 is easy to move from job site to job site.

"Customers will benefit from even greater flexibility and adaptability with these new designs and technologies, enabling them to cover a much wider range of jobs with a single machine." Operator efficiency on

the Hup 40-30 is maximised through Manitowoc's remote control unit, which features a large, coloured screen with easy-to-use navigation and optimised ergonomics for operator comfort.

The Smart Setup software delivers on-screen step-by-step information during crane erection and enables automatic folding and unfolding of the crane from the remote.

The Hup 40-30's hoist unit features Potain's high performance lifting (HPL) technology delivering impressive lifting speeds.

The high performance slewing (HPS) technology enables load moment optimisation, even as the crane swings. Integrated maintenance warning indicators also support crane maintenance throughout its lifecycle.

Additionally, the Hup 40-30 features a new power control function. With this technology, the crane is able to operate via a wide range of power inputs, including from low-level power supplies.

**500,000**

**Reduced loads.  
Longer service life.**

### The Demag V-type girder – less is more.

Thanks to the high quality of manufacture, efficient, light-weight design and reduced oscillation characteristics, the crane and components are exposed to reduced loads. The lower wear makes a noticeable difference in terms of cost efficiency. Whereas a comparable box-section girder will manage some 200,000 changes of load, a Demag V-type crane will easily manage more than 500,000 changes of load, delivering more than double the service life.



**DEMAG**



## Making short work of hotel alterations

WHEN work was required on the large incoming water main and hot and cold water distribution pipework at a Cape Town hotel Grinstead Plumbing was called.

"We understand the necessity to ensure that any alterations should not inconvenience the guests," says Stanley Frenchman, Contracts Manager, Grinstead Plumbing.

"The work involved cutting in to the hotel's 110mm diameter water services pipework. A water meter had to be installed on the incoming main from the street, two isolation valves were needed from the boiler room and the hotel required a water meter to be installed on the hot water line."

All the reticulation pipework in the

hotel is copper, so traditional methods of soldering pipe fittings have distinct disadvantages. Also, all the water had to be drained from the system to ensure a perfect leak-free joint.

Pipe materials, dimensions and installation are the deciding factors for the preservation of hygienic water quality and the precision engineering found in the Profipress copper system achieves permanent professional results.

"The Profipress system with slip collar fittings worked a treat as the work was completed within a few hours at night with no inconvenience to guests, and we didn't have to drain the whole system or shut down the boiler," concludes Stanley.

# Light tower provides efficiency on the move

CHICAGO Pneumatic has launched its seventh light tower. Equipped with wheels and featuring high-efficiency LED lamps with specially-designed optics to maximise light coverage and brightness, the new CPLT H6LED offers greater luminosity and improved transportability with the goal of reducing overall operational costs.

The combination of efficiency, toughness and portability ensures that the new models can meet the demands of applications including construction sites, events, rental and oil and gas.

The arrival of the new light tower follows the successful launch of the CPLB2LED

light tower. The CPLT H6LED is the fourth LED light tower in the portfolio.

The three other LED models are the electrically-powered CPLB2LED, the diesel driven CPLT V15LED, and the diesel driven box frame CPLB6 light tower.

The CPLT H6LED is equipped with four 350W high-efficiency LED lamps, which are equivalent to four 1,000W metal halide lamps. The effect is to maximise coverage up to 5,000sqm, while reducing fuel consumption by up to 70%.

Longer refuelling intervals are enabled by a 130l fuel tank that supports run times of up to 185 hours.

The stamina of the light tower is enhanced by IP67 protection of its LED lamps, which offer up to 30,000 hours

of life before replacements are required.

An optional Lc1003 digital controller provides mast and photocell control and enables alerts to indicate any incidence of low oil pressure, high temperature or engine problems, which can help reduce operational and maintenance costs.

The CPLT H6LED features a galvanised hydraulic 7m mast, plus four heavy-duty stabilisers, to ensure reliability and operator safety. Both of these are essential in the challenging conditions in which light towers are likely to operate.

Easy transportation and service have also been factored into the design of the new light tower, which has a compact frame and offers simple access points for maintenance work.



## Robust pressure-resistant sensors

THE new MFH series sensor is suited for flush mounting in various steels. With its 1.8mm sensing range it shows reliable switching characteristics.

The new operating principle of this unit is based on a magnetic-inductive technology that detects only ferromagnetic metals (steel). It is sealed by means of an O-ring and a supporting ring towards the pressure area.



Besides use in hydraulic cylinders, the sensor is also ideal for other hydraulic components such as valves or pumps. Furthermore, it is used in mechanical

engineering processes (in plastic injection moulding or process industry applications).

The MFH with its standard M12 housing can be installed and adjusted on many different hydraulic cylinders – most cylinder types are covered by only one sensor. Due to its end stop, the M9H allows quick mounting.

The processing and installation time is reduced if the same cylinder type is used.

## 2017's game plan

BUILDING on their achievements at Electra Mining Africa 2016, SMC will be exhibiting at ProPak Cape taking place at the Cape Town International Convention Centre (CTICC) from 24 to 26 October 2017.

Adrian Buddingh, General Manager, SMC South Africa is optimistic about 2017.

"Much like last year, we will continue to engrain the SMC brand in the local market whilst promoting the eminence associated with Japanese design," says Buddingh.

True to its founding culture and open door approach, SMC South Africa's showroom, manned trade counter, warehouse facilities and fully-operational local production facilities are open and ready to welcome visitors at

any time during business hours.

A number of long-standing employees from the UK have been contracted to South Africa to ensure that the team is aligned with international standards in manufacturing and in doing business.

"In creating a local culture, I have, together with the team, established a local mission and vision which will once again be carried out in 2017 and beyond."

"In establishing our local values, we challenged each team member to come up with a proposed value for SMC. These have been put up in the office and I am proud to say that the team works towards these every day," Buddingh explains further.

"As we continue to push the envelope and

create change in the industry, we believe that this will once again be another big year for us wherein we continue to build on and achieve our objectives, so keep watching this space," explains Buddingh.

"Much like in 2016, this year will once again see us striving to create an open, engaging and dynamic environment in which we collaborate with our customers and partners to not only deliver on our promises and products, but to constantly innovate, grow, challenge, learn and collaborate together".

With its total customer satisfaction philosophy underpinned by its status of "world market leader in pneumatics, the industry has high expectations of SMC and the company has worked hard to deliver".

## driving Africa's technological revolution



## Hydraulic technology from a single source

The Hytec Group of Companies is Africa's leader in drive and control technology. We are committed to quality as a single-source supplier of fluid power and automation solutions throughout the African continent.

With experience spanning all industries, from marine and mining to automotive and industrial plants, Hytec brings you world-class products and reliable service.

Johannesburg: (011) 975 9700  
Cape Town: (021) 551 4747  
Durban: (031) 780 2000  
African enquiries: (011) 573 5400

Web: [www.hytecgroupp.co.za](http://www.hytecgroupp.co.za)  
E-mail: [info@hytec.co.za](mailto:info@hytec.co.za)



A Member of the Hytec Group of Companies





## Learn how to ship lithium batteries

LITHIUM batteries, which are commonly used in devices such as mobile phones, laptops, PDAs, watches, cameras and children's toys, are classified as Dangerous Goods under IATA DG Regulations, since charged battery shipments may overheat and ignite under certain conditions.

FedEx implement measures so shipments containing lithium batteries are correctly handled from when they are tendered at the origin to when they are delivered to their final destination.

Being classed as Dangerous Goods, when shipped, lithium



batteries must be correctly identified and classified, and in some cases be packaged, marked, labelled and accompanied by a Shipper's Declaration for Dangerous Goods under the IATA DG Regulations.

Important to note: Effective 1 January 2017, FedEx will no longer accept UN3090 and UN3480 lithium batteries tendered to them as IATA Section II. Instead, these ship-

ments must be tendered as fully-regulated Section I (either Section IA or Section IB).

Shippers who are on the UN3090 and UN3480 Section II preapproved list will automatically be placed on the UN3090 and UN3480 Section I list without the need to reapply for preapproval.

When shipping a package containing lithium batteries, strong rigid outer packaging

must be used and, depending on the type of lithium batteries, additional markings and labelling may also be required. FedEx branded boxes or tubes may be used as outer packaging for lithium batteries prepared under Section II of the relevant packing instruction of the IATA DG Regulations.

Finally, it is important to ensure that when preparing shipments containing lithium batteries that the batteries are not in any way defective, damaged, or have the potential to produce a dangerous evolution of heat, fire or short circuit.

## Top employer in Africa for the third consecutive year

DHL Express has been certified as a Top Employer in Africa in twelve markets – Angola, Botswana, Ethiopia, Gambia, Ghana, Kenya, Madagascar, Mauritius, Mozambique, Nigeria, South Africa and Uganda – by the Top Employers Institute.

"We are extremely proud of this achievement. This is testament to how much we value our employees and reaffirms that DHL Express is a rewarding place to work at," says Hennie Heymans, Chief Executive Officer, DHL Express Sub-Saharan Africa (SSA).

"Having motivated people is the first pillar of our global internal focus strategy and being an employer of choice is one of our three bottom lines. This demonstrates how seriously we take employee engagement and

development at a global level and on the ground in SSA. We're committed to having a team of high performers who operate in a high performance culture and in a region that promotes and drives diversity of leadership."

He went on to say that "I believe we have something very unique. You don't often find a company that can maintain the same culture across the world".

"The fact that you can walk into any one of our offices around the world and feel that same drive towards customer centricity from the minute you walk in the door is truly amazing. Our focus pillars lay the foundation for this success and the abundance of employee engagement and recognition programs are perfectly positioned to support this."

To be certified as a Top Employer in Africa, a company needs to operate in four or more countries and have exceptional employee conditions. The Top Employers Institute conducts comprehensive and independent research by getting employees in the relevant companies to complete a HR best practice survey.

Each completed survey is reviewed by the Institute and subsequently audited by a third party. Only organisations that qualify from the selection process receive the Top Employers title and Certification Seal.

"We are delighted to have been certified as a Top Employer in Africa for the third consecutive year and strive to ensure that we continue to achieve this prestigious certification every year," concludes Heymans.

Contact us:  
0861 866 866  
Sales-za.business@tomtom.com

**WEBFLEET**  
TOMTOM TELEMATICS

### FLEET MANAGEMENT FOR TRANSPORT & LOGISTICS

THE ALL-IN-ONE SOLUTION FOR YOUR FLEET

- Navigation and tracking
- FMS support
- Remote download of tachograph data
- Remaining Driving Times
- Software integration
- Reports and dashboard

www.tomtom.com/telematics

Let's drive business™

### FLEET MANAGEMENT KEEPS YOUR BUSINESS ON THE MOVE.

#### Stay compliant

Never miss a deadline with regular, automated remote download of digital tachographs.

#### Driver safety

Increase the safety of your drivers with a clear picture of driving time, working time and rest periods.

#### Fuel efficient

Reduce fuel consumption and promote a greener driving style.

#### Optimised planning

Plan jobs more efficiently by including scheduled driving time and rest periods and sending the best placed driver to the customer.

#### Less stress for your workers

Insight into all activities reduces stress for your drivers and office staff.

#### LINK 510

Equip your vehicles with the vehicle tracking and fleet management device

- Always know when, where and how your vehicles are being used
- Save fuel with the FMS interface – monitor fuel consumption and fuel levels
- Connect your digital tachograph with the LINK 510 for remote downloads

#### TomTom PRO 8275

Give your drivers the best tool for the road

- 7" ruggedised driver terminal
  - Navigation including Lifetime TomTom Maps & TomTom Traffic\*
  - Open platform to add your business apps on the PRO
  - Customisable; create your own workflows
- \*Connectivity is not included.

#### WEBFLEET®

Everything you need to stay connected with your fleet

- Secure access to WEBFLEET from any PC
- Data protection and security: ISO 27001 certified
- Easy-to-use reports
- Smartphone App WEBFLEET Mobile for fleet management on the road

#### APP CENTER

Powering your existing systems with Partner applications

- Integrate fleet management data into any system like CRM, route planning, address administration and more
- Integrated in-vehicle and mobile solutions such as barcode scanner, and tyre and temperature sensors



Let's drive business™

www.tomtom.com/telematics

**WEBFLEET**  
TOMTOM TELEMATICS

## Streamlining business document processes



PFG Building Glass is set to implement the innovative StratoPOD solution – a mobile business application for delivery documentation – developed by the Strato IT Group.

Upon completion the project will facilitate the automation of logistic processes and the digitisation of delivery and other transport-related documentation.

"The situation that led to the implementation of the StratoPOD project was primarily focused on developing a software application to improve the management and control of the business's proof of delivery (POD) documents," explains Dave Koster, Customer Services Manager, PFG Building Glass.

The current manual system was prone to inaccuracies, inconsistencies, as well as lost POD paperwork. This resulted in disputes over delivered goods.

"Further to the manual process, additional resources are employed to manage the POD administrative burden. The task of receiving, filing, scanning and indexing hard copies of PODs is not seen to be a value adding process."

The Strato IT Group, in conjunction with PFG Building Glass, identified how StratoPOD could support PFG's goal of implementing a solution that would facilitate timely and accurate deliveries to ensure optimal customer satisfaction.

One of the most important benefits of the

solution is its real-time proof of delivery visibility and its ease of scalability, which can be rolled out within other divisions.

In addition to an immediate improvement on previous outmoded methods, lasting benefits will extend to PFG's finance, accounts and IT teams, as well as end users.

"Once fully implemented, there will be significant benefits and an immediate return on investment (ROI) in terms of streamlining business processes, while also providing PFG with real-time data that can be used to improve the overall customer service experience and decision making within the business," concludes Koster.



# Road transport, the backbone of our economy

ECONOMIC growth in South Africa, expected to remain sluggish in 2017, could be stimulated if the South African Government were to fast track its expenditure on strategic infrastructure projects, especially those in the transport sector.

This is the view of David Kruyer, Managing Director and Founder, Concargo.

"In February 2015 government announced plans to spend R813bn on infrastructure over a period of three years. However spend to date has been lower than anticipated. But if government is serious about keeping to its expenditure plan – and stimulating economic growth – it needs to fast-track infrastructural spend and focus on projects in the transportation industry."

Kruyer goes on to say that South Africa's transport infrastructure has a direct impact on the growth of the economy, contributing 48% to gross domestic product (GDP), and determines the efficiency with which our country does business.

"Upgrading our transport infrastructure will go a long way to improving South Africa's growth prospects."

Kruyer, who has spent the past three decades in the highly cyclical supply chain and road freight logistics industry, believes "better days lie ahead provided we, as a country, make the necessary infrastructural investments as soon as possible".

"No matter what business people are in they need to get things from A to B in order to set



David Kruyer, Managing Director and Founder, Concargo.

up a business or trade goods, and that requires an efficient and reliable transport sector. Road, at 86%, carries the majority share of freight compared to other modes, followed by shipping and then rail.

"Road is currently regarded as being the most reliable, predictable and cost effective mode of inland transportation and the development of transport corridors – such as the Trans-Kalahari Corridor – have gone a long way to growing trade with neighbouring countries.

He also says that "2016 was a tough year for business and consumers alike, exacerbated by the increase in fuel costs, the weakening of the Rand, political instability and a slow growing economy. It not only impacted South Africa but other African countries too with a number of projects being put on hold and mining production lower than expected".

"However, we are starting to see positive cross border movement, we are transporting

sugar into Mozambique and are negotiating the logistics of getting steel to Tanzania."

Kruyer expects demand for effective, economically viable transport services to increase in the years ahead.

"Increasingly, truck and rail services will be required at short notice to transport large volumes of cargo from seaports to their destinations, both in South Africa and into the hinterland. Getting goods or equipment to customers in an efficient and economically viable way is paramount to business success.

"Whether we are required to supply one to one hundred trucks, or more, at short notice when a ship docks and cargo needs to be discharged, planning the move of massive pieces of equipment across the country to implement strategic infrastructure projects, or out-of-gauge cargo on a long haul, the focus is meticulous planning and delivering on time and within budget,"

he says.

During the 30 years in business, Concargo has dealt with many unusual projects which have required intricate pre-planning and creative thinking to meet client transport requirements.

These include managing the transport and logistics for big budget movies (such as Blood Diamond and Home Alone), coordinating and managing the transport and logistics for international events (such as BMW's global media launch of its 650 cabriolet series in Cape Town) and high-security transportation and escorting of Grade 12 examination papers from South African printers to the education ministries in various southern African countries.

Concargo has also successfully transported abnormal cargoes such as large wind tower tubes for renewable energy projects and 9m wide mining bucket wheel reclaimers, moved from Saldanha to Sishen South Mine over the steep Piekensberg Pass.

Even though South Africa currently permits some of the largest vehicle combinations in the world for general freight haulage, at a maximum general vehicle mass of 56t, moving heavy-lift cargo remains a challenge as each province requires different permits and a police escort.

"Because time is money, a more efficient and streamlined national permit system would certainly help to speed up delivery and boost efficiency."

Moving goods over borders into neighbour-

ing countries is even more complex but is 40% of their business, which is why it has developed strategic business partnerships with companies in the SADC region. These local companies keep in close communication with statutory officials and other authorities to ensure a seamless and coordinated customs process.

One of the positive developments taking place in the freight industry is the use of sophisticated IT systems and tracking in order to monitor the status of the shipment anywhere in southern Africa.

"An innovative tracking and tracing system ensures transparency in the entire supply chain and our proof of delivery image system (PODIS) allows customers to track shipments 24/7, 365 days a year."

In a country greatly in need of job creation and skills development, Kruyer believes it will also become increasingly important to showcase transport logistics as a career.

"Transport logistics in Africa is a vibrant and exciting industry to be part of. Looking ahead, our focus will be on increasing our collaboration with all players in the global supply chain community. The fact that we operate throughout South Africa and the SADC region opens up many opportunities to support the growth of the local and African economies and we look forward to continuing to be the 'go-to' company for transport and supply chain logistics in this region."

## Five sites certified to global quality standards



Dean Gardner, National Warehouse Development Manager, ID Logistics South Africa.

ID Logistics South Africa (SA), part of global French contract logistics company, recently certified their five South African sites through a process of conducting external audits by consultants, SGS South Africa (SA).

By obtaining this certification, ID Logistics SA aligns itself to the global standards of its parent company, ensuring a sustainable footprint by eliminating risks to clients and committing to ethical and best business practices throughout their service delivery.

This certification is based on an evolutionary standard that groups all commitments in the following categories: general management; human resource; productivity; sustainable development; legal compliance; staff appraisals; and CO<sub>2</sub>/ environmental carbon footprint.

"Since 2007, the group has been involved in the certification process with the EuraCRP standards in France. In 2016, we started our local certification process with SGS SA, which underpins our approach of providing our clients with best business prac-

tices," says Dean Gardner, National Warehouse Development Manager, ID Logistics SA.

ID Logistics SA has successfully certified their five sites across the country: the Boksburg primary site, the Atlas, Durban, Port Elizabeth and Cape Town secondary sites.

"Having all our sites certified ensures that our teams in all the regions follow and share the same global standards, correct management practices with regard to quality, productivity, safety and sustainable business development," adds Gardner.

"Our global quality standard ensures consistent and continuous improvement application of best business practices for all sites. This includes yearly internal audits and certification audits, as well as continuous follow up action plans initiated from within these audits. This process reduces the risk for both us and the client, and facilitates internal protocols. In addition, using an external consultant with global renowned quality integrity is an added benefit," he concludes.



DOWNLOAD THE ZAPPAR APP TO ZAP THE CODE AND GET MORE INFO





COME RAIN OR SHINE,  
**THE 8FBE IS**  
**YOUR SOLUTION TO**  
**ALL APPLICATIONS**

Tel: 011 571 0200

Web: [www.eiegroup.co.za](http://www.eiegroup.co.za)





The XAS 88 consumes significantly less fuel and up to 150kg lighter than comparable.

## It's all about on-site mobile, reliable, energy efficient air delivery

COMPRESSORS are the lifeline on any job site for the reliable supply of quality portable air that is essential for powering air-dependent equipment.

According to Atlas Copco Construction Technique's Portable Energy division, when it comes to on-site air supply, a one-size-fits-all policy is not the answer. The division recently extended its compressor offerings: the XAT(V)S 186 compressor range, as well as the 8 Series, have been boosted by the recent introduction of the XATS 900E.

"The XATS 900E is perfectly suited to job sites with a ready supply of power. The unit's corrosion-resistant canopy,

designed for operation in all weather conditions, delivers both cost and time savings for the end user as the need for additional rooms and enclosures is eliminated. This extremely user-friendly compressor can be conveniently placed anywhere at any time, ready to supply air when needed," says David Stanford, Business Line Manager, Portable Energy division.

The XAT(V)S 186 and 8 Series compressors incorporate the latest advances in Atlas Copco's pioneering air element design, which delivers a number of cost-saving benefits: improved efficiency; unmatched reliability; reduced weight;

increased machine lifetime; and longer service intervals.

"This is Portable Energy's value proposition that is embodied in all our air compressors and which differentiates us as a preferred supplier of portable energy products," adds Stanford.

The 8 Series line-up, introduced in 2016, currently comprises ten models ranging from the XAS 38 Kd to the XAS 88 Kd with a free air delivery of 2m<sup>3</sup>/min and 5m<sup>3</sup>/min respectively. Two models in the range are supplied with built-in generators.

The 8 Series compressors consume significantly less fuel (12% on average) and are up

to 150kg lighter than comparable models.

"The compact compressor which incorporates a full-size fuel tank, aftercooler and generator weighs less than 750kg," says Stanford, adding that the largest compressor in the range (XAS 88 Kd) can be conveniently towed by a standard passenger vehicle.

The 8 Series boasts a new and updated HardHat® canopy ensuring that these models are tough enough to withstand even the harshest of conditions. Easily accessible parts ensure simple service and impressively the 8 Series only requires an hour's total service time over two years of operation.

### Secure your investment

Atlas Copco offers a comprehensive range of service plans, implemented by our trained personnel to meet your operation's bespoke requirements. Unsurpassed service delivered at the right time, by the right people, using only genuine parts optimises productivity and secures your investment for extended equipment life and lower total cost of ownership.

[www.atlascopco.co.za](http://www.atlascopco.co.za)

Sustainable Productivity



## Shell retains position for the tenth year

SHELL Lubricants has retained its global market leading position in 2015 with 11.6% market share, according to Kline & Company's Global Lubricants Industry: Market Analysis and Assessment 2016 report. This is the tenth consecutive year that Shell Lubricants has been named the number one global lubricants supplier.

"As the country goes through tough economic times and companies are facing growing price tags for their equipment maintenance, all eyes are on reducing costs and increasing machine run time," says Tendani Ndwamise, Direct Sector B2B Marketer, Shell South Africa.

"Shell Lubricants

were designed with cost saving in mind to maximise equipment efficiency, prolong vehicle life and reduce downtime, resulting in companies spending less on the maintenance of engines and operating longer, earning more profit."

Product sales estimates by Kline & Company indicate that

Shell sold between 4,400 and 4,600 kilotons of finished lubricants in 2015: 36% in consumer automotive, 34% in industrial and 30% in commercial automotive sectors.

Shell Lubricants was the market leader in the passenger vehicle sector in United States (22%), Philippines (32%), Malaysia (31%), Canada (19%) and China (14%). Pioneering Gas-To-Liquid (GTL) technology-based premium passenger car oils, manufactured from natural gas at Pearl GTL in Qatar, have been one of the key drivers for success.

Shell has also built successful commercial relationships with key global original equipment manufacturers (OEMs).

Additionally, Shell provides lubricant solutions for a variety of industrial machinery including wind turbines, heavy-duty mining equipment and manufacturing machinery.

"Shell's research has shown that buying low-quality lubricants can create a false sense of saving."

On average, lubricant costs can be as little as 2% of total ownership costs. We focus on providing performance products that can help reduce maintenance requirements and our services are designed to improve overall maintenance and business practices thereby lowering costs".

Serving the Petrochemical, Oil & Gas, Offshore, Mining, Process, Powergeneration, Naval and Marine Industries of Africa

**TTV FLUVAL** (PTY) LTD  
GROUP OF COMPANIES

[www.ttvfluval.com](http://www.ttvfluval.com)

CAPE TOWN 82 Marine Drive, Paarden, Eiland  
TEL: +27 21 510 2050 capesales@ttvfluval.co.za

<p><b>FLUVAL</b> PETROCHEMICAL VALVES</p> <p>Petrochemical &amp; Steam</p> <p>• Gate • Globe • Check</p>	<p><b>TORQMATIC</b> SYSTEMS</p> <p>Actuators &amp; Accessories</p>	<p><b>Pekos</b></p> <p>Oil &amp; Gas Hi Performance Ball &amp; Butterfly Valves</p> <p>• Fire Safe Certified</p>	<p><b>Nacional</b> SAFETY VALVES</p> <p>Safety Valves Made in Spain</p>	<p><b>Barthel</b> ARMATUREN</p> <p>Naval &amp; Marine Offshore Shipbuilding</p> <p>• Storm Valves • DIN • Butterfly Valves • JIS • Globe Valves</p>
--	--	--	---	---



**“Historic”  
Kigali  
Agreement**

A-GAS South Africa has hailed the signing of the Kigali Amendment as a “historic international agreement” for the phasedown of commonly-used, high global warming potential (GWP) refrigerants.

Delegates convened in the Kigali for the 28<sup>th</sup> Meeting of the Parties to the Montreal Protocol, which aims to reduce the production and consumption of ozone-depleting substances. It was agreed upon in 1987, and entered into force in January 1989.

According to Chris Phillips, Commercial Director, A-Gas South Africa the company was established in 1993 to introduce “greener” alternatives to CFCs (chlorofluorocarbons).

“We have built on this principle, specialising in the supply of the latest environmentally-acceptable refrigerants.”

The Kigali meeting was aimed at negotiating a timetable to mandate countries to phase down the production and usage of hydrofluorocarbons (HFCs) - man-made chemicals used mainly in air-conditioning and refrigeration.

Following seven years of continuous consultations, parties to the Montreal Protocol struck a landmark, legally-binding deal to reduce the emissions of powerful greenhouse gases. This could prevent up to 0.5°C of global warming by the end of this century, while continuing to protect the ozone layer.

The most developed countries, including the US and the European Union, will reduce the production and consumption of HFCs from 2019; China, Brazil and Africa will freeze the use by 2024; and a small group of the hottest countries will only have to halt HFC production and use by 2028.

“Ozone depleting substances (ODS) are regulated here under the Montreal Protocol, perceived as the most successful international treaty in history,” Phillips highlights.

WHILE returns from fuel sales may decline, downstream petrochemical products and plastics are in demand. There are not many outside the petroleum industry that would shed tears for the fall in the oil price. While South Africans have not seen any tangible price reduction at the pumps or in commodities transported by road due to the falling value of the Rand, the serious decline in sectors of the mining industry has had negative knock-on effects for industry.

The mining sector is the second largest consumer of petrochemical products after retail and reduced demand from this critical sector has put additional pressure on petrochemical companies and those involved

with its transportation. It is apparent that when traditional industries falter the world catches a cold.

In addition to getting all non-members and members to agree to price collusion through supply constraints – for that is what the Organisation of the Petroleum Exporting Countries (OPEC) as a cartel is set up for – the petroleum and downstream petrochemicals industries are facing a number of global challenges.

Improved vehicle fuel consumption reduces demand and now diesel is regarded as the new bogymen. Several authorities around the world are planning to ban these vehicles from city precincts due to toxic emissions.

Renault recently announced that stricter emission legislation is

behind its decision to discontinue the production of small-scale diesel engines. And then there is the swing to electric or hybrid vehicles.

The demand for plastic products however keeps rising. This is mainly due to consumer demand as more populations become more affluent, and more items are made from this material.

Petrochemical feedstock naphtha and other oils refined from crude oil are the basic building blocks for making plastics. However, the primary feedstocks for the USA petrochemical crackers are hydrocarbon gas liquids (HGL), of which 82% were by-products of natural gas processing; the remaining 18% of the HGL were produced

from crude oil by refineries in the USA.

Statistics show that south-east Asia and China account for about 44% of global plastics consumption (world usage stands at an estimated 255m tons per annum), so one can see how the region is potentially an environmental problem area.

In a recycling initiative, PlasticsEurope is supporting the publication of a children’s book in Thailand. The storyline is that fish can’t tell the difference between food and plastics, and it is hoped it will have a meaningful impact on youngsters who generally respond positively to environmental conservation, rather than us adults who struggle to cope with the reality.

Here, the latest figures show some good

news: our plastics consumption has seen a year-on-year increase in recycled (diverted) tonnages (9%), whilst virgin tonnage consumption has remained static at 1,4m tons.

The abundance of natural gas on our doorstep, transportation and pipeline development has the potential of making this the fuel of the future with gas fired power stations a distinct possibility due to cheap,

plentiful supply and the added bonus of being a cleaner burning fuel than coal.

With only tiny pockets of gas reticulation serving residential areas in our major cities, surely the time has come to deliver this fuel to homes for heating and cooking? Combine that with solar geysers and we might not have to build quite so many new power stations after all.

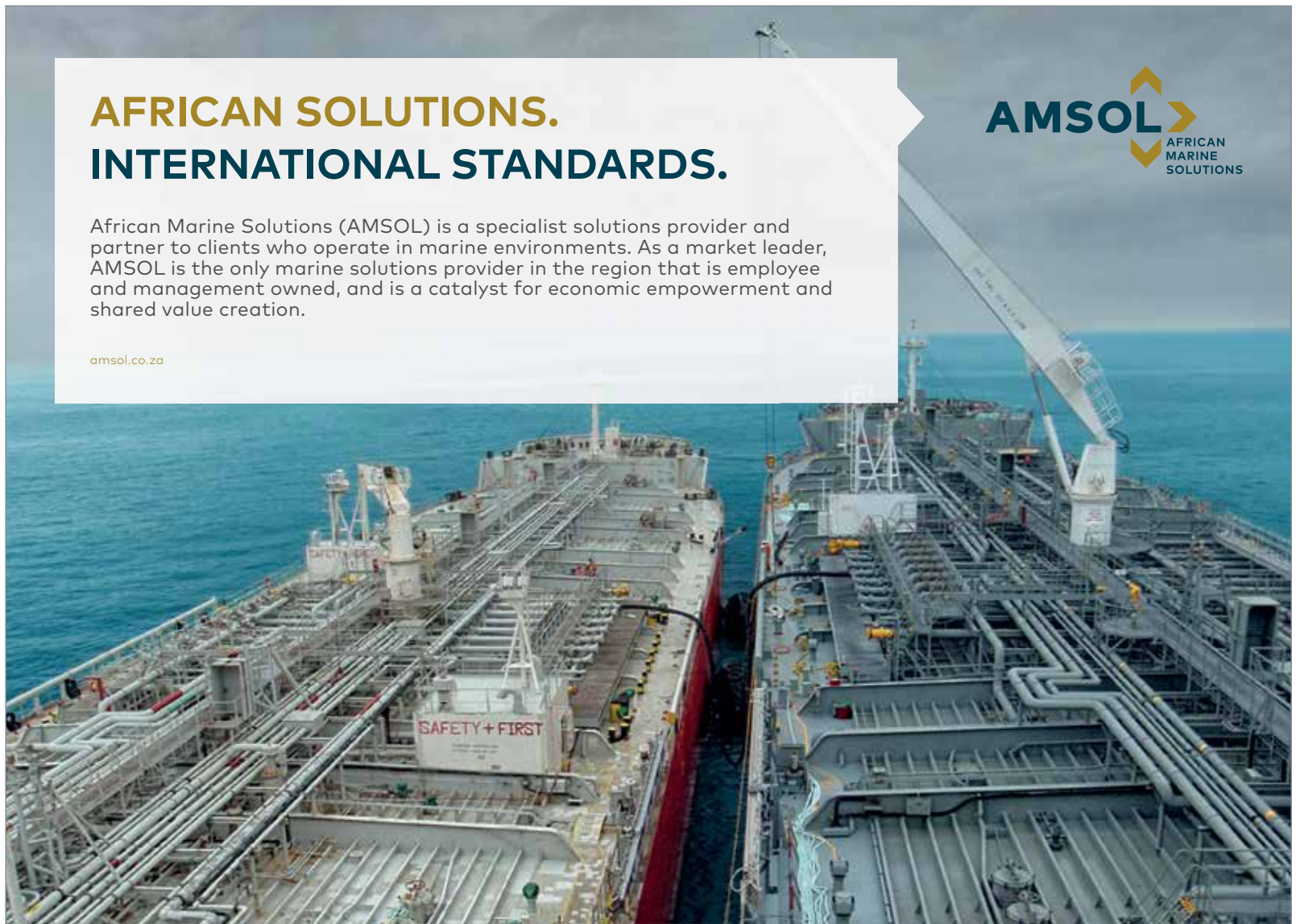
# Swings and roundabouts for the petroleum industries



## AFRICAN SOLUTIONS. INTERNATIONAL STANDARDS.

African Marine Solutions (AMSOL) is a specialist solutions provider and partner to clients who operate in marine environments. As a market leader, AMSOL is the only marine solutions provider in the region that is employee and management owned, and is a catalyst for economic empowerment and shared value creation.

[amsol.co.za](http://amsol.co.za)



**WE HIRE  
AIR & POWER.**  
EXCEEDING CUSTOMER EXPECTATION IS  
OUR PASSION



Call us for your compressor & generator requirements  
011 345-0700  
[www.randair.co.za](http://www.randair.co.za)







## Mobile heater skid for natural gas pipeline

ENERGAS Technologies has completed a commission by VGI Consulting Africa on behalf of Sasol Group Technology to design and supply a mobile heater skid to a budgeted US\$210m pipeline expansion project.

The additional 127km 26" pipeline sees an increase in transport capacity of a high-pressure natural gas line between Mozambique and South Africa.

The existing 865km-long Mozambique Secunda Pipeline (MSP) natural gas pipeline, which runs from Mozambique to South Africa, is currently the only sustainable source of natural gas supply to South Africa.

In order to meet the demand for natural gas in South Africa, the transport capacity of this line was significantly increased with a combination of compressors and parallel lines (approximately 128km per section) built.

The Republic of Mozambique Pipeline Investment Company (ROMPCO), owner of the existing pipeline, represents a joint initiative between Sasol, Companhia Moçambicana de Gasoduto and South African Gas Development Company (iGas), and has played a pivotal role in commercialising Mozambique's natural gas supply.

With the backing of a successful first project, Loop Line 1 (LL1), Sasol Group Technology appointed VGI Consulting Africa as the engineering, procurement, construction management (EPCM) contractor for Loop Line 2's (LL2) undertaking.

The 26" LL2 adds further capacity to the system by the installation of a 127km parallel pipeline to the existing MSP line which ties back into the MSP. The feeder line supports residential, commercial, power generation and industrial heating re-

quirements in Gauteng.

For the commissioning of LL2, the new line was filled and pressurised from atmospheric pressure to a line pack pressure of 116 bar. The filling gas was preheated to ensure the temperature did not drop below the pipeline minimum design metal temperature.

The project specification called for the design, manufacture and supply of a transportable skid-mounted electrical gas heater with flow control in accordance with ASME 31.8, ASME VIII and SANS 10108. Design, fabrication, complete assembly and testing of the heater skid was done in South Africa before delivery.


"Most of these skids are for sites in remote areas and being able to complete the fabrication and assembly in South Africa significantly reduces schedule risk, site establishment and workforce logistics," says Laetitia Botha,

Technologies Product Engineer, Energas.

"Another benefit is that it could be relocated and used at different site points or locations as the new pipeline sections were being constructed. The heater skid is only required once during the commissioning of a new section and therefore not required as a permanent installation."

The heater skid comprises a thyristor control panel, 416kW heater with isolation valves, flow meter, filter, instrumentation and manually operated control valve to measure, heat and control the filling of LL2 during commissioning.


The thyristor controller monitors the gas temperature at the outlet of the control valve and controls the power to the heater's elements in order to maintain an outlet gas temperature of 10°C. During commissioning the electrical heater was powered by a diesel generator



**Spraying Systems Co.**  
Experts in Spray Technology

**CHEMICAL INJECTION  
COATING  
FIRE PROTECTION  
SPRAY DRYING  
TANK CLEANING**

THE BROADEST PRODUCT OFFERING IN THE  
INDUSTRY BACKED BY DECADES OF EXPERIENCE  
WITH CHEMICAL PROCESSORS



**Monitor Engineering**  
E-mail: [grant@monitorspray.co.za](mailto:grant@monitorspray.co.za)  
[www.spray.co.za](http://www.spray.co.za) [www.spray.com](http://www.spray.com)

Head Office : (011) 618 3860  
Fax : (011) 614 0021  
Durban : 083 800 2038  
Port Elizabeth : 083 263 6714  
Cape Town : 083 263 6714



## Consistent, flexible performance and control

THE Spraying Systems Co.'s AccuCoat Central Panning is ideal for panning operations already using central fluid delivery and a hot water supply.

The system provides simplified control and significant cost benefits. It ensures the proper coating weight is accurately and uniformly applied on the target – even if you need to change the spray time. Users experience improved product quality, reduced use of costly coatings and decreased downtime.

The AccuCoat system components include a control panel with touch screen human machine interface (HMI) and a fully-jacketed liquid line and spray nozzle. A pressure transmitter is used to calculate the flow rate of liquids.

The total weight added to the product is automatically tracked during the dispensing period to ensure proper coating weight.

Benefits include a 50% reduction in coating waste; batch times are cut in half; weight additions are tracked during spray coating and are fully programmable for operating flexibility; a fully-jacketed system maintains optimal coating temperature; a decrease in adhesion for light products; and the precise application of a wide variety of coatings (such as chocolates, glazes, oils and slurries).

## Leading Supplier of Vapor & Flame Control Equipment

- Deflagration Arresters
- Stable & Unstable Detonation Arresters
- Tank Blanketing Valves
- Storage Tank Relief Vents



Specialized Measurement, Control and Filtration

Tel: +27 (0) 11 397 68 05/9 | [sales@energass.co.za](mailto:sales@energass.co.za) | [www.energass.co.za](http://www.energass.co.za)



Energass Technologies (Pty) Ltd



# Understanding effective groundwater control

UNLESS there is effective groundwater control, even the best run sites could become hindered by expensive and challenging problems. This will not only cause programme delays but could also have an adverse effect on health and safety.

Lee Vine, Managing Director, Integrated Pump Rental cautions the market that dealing with dewatering activities are as not as simple as merely purchasing or renting a pump.

"It is essential that contractors deal with a supplier that understands dewatering applications and is able to provide the correct level of technical assistance as this will ensure that the most efficient method of dewatering is selected for a specific site," says Vine.



*Boasting one of the best shaft stiffness ratios of any automatic priming pump on the market, the Sykes high head range provides the reliability to meet market expectations.*

Integrated Pump Rental is responsible for marketing the Sykes range of dewatering pumps in southern Africa. Vine says these pumps have an established reputation for the fast and effective control and removal of sub-surface water.

The most typical application of Sykes dewatering pump technology is on building and construction sites, civil engineering projects, local municipality works, flood disaster recovery, load-out stabilisation, slurry transfer, ash handling,

water boosting and pipeline filling and testing as well as general dewatering activities to lower the water table.

The pumps are designed to offer robust and reliable performance and can handle high volumes of water with ease.

The Sykes Primax Contractors Range of diesel driven pumps offers the market reliable dewatering coupled with cost efficiency. These are fully automatic priming pumps and can run dry for extended periods due to the oil bath mechanical seal assembly. This allows priming with long suction hoses and suction lifts of up to 9m.

Vine explains that as suction levels fluctuate, the pump will

"snore" until the liquid is available for the pump to fully reprime itself automatically.

Constructed using quality materials, the pumps are fitted with a 316 SS impeller and

wear plates as standard. The pumps are capable of handling solids up to 90mm.

## The game changer that continues to impress



*Greg Hopton, Group Marketing Manager, eDART Slurry Valve Company Ltd t/a Afrivalve.*

IN 2016, Afrivalve exceeded expectations with the robust C-Tech Knife Gate valve.

Manufactured at eDART Slurry Valve's manufacturing facilities in Jet Park, Gauteng the valve range in sizes from DN100-DN800, with the DN750 size proving to be extremely popular.

"Afrivalve's 100% in-house manufacturing allows us to manufacture the valves to the exact requirements of our customers. It also means that we can modify the valves to suit specific applications and overcome

challenges that standard valves suppliers face," says Greg Hopton, Group Marketing Manager, eDART Slurry Valve Company Ltd t/a Afrivalve. "The valves are available in a wide range of materials to suit individual applications. We are constantly re-engineering the valves where we see there is a benefit to our clients. We manufacture our own range of manual, pneumatic and hydraulic actuators that are available with all required instrumentation."

Afrivalve supplies C-Tech Knife Gate valves into mining and mineral processing, as well as heavy industrial applications throughout South Africa and Africa. Additionally, the valves are suited for use within the carbon manufacturing industry and the animal feeds production sector.

The successful joint venture between eDART Slurry Valves and Afrivalve saw the establishment of a new sales division within eDART while retaining the Afrivalve sales division.

"In a downturned economy with commodity prices having been suppressed for most of the year, the increase in sales is attributed to customers seeing the worth in the valve that is giving them extended plant availability. Less downtime means more profit."

"Our local manufacturing programme also includes open frame and shrouded frame pinch valves, eDART Slurry control valves that control level and flow, as well as slurry sampling systems. We have also hand selected a range of industrial valves to offer a complete package, where needed, at end user level or on projects," concludes Hopton.

Due to the company's local manufacturing investment and facilities, the eDART and Afrivalve range of valve products easily comply with the state-owned enterprise (SOE) requirement of at least 70% local content.

**SPP PUMPS**

OUR COMPANIES: United Kingdom, USA, South Africa, India, The Netherlands

HELPING TO KEEP THE NATION'S WATER FLOWING

Head Office  
Tel: +27 (0)11 393 7181/2  
E-mail: sales@sppumps.co.za  
www.sppumps.com

PE Branch  
Tel: +27 (0) 41 364 0204  
E-mail: pe@sppumps.co.za

KZN Branch  
Tel: +27 (0) 31 700 3773  
E-mail: saleskzn@sppumps.co.za

CT Branch  
Tel: +27 (0) 21 852 3962  
E-mail: rh@sppumps.co.za

## BORELINE

the flexible rising main

- 300m LENGTHS
- EASY STORAGE
- EASY HANDLING
- EASY TRANSPORT
- 5-YEAR WARRANTY
- LOW FRICTION LOSS
- HIGH TENSILE STRENGTH
- POTABLE WATER APPROVED



hose.manufacturers

solutions+alliances



TELEPHONE +27 21 948 3971  
E-MAIL sales@hoses.co.za  
WEB www.hoses.co.za

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



# A new pump for the food and beverage industry

THE new MasoSine Certa pump from Watson-Marlow Fluid Technology Group

has been designed to set a new benchmark in clean pumping for all food and beverage

industry applications. The pump not only delivers high suction capability to handle

viscous products, it also offers significant advantages over alternative technologies. Unlike

traditional pumps with rotors that cut through the fluid, Certa's sinusoidal rotor gently car-

ries fluid through the pump to dramatically reduce shear while cutting power consumption by up to 50% with high viscosity fluids.

Engineers in food and beverage plants are frequently faced with pumping high viscosity products, ranging from frozen orange juice, deli salads and bakery produce, through to cheese curd and savoury pie fillings.

For many years, Sine pumps have played an important part in conveying foods with viscosities of up to 8mCP. Certa now completes the existing product range by offering users a fully CIP capable pump at flow rates up to 99,000/hr.

Food and beverage plants understand that equipment can play a key role in reducing the risk of contamination and maintaining high quality levels. With

this in mind, all contact parts on the Certa Sine pump are FDA and EC1935 compliant.

With the high demand for cleanliness also comes the requirement for simple and fast cleaning, typically through CIP procedures. The cleaning time is reduced which results in a more efficient production procedure – this means that chemical and water use is reduced, while less wastewater requires disposal.

Benefits include gentle pumping with virtually no pulsation; superior viscous handling; simplicity; reliability; energy efficiency; interchangeable parts; and low cost of ownership.

The new pump series provides an ideal solution for food and beverage, cosmetic or at any facility that requires the highest cleaning standards.

NEW

## The cleanest pump you will ever need



High suction capability to handle viscous fluids

EHEDG Type EL - Class 1

Up to 50% less power than other pump types, especially with viscous applications

Low shear and zero pulsation

Self-draining and easy to clean



wmftg.com  
info@wmftg.co.za

Cape Town: +27 21 852 3649  
Rustenburg: +27 14 592 1919

Durban: +27 31 512 5122  
Gauteng: +27 11 796 2960

**WATSON  
MARLOW**  
Fluid Technology Group

## Ultrasonic water meter for instantaneous measurements

THE Elis Flomic FL5024 is a battery-powered ultrasonic water meter intended for measuring flow rate instantaneously and pressure and consumption in water piping (standard EN 14154 for

water works), water distribution systems and other industrial applications.

Compact and highly accurate, it offers long-term stability over a wide range of measured values, and conforms to the IP68\* protection class.

The meter does not need any external power supply, has no moving parts and has significantly lower hydraulic losses.

The Flomic water meter is suitable for water consumption measurements. It can also be used for water-leak tracking and monitoring the general condition of water-supply networks where the meter output signals can be connected via data transfer systems to remote computer control stations.

The measurement method utilised by these meters is a single-beam transit-time pulse method, based on evaluation of the time needed for an ultrasonic signal to cross the distance between two measuring transducers.

In the standard version, the meter measures instantaneous flow rate (in m<sup>3</sup>/hour) and the total volume of water passed through the meter (in m<sup>3</sup>) in the given flow direction. The measured data is converted into passive pulse output signals.

\*IP68: Ingress Protection which classifies and rates the degree of protection provided against intrusion.



**TTV FLUVAL** (PTY) LTD  
GROUP OF COMPANIES

Serving the Petrochemical, Oil & Gas, Offshore, Mining, Process, Powergeneration, Naval and Marine Industries of Africa

[www.ttvfluval.com](http://www.ttvfluval.com)

**CAPE TOWN**      **82 Marine Drive, Paarden, Eiland**  
**TEL: +27 21 510 2050**      **capesales@ttvfluval.co.za**

<p><b>FV FLUVAL</b> PETROCHEMICAL VALVES</p> <p><i>Petrochemical &amp; Steam</i></p>  <p>• Gate • Globe • Check</p>	<p><b>TORQMATIC</b> SYSTEMS</p> <p><i>Actuators &amp; Accessories</i></p> 	<p><b>Pekos</b></p>  <p><i>Oil &amp; Gas Hi Performance Ball &amp; Butterfly Valves</i></p> <p>• Fire Safe Certified</p>	<p><b>Nacional</b> SAFETY VALVES</p> <p><i>Safety Valves Made in Spain</i></p> 	<p><b>Barthel</b> ARMATUREN</p> <p><i>Naval &amp; Marine Offshore Shipbuilding</i></p>  <p>• Storm Valves      • DIN • Butterfly Valves      • JIS • Globe Valves</p>
--	---	--	--	--



# Extending the life of pumps and fans

## OPINION

**Lars Kahlman, Senior Application Specialist, SKF**



OPTIMISING the lifetime of a pump or fan can be assured through upgrading and the use of monitoring techniques. Pumps and fans are the foot soldiers of the process industry, but their quiet dedication means they are often ignored.

This is done at the operator's peril, because when these components break down – or run below optimum efficiency – the whole process suffers. Manufacturing and process companies are under huge cost pressures at the moment, making it vital to maximise assets and maintain uptime.

Only recently, a processing giant was forced to run its Finnish refinery at 70% utilisation following a malfunction in one of its cooling systems. The problem is expected to cause production losses of several tens of millions of Euros, which drives home the importance of the humble fan to overall profitability.

The specific refinery problem was caused by a new air cooler, which was installed during a recent maintenance turnaround – showing that even brand new components can cause problems. If a component is malfunctioning, the temptation is simply to replace it. However, an upgrade often makes more sense.

A word of warning: safety must never be compromised. Plants that are specified with too much emphasis on cost reduction run the risk of being under designed – and that can be dangerous.

In most cases, pumps and fans are upgraded to improve two things: reliability or efficiency. A good example of a pump reliability upgrade is

changing the lubrication system. In hot, humid regions there's always a danger of bearings corroding through water ingress.

A common solution is to fit an oil mist lubrication system, which sprays micro-sized droplets of oil at the exact lubrication point. It guarantees fresh oil in the system and cures water ingress.

One of the most effective efficiency upgrades is to introduce a variable speed drive (VSD) to the pump or fan. Done properly, this can slash energy consumption by a huge 30%. However, the electrical output of the drive can cause arcing, which can destroy the bearing in a very short time. In extreme cases, this can happen inside three days.

The answer is to upgrade the system, most notably by fitting insulating bearings or using hybrid bearings, which withstand electrical arcing. This is particularly important for smaller motors.

Fans have many similarities with pumps – but it's true to say that fans often start with worse original design conditions. For certain types of fan, the scope for upgrade is even larger than it is for pumps.

As with pumps, VSDs can help to boost the energy efficiency of fans. Again, insulated bearings help to extend component lifetime. Another problem is misalignment. An effective solution is to spec-

ify a self-aligning and axial-free bearing. This corrects angular and axial displacement, while a standard spherical roller bearing takes the thrust loading.

With or without an upgrade, it's possible to further extend the lifetime of pumps and fans by keeping a close eye on them through online asset monitoring. This technique is commonly used to monitor expensive, process-critical equipment by spotting problems as they happen.

It is usually applied to expensive machinery, but the emergence of reliable, affordable sensors means it can also be used with smaller equipment such as pumps and fans. Equip-

ping each pump or fan with sensors, including a transmitter, allows the creation of a sensor network. Output data can regularly be analysed and acted upon.

Online monitoring can also be used to nurse a 'problem' machine back to health. It also allows machines in hazardous areas to be monitored without endangering staff – or, at least, by minimising the number of times they have to check the machine.

That said, there are some things – such as a leaking seal, yet is a sign of impending failure – that a sensor cannot spot. In these instances, it is vital that operators make visual assessments of components and sup-

ply this information alongside the automated online data.

This operator-driven reliability (ODR) is another vital factor in keeping pumps and fans running for as long as possible. It has become popular in applications such as pump farms in refineries, and can make a huge difference in performance.

These two approaches – online monitoring and ODR – are complementary to one another, and are best used side by side. In each case, a skilled operator – one at the machine side, the other analysing process data – is using their experience to help squeeze more performance and longevity from a pump or fan.

## Expo 2017 focuses on Africa's growth opportunities

PUMPS, Valves & Pipes (PVP) Africa 2017 is regarded as Africa's trade show dedicated to the industries involved in the conveyance of liquids, gasses and slurries.

This is the tenth edition and is taking place at Gallagher Conference Centre in Gauteng from 17 to 19 May.

This year the expo will also host a three-day conference – PVP Live 2017 – with leading international industry speakers. Each seminar attracts certified professional development (CPD) recognition in order to support career progression for delegates.

To be discussed is the fact that Africa's growth is offering new opportunities to PVP suppliers in sectors as diverse as water supply and oil extraction through to agriculture and construction.

There are five key areas for suppliers and buyers at PVP 2017:

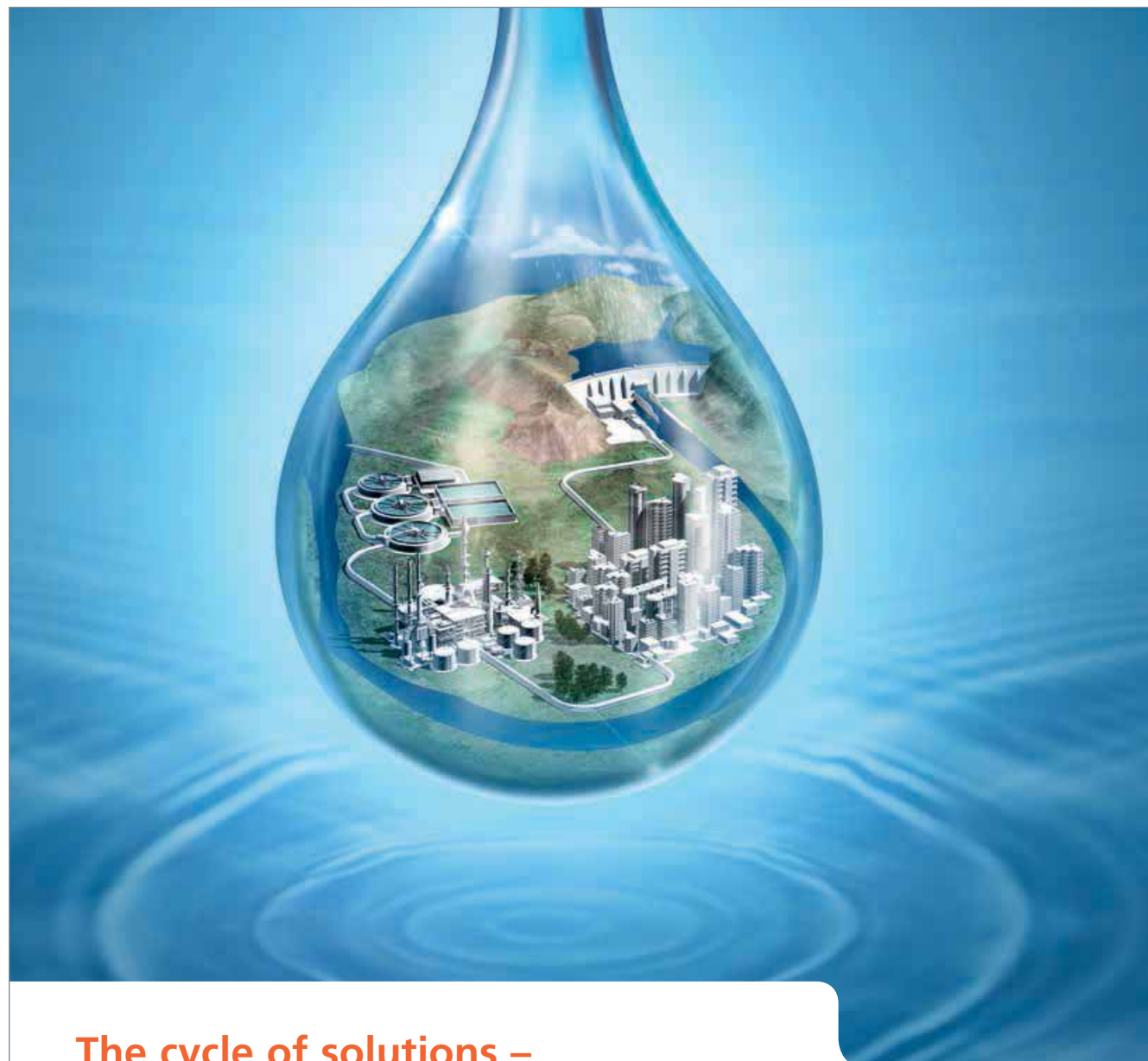
- **Energy:** To meet demand in the oil, gas and petrochemical sector for economic pumping and transport solutions to capitalise on the continent's reserves.
- **Infrastructure:** New government-backed developments mean expertise is required

across a diverse range – from the transportation of liquid concrete to sewage.

- **Water:** This vital resource needs increasingly sophisticated management to meet the continent's future demands.
- **Agriculture:** Mechanisation and population growth is increasing demand for the latest pump and pipeline technology.
- **Extractive industries:** Africa is a world player now demanding the efficient solutions from oil and gas transportation to mining.

"These are the key growth and investment areas across southern Africa. We have identified the markets and the visitors, buyers and specifiers, which we will match with the pumps, valves and pipes supply chains," says Brad Hook, Commercial Director, DMG-EMS Africa, the show's owner.

"And all of this is tied to the future economic success of the continent. In the energy sector, oil and gas production are vital for growth, while across the extractive sector cost-effective solutions are vital."



## The cycle of solutions – water technology by KSB

Water is crucial for our survival – for every one of us, for all nations and peoples. Clean water supplies and efficient sewage treatment have never been more important. Prosperity and well-being depend on it, worldwide. KSB's know-how and extensive pumps and valves product range help you meet all water supply and treatment requirements, efficiently and affordably. We are one of the few suppliers worldwide with end-to-end solutions addressing all stages of the water cycle – from water extraction to sewage treatment. [www.ksb.com/cycle](http://www.ksb.com/cycle)

► **Our technology. Your success.**  
Pumps • Valves • Service





## Sophistication and high technology characterise tooling industry

THE worldwide market for machine tools was approximately US\$81bn in 2014 according to a survey by market research firm Gardner Research.

The largest producer of machine tools was China – US\$23.8bn followed by Germany and Japan, near equal with US\$12.9bn and US\$12.8bn respectively. South Korea and Italy rounded out the top five producers with revenue of US\$5.6bn and US\$5bn respectively.

The growth and sheer size of the industry for machine and power tools represents the worldwide demand from construction and for the complete spectrum of engineered products.

The sophistication of computer numeric control (CNC) machining centres and individual computer-controlled lathes, grinders, shapers, brakes and forming machines has been driven by the demand for cheaper higher quality goods with



repeatable accuracy of components, improved longevity – all produced at high rates of production.

Typical of this trend was the recent delivery of an Elumatec SBZ 628 profile machining centre to CT Aluminium in Brakenfell, which has all but revolutionised production at this plant – manufacturers of aluminium windows, doors and shop fitting elements

for the building sector.

Installation of the machine necessitated a complete re-arrangement of the production shop floor and due to the SBZ 628's accuracy, quality and consistency has led to an increase in production capacity of more than 50%.

The SBZ 628 offers excellent cost efficiency as it is possible in a single pass to employ up to eight dif-

ferent tools thanks to a rotation module, as well as to accomplish length cutting both simply and quickly. With its pivoting grippers, the router spindle can be rotated by 360° and the infinitely variable saw blade means that the SBZ 628 can process profiles in diverse clamping situations – always at a constant, high level of precision throughout the entire work cycle.

Market research firm Future Market Insights say that the demand for power tools is projected to increase at a compounded annual growth rate of over 5% to US\$36.2bn in 2020 and US\$46.5bn by 2025.

In contrast, hand tools market revenues are projected to witness growth rates of above 3%, as end-users show an increasing preference for power tools. The key trends expected to shape up the global power tools market include:

- Higher demand for Li-ion batteries
- Lithium-ion (Li-ion) batteries are becoming the preferred choice for power tools manufacturers, owing to their advantages over Nickel-Cadmium (NiCd) batteries. Power tool companies are capitalising on their lightweight, powerful and energy-efficient systems, which have resulted in a wider range of tools being available that were previously considered unsuitable for battery operation.
- Cordless power tools gaining popularity

Although more expensive than their corded counterparts, cordless power tools' ease of use and enhanced safety are making them popular, especially among DIYers and maintenance operations. The demand for cordless power tools is projected to increase during the forecast period, as adoption grows in developing countries.

- Global housing sector recovery
- Demand for both hand and power tools are massively dependent on the fortunes of the construction sector. The subprime crisis of 2007/2008 shrank demand for hand and power tools, but as the global economy recovers the construction sector will see steady growth, leading to steady demand for power tools.
- Domination of China

Low price of China-manufactured power tools will continue to pose stiff competition to branded power tools. The domination of Chinese power tools of the global market is expected to continue and currently China accounts for nearly 80% of the total power tools produced globally.

Approximately 200 million electric power tools were sold globally in 2015, a significant lead over the 88m pneumatic power tools, a trend set to continue for the foreseeable future.

## Pocket-sized OTDRs



AFL's FlexScan splitter.

OPTICAL time domain reflectometers (OTDRs) are used to verify or certify new fibre installations, as well as troubleshoot and locate faults in already deployed fibres.

AFL's FlexScan OTDRs enable both novice and expert technicians to quickly and reliably troubleshoot optical networks or fully characterise newly-installed or repaired networks.

Using the innovative SmartAuto mode, multiple OTDR scans detect, locate, identify and measure network components and faults. After applying industry-standard or user-set pass/fail criteria, the characterised network is displayed using FlexScan's intuitive, icon-based LinkMap view.

FlexScan automates test setup, shortens test time and simplifies results interpretation, improving efficiency and reducing the cost of test. Acquired results may be stored internally or externally. Internally

stored results are easily accessed via USB, Bluetooth or Wi-Fi.

With optional connector inspection, integrated source, power meter and VFL, FlexScan offers an all-in-one solution, ensuring technicians have everything they need to locate and resolve optical network issues. Specifically designed for field use, FlexScan is robust, rugged, lightweight, powerful and flexible.

FlexScan is now available in three models: FS200-50 (1,550nm only version); FS200-100 (1,310/1,550nm version); and FS200-300 (1,310/1,550/1,650nm PON optimised version).

All three models include an integrated VFL and are available with optional integrated source, power meter and Bluetooth/Wi-Fi wireless communications.

They are also optimised for fibre scope functionality, to verify the cleanliness of the fibre-end face. FlexScan test sets are available in three standard kit configurations.

## Precision filter monitoring

KOBOLD's PMP differential pressure sensor is specifically designed for monitoring filters for air or non-corrosive/aggressive gases and measures the pressure difference before and after the filter chamber.

The compact micro-processor controlled unit is housed in a robust plastic casing with an enclosure class of IP65. Two hose connections allow for easy connection to the process before and after the filter.

The measuring range runs from 0 to 50m bar. The measuring principle used registers the smallest of pressure differences with great accuracy. The sensor is extremely safe against overloads up to 750mbar. One 4 to 20mA analogue output and two relay outputs are available for the output of signals.



The easy to operate electronics offer a large range of settings, which means that the relays, their time delay, the hysteresis, as well as the analogue signal are freely programmable. A four-digit LED display provides on the spot direct information.

With help of PMP differential pressure sensors, the cleaning or replacement of filters can be timeously carried out (depending on the degree of contamination) so that energy losses due to clogged or used filters can easily be avoided and saves on costs.

**Optimal Solutions for the Future**

**DOOSAN**

GT 2100 M      PV 550      PUMA SMX SERIES

CNC Lathe Driven Tools      Vertical Lathe      New Generation Mill-Turn Multi-tasking Turning Centre

**PUMA**  
MACHINE TOOLS (PTY) LTD

For More Information  
Contact Mike or Thys  
info@pumamachines.co.za  
www.pumamachinetools.co.za

Johannesburg: 011 976 8600  
Cape Town: 021 555 2270  
Durban: 031 701 8149  
Port Elizabeth: 041 453 2720





## A simple solution to a multi-billion rand crisis

CABLE theft is fast becoming a national crisis in South Africa. Estimates put the loss between R5bn and R7bn a year, with serious implications for the country's economy, reliability of electricity supply and security.

Cable thefts can cause power outages that could last for days, with copper cable thefts constituting more than 90% of all these thefts. The cost of replacing the metal has a significant disruptive effect on industry and contributes to increased tariffs and prices for ordinary South Africans. Furthermore, the replacement of stolen cables has to take preference over essential maintenance.

Matthew Campbell, Sales Representative, Banding & ID Solutions Africa explains that the security of any traditional cable installation can be increased by applying an Ultra-Lok clamp as frequently as every 150mm of cable.

**Cable thefts can cause power outages that could last for days.**

"The cost of replacing the stolen cables and resultant downtime are both high, as cable theft affects production and costs. The Band-It Ultra-Lok clamp is a robust clamping solution, with a tamper proof design. It is easy to install and can drastically decrease cable theft in the industry."

A case in point is a client operating in the petrochemical industry where conveyor belts are located in secluded areas and are difficult to monitor.

"We introduced our product and discussed the possibilities and benefits of each. A demonstration was set up, where it was decided that the Ultra-Lok open end clamp would be the best way forward," says Campbell.

The company has been tasked with supplying the client with application tools and clamps, and provides training to the operators that will install the clamps. Follow-up visits will take place to ensure that the clamps are correctly installed and to offer assistance where possible.



## Intrinsically safe infrared thermometer

THE Fluke 568 Ex infrared thermometer meets intrinsically safe (IS) certifications from all major safety agencies for Class 1 Div. 1 and Div. 2 or Zone 1 and 2 hazardous environments.

Ideal for use in en-

vironments such as petroleum, chemical, oil and gas or pharmaceutical environments, the Fluke 568 Ex can be used anywhere.

The unit measures between -40°C to 800°C with ±1% accuracy. Measurements

from further away are accurate with a 50:1 distance-to-spot ratio. It captures up to 99 points of data and is versatile, with a multiple language (user select) interface and adjustable emissivity, built-in material table.

The Fluke 568 Ex is compatible with standard K-type mini-connector thermocouple probe (KTC) and is shipped with a protective case for carrying into hazardous areas. It also carries the standard two-year warranty.



## Introducing the Vcenter - P106 Vertical machining center

*The art of precision and performance*



- XYZ travels of 1060 x 600 x 560mm
- Rapid feeds 48/48/32m/min
- 12 000rpm spindle output 18.5kW
- BBT-40 / 30 tools (2.1sec change time)
- Roller guideways
- 600kg table load
- Screw chip remover
- More rigid and faster

Available from:



**Johannesburg:**

41 Loper Ave, Aeroport, Kempton Park  
Tel: +27 (0) 11 392-3800

**Port Elizabeth**

Unit 3, Jet Park, Caravelle St, Walmer Industrial  
Tel: 082 469 2647 (Abraham)  
Email: abraham@victor.co.za

**For more info contact:**

**Dudley:**

082 469 2644 or dudley@victor.co.za

**Ian:**

082 469 2643 or ian@victor.co.za

**Visit [www.victor.co.za](http://www.victor.co.za)**





This Elsie River industrial property (in foreground) was sold for R4.5m.

## Elsies River Industrial reaps benefits of CID

SITUATED less than 20km from Cape Town's city centre, the Elsie River Industrial has experienced a significant increase in demand for property – to a large degree attributable to the rejuvenation

of the area through the recently implemented City Improvement District (CID).

With 24-hour security patrols, crime rates have dropped, roads have been repaired and the area is clean and appealing.

"This area has seen a complete turnaround, which has resulted not only in a growing number of enquiries from businesses wanting to move into the area, but also successfully concluded sales," says Drew van Heerden, Property Broker, Annenberg Property Group.

"A 1,800m<sup>2</sup> building – plus a 1,842m<sup>2</sup> yard – was [recently] sold to a local investor for R4.5m. Another building of 1,990m<sup>2</sup> was acquired for a similar amount by an owner occupier who has relocated from a surrounding area."

Van Heerden went on to say that "properties in the size range from 1,000m<sup>2</sup>

to 2,000m<sup>2</sup> are now sought after among owner occupiers looking for value and to be centrally located. These include various light manufacturing industries, as well as transport operations".

Properties move fairly quickly and there have been very few long-term vacancies. All the positive changes achieved via the CID are paying dividends, and the area is now perceived as an

opportunity to acquire property with the potential for sound growth and income returns.

"Property and rental prices in the area are on the increase, but good value is still to be found. This is also home to Central Park, which is tenanted by some large national users and rarely has vacancies. The business park also achieves above-market rentals compared to the surrounding areas."

### Formation of the City Improvement District (CID)

The CID was formed some years ago as a result of a group of concerned property and business owners who took the initiative to seek solutions to urban decline in the area. Incidents of crime and grime including illegal dumping and general urban degradation were escalating, and so they began the process of establishing a Special Rating Area (SRA), commonly known as a CID in the Elsie River Industrial area, which commenced operations on 1 August 2015.

## Harmony Village housing project named best in SA

THE City of Cape Town and the Cape Town Community Housing Company's Harmony Village housing project in Mitchells Plain has been lauded for its excellence in service delivery, quality, and ef-

forts to bring dignity to lower-income families.

The Harmony Village project was named the Best Institutional Housing Project in the country at the 2016 National Govan Mbeki Awards ceremony.

This project has enabled the provision of 850 homes to residents where the household has a maximum monthly income of R3,500. It is part of an institutional housing programme which assists those who earn too much for fully-subsidised houses, but do not qualify for bank loans because their income is too low.

Across the metro, the City has budgeted approximately R230m in the current financial year for social and institutional housing projects.

"We are very proud of this recognition and I am especially thankful that our officials and partners have been recognised for their excellence and willingness to go above and beyond the call of duty to ensure that we move towards creating more dignified environments for our lower-income residents," says Councillor Benedicta van Minnen, Mayoral Committee Member for Human Settlements, City of Cape Town.

"All of the projects which we submitted for consideration illustrate in some way or another how human settlements are changing across the country. It shows that we need to increasingly think out of the box to meet the extreme need for housing and that we need to do so through stronger partnerships."

assetmatrix



Est. 2002

LEADING Cape Town based company specialising in commercial, industrial and retail property - is poised to take your property investment or tenancy to the next level.

ASSETMATRIX provides a comprehensive range of property functions to both investor/landlords and tenants

#### INVESTMENT DUE DILIGENCES & FINANCIAL ANALYSIS

#### PROPERTY MANAGEMENT SERVICES

Leasing & Facilities management

#### PROJECT MANAGEMENT

Commercial refurbishments & reinstatements

New office space planning

Tenant fit-outs

#### PROPERTY DEVELOPMENT

Optimising your property investments!

021 - 555 2203

vivg@assetmatrix.co.za

083 629 0940

mandy@assetmatrix.co.za

082 552 0217

Generating energy safely and efficiently?

Absolutely.



Photovoltaic power systems enable businesses to cut their energy bills by generating their own electricity with rooftop photovoltaic modules. The efficiency and quality of the system is determined by the efficiency and quality of each individual component. ABB has a comprehensive portfolio of high-performance products and systems for commercial and industrial solar applications. They meet all installation requirements, cover the entire process on both the direct and alternating current sides, and make solar power generation safe, efficient and cost effective. Every day the world demands more renewable energy, ABB makes it possible.

For additional information: [www.new.abb.com/low-voltage](http://www.new.abb.com/low-voltage)

ABB South Africa (Pty) Ltd.  
Tel: +27 10 202 6995  
E-mail: [contact.centre@za.abb.com](mailto:contact.centre@za.abb.com)

**ABB**



# OPINION

## No need to fear methane emissions from peat

Continued from back page

promoting climate change alarm, it could not be anything but a welcome finding. But not so.

Much more research is needed, say the scientists. The experiments were only a year long. Maybe more methane will be emitted when the tests are run for a decade or more.

Scientific caution is a good thing, but other climate scientists of the alarmist kind swiftly raised further objections such as, "In the future, we'll be warmer, but we'll also have more CO<sub>2</sub> in the atmosphere, so we need to understand how these deep stores of peat... respond to these conditions."

Notice "we will be

warmer" and "we will also have more CO<sub>2</sub> in the atmosphere". Notice too, no room for doubt is allowed, despite the fact that satellite readings of earth temperatures show no warming has happened for the last 18 years.

Meanwhile, other scientists, while accepting that methane is a danger to the planet, have taken a different tack and come up with a solution. And – horror of horrors – they are driven by a profit motive. They have looked at ways of using methane in ways that do not require burning it.

They are employing bacteria to eat methane and produce fish food that salmon love eating.

The bacterium they

use is *Methylococcus capsulatus*. It feeds on methane emitted by decomposing plants. Methane is also a major component of natural gas obtained by fracking shale.

The significance of this finding should jolt assumptions constantly made by climate change alarmists that we can do nothing about additional methane emitted to the atmosphere, either from fracking shale for natural gas, or by the supposed warming of the planet which allegedly will lead to vast quantities escaping from peat bogs or melting Tundra – not to mention swamps, marshes, rice paddy fields and stagnant ponds.

The green claim that

nothing less than the de-industrialisation of the world economy will stop the approaching climate Armageddon should be tempered by this tiny *Methylococcus capsulatus* bacterium.

Alas, the green ideologues' hatred of profit and the modern economic system driven by it, will likely mean that this discovery will also come under sustained attack, just as the finding that a warmer climate will not after all release millions of tons of methane into the atmosphere, has already been.

But it is going to be difficult to poo-hoo this discovery because using naturally-occurring bacteria to eat methane to produce fish food has

the potential to benefit human kind in a spectacular way.

Calysta's\* fish food is 70% protein. The bacteria that produce it can eat methane emitted from any source, rubbish dumps and fracking included.

Since fish are not the only edible creatures that love protein – sheep, cattle, and ourselves for example – it could be a way of feeding the millions of extra human mouths that modern medicine is helping to bring on to the planet.

Is that a good thing? Many green enthusiasts I suspect secretly think it is not.

\*Calysta, a biotechnology company based in Menlo Park near San Francisco, USA.

### IN THE NEXT ISSUE:

- Agri-processing
- Building and Construction
- Civil Engineering and Infrastructure
- Food, Beverage and Wine
- Harvest
- HVAC
- Instrumentation and Control, Automation Processing Systems
- Materials Handling and Equipment
- Offshore Mining and Drilling
- Power Solutions and Energy Efficiency
- Project Management and Engineering Services
- Transport Industry: Trucking, Commercial Vehicles, Fleet Management, Automotive Parts, Suppliers
- Wet Services
- Wire, Rope, Sling, Chain, Hoist

Cape Business News is always on the lookout for stories of companies that are shaping the Cape business landscape. If your company has a story to share, in these, or any other business sector, send your story to editor@cbn.co.za for consideration.

## Smart reset roll up door repairs itself

IN the fast-paced manufacturing sector where the bottom line depends on fast turn-

around and minimal downtime, the self-repairing characteristics of the smart reset

door have set a new industry standard.

Available from Apex Strip Curtains,

use of this innovative heavy-duty rapid roll-up door means less door maintenance with

subsequent savings in cost and time.

According to Wim Dessing, Managing Director, Apex Strip Curtains the most important advantage of this robust high-speed door is that should the side be accidentally dislodged, it will automatically recover during the next opening and closing.

"The ingenuity of the design is that the side hinges slide along special guides, together with the flexible curtain ends. Should the curtain be accidentally hit, the hinges come off the guides to avoid damage to the flexible curtain," says Dessing.

The smart reset door also incorporates a DSC electronic safety device which will automatically reverse the motion if an obstacle is hit when the door is closing.

The door is controlled by an electronic unit that complies with all International Electrotechnical Commission (IEC) regulations and can be activated by any remote control device such as photocells, pressure sensitive mats, movement detectors or induction loops.

To facilitate safety, the door is fitted with a release lever that opens it from either side in the event of a power failure or malfunction.

Two photocells are mounted inside the casing and this, together with the DSC electronic system, ensures uniform rolling of the curtain.

Areas of applications include production plants, warehouses and shipment areas which need protecting, separating and insulating.



### SUBSCRIBE

Cape Business News, founded in 1980, is a specialist publication that provides business readers with comprehensive news on a monthly basis with extensive coverage of the Cape's general business trends, events, statistics, new products, services and projects. It is primarily a promotional vehicle for companies which have the Cape Business community as a primary target market.

By subscribing, you will also get our free daily digital newsletter, featuring the latest business developments, new product launches, etc. Your company will also be added to our online business listing on www.cbn.co.za.

### DETAILS

TITLE: ..... NAME: .....

COMPANY: ..... DESIGNATION: .....

POSTAL ADDRESS: .....

TEL: ..... EMAIL: .....

#### For Direct / Electronic Payment:

Hypenica (Pty) Ltd, Standard Bank, Fish Hoek Branch  
Branch Code: 036009, Acc. No: 072 109 173  
Please fax a copy of the deposit slip.

#### Please tick subscription period:

- 24 month subscription @ R336
- 12 month subscription @ R179.99

#### Please tick payment choice:

- Cheque
- Direct / Electronic Deposit
- Credit Card

CREDIT CARD NO: ..... EXPIRY DATE: .....

CCV NO: ..... (Last 3 digits on back of card)

#### For Direct / Electronic Payment:

Hypenica (Pty) Ltd, Standard Bank, Fish Hoek Branch  
Branch Code: 036009, Acc. No: 072 109 173

#### Please fax a copy of the deposit slip.

- I do NOT want to receive the CBN daily digital email
- Do not list my company on www.cbn.co.za

**CAPE Business News**  
Our news means business

CAPE BUSINESS NEWS, SUBSCRIPTION DIVISION, PO BOX 30875, TOKAI, 7966  
TEL: 021 7004349 | FAX: 0866268437 | EMAIL: subs@cbn.co.za

## CAPE Business News

#### Chairman:

Rudi Leitner  
rudi.leitner@hypenica.com

#### CEO:

Devi Paulsen-Abbott  
devi.paulsen@hypenica.com

#### Publisher:

Errol Bryce  
publisher@cbn.co.za

#### Editor:

Helen Bleasdale  
editor@cbn.co.za

#### Features Editor:

Robin Hayes  
robin.hayes@cbn.co.za

#### Production Manager:

Elise Jacobs  
elise.jacobs@cbn.co.za

#### Journalist:

Jadine Gracie  
jadine.gracie@cbn.co.za

#### Sales Team:

Heather Ferreira  
heather.ferreira@cbn.co.za  
Claudia Moulton  
claudia.moulton@cbn.co.za  
Robin Dunbar  
robin.dunbar@cbn.co.za  
Andre Evans  
andre.evans@hypenica.com

#### Subscriptions:

subs@cbn.co.za

#### Cape Business News

Tel: (021) 250 0400

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



**DENCO**  
AUTOMATED

Tel: +27 21 981 0840  
info@denco.co.za  
www.denco.co.za



PANELMOUNT SURGE PROTECTION UNITS  
25kA to 800kA.

**ASCO**  
Power Technologies

**GRIPPER & CO (PTY) LTD**  
INDUSTRIAL AUTOMATION & PNEUMATIC EQUIPMENT

TECHNICAL EQUIPMENT SUPPLIERS & AGENTS



158 Lower Main Rd, Observatory, Cape Town  
Tel: 021 447 7203 • Fax 021 447 6981  
www.gripper.co.za | www.phoenixcontact.com



**TARGET RIGGING**

- MACHINE MOVING
- MOBILE CRANE HIRE
- CRANE TRUCK HIRE
- ABNORMAL TRANSPORT
- FORKLIFT HIRE - TO 12 TON.

Cell: 082 557 7887 ■ Tel: +27 (0) 21 591 4925  
1 Consani Road ■ Elsie's River 7490  
david@targetrigging.co.za ■ www.targetrigging.co.za

# Donald Trump? What's not to like?

IT's been a long time, but there I was again, peacefully minding my own business and enjoying a sip of the best on offer at the local pub. In walked Luke the Dude and ruined it all. "So what about this Donald Trump," he enquired.

I pretended not to hear, but Jon the Joker conspired with Luke to disturb the peace.

"What do you mean what about this Donald Trump?" he contributed.

"Well," Luke the Dude enlightened the usual congregation of serious conversationalists who escape to the local pub to avoid unrealistic spouses, lawn mowing and the chaos wreaked upon international airports by politicians, "do you like him or not?"

"Ah, that takes me back," reminisced Bob the Book, "to the days before Trump, when leading politicians did not issue daily falsehoods as facts. And, when journalists had a scoop when they found one lie spoken by our elected leaders – instead of counting the lies in speeches by the leader of the free world."

"Not only Trump," added Stevie the Poet, "his hired liars too, led by the chief spicer-up of the truth, his White House Press Secretary Sean, ahem, Spicer. He who shouted at the assembly of correspondents that more people attended Trump's inauguration than any other inauguration in history, period, then added four more lies and ended the press conference without taking questions."

"And what about that poor blonde who has to defend the Trump fantasy to the people of the world," contributed The Prof. "She of the similarly unfortunate if accurate name Conway. Indeed. It doesn't really matter that the president says things that are false, she defends bravely, what does matter is that he also says many things that are true. I kid you not."

"Hmmm," remembered Big Ben. "Ms Conway was also the originator of the phrase 'alternative facts'. That says it all. The opposite of facts are no longer lies. For President Trump and his administration (Big Ben always speaks respectfully of presidents) they are alternative facts."

"Granted," agreed Bob the Book huffily, "all of the above is true, which is why I was reminded of a time before this post-truth world, when decent people had respect for the facts."

"Wait a minute, wait a minute," interrupted Luke the Dude. "I should like to think that respectable people still like facts better than lies, but we are talking about politicians here. They are all the same. Name one politician who is not a liar."

"Lucas, Lucas, Lucas," admonished The Prof, "there you go generalising again. It is almost always such an easy thing to do and it is almost always such a foolish thing to do. It makes sense to remember, particularly here in South Africa, that generalisation is the mother of racism. But at least you are in good company. The leader of the free world thinks all Muslims are the same. So he remains hell-bent to discriminate against them, all of them."

"Well thanks for the sermon, Prof," blushed Luke the Dude albeit defiantly, "but name me one politician who is not a liar!"

"Ahem!" declared Bob the Book. "Excuse me, but that was exactly what I was attempting to do before I was interrupted so rudely by half the so-called gentlemen in this pub."

Noticing the blood vessels expand in the impressive Gaelic neck of Jean-Jay, who had interrupted nobody and who did not take kindly to being included with so-called gentlemen or so-called anything else, I stopped pretending not to hear and took preventive action: "Order please, gentlemen, order!"

Which they all did, as is their wont, on my tab.

Thus being suitably unmiffed, the meeting of wise men and others continued in a more convivial fashion. "Let's give Bob the Book a turn to speak," proposed Luke the Dude generously. This met with anonymous approval and hears on all sides of the house.

"In the days when national leaders had more ethics, not to mention self-respect," Bob the Book began pompously, I was fortunate to see master TV journalist David Frost interview Edward Heath. Unlike the now former members of the SABC board, Frost had a brilliant understanding of his medium. In his opinion, television enables you to be entertained in your living room by people you would not have in your home.

"And Edward Heath, as the youngsters here will not remember, was British prime minister for slightly shy of four years from 1970 to 1974. To be fair, I'll afford him a quote as well. Unlike the members of the South African Cabinet, he had a fine understanding of the business of government. In his opinion, unemployment is of vital importance, particularly to the unemployed."

"Get on with it," muttered Colin the Golfer.

"Non-non, Monsieur," ruled Jean-Jay. "The vote she was democratique. Let him remember there is a point to the memory lane."

Having thus been subtly reminded of it, Bob the Book reluctantly approached that point.

"As I was about to say," he sulked, "there is a third person in this drama. Margaret Thatcher. Ted Heath lost the general election in 1974 to Labour and the leadership of the Conservative Party in 1975 to Thatcher, who duly became prime minister when she led her supporters to victory in 1979. Let's give her a quote too; here is my favourite: 'The problem with socialism is that you eventually run out of other people's money.' Think about it, Colin."

"In the meantime Heath, although for many years afterwards the most senior of the front-benchers, never became a cabinet minister again and it was assumed throughout the United Kingdom that

there was no love lost between him and his successor. Particularly as he was still very popular in the party and seriously influential in parliament. It was in this time that David Frost did the particular interview with Heath, professional and well-researched as always.

"At last," muttered Colin the Golfer, this time gaining some winks along with the raised eyebrows.

"Frost asked the statesman about the affairs of the day, national and international, and probed his insightful thoughts and suggestions. Then, as any good journalist, however serious, had to do, he changed the topic to Margaret Thatcher and without much ado asked the question, 'do you like her?'"

"Heath evidently did not expect the question but realised immediately that it was a trap. Frost knew the answer and his British audience suspected it. But, as a gentleman and a loyal Conservative, Heath could not possibly say he did not like her. So he made the best of a bad job. What followed were a few minutes of unforgettable journalism."

"Heath discussed Thatcher's performance as prime minister and praised her successes. Frost replied, 'but do you like her?'"

"Heath responded positively to some of her other good qualities and Frost asked, 'but do you like her?'"

"And so it went. If memory serves, Heath even explained that personal likes and dislikes were irrelevant, but still the question remained, 'but do you like her?'"

"In the end Frost desisted without a yes or no answer and Heath remained a gentleman

## OPINION

### ON THE CONTRARY



Pieter Schoombie

and, more to the point in today's world, he never lied."

We considered this for a few moments. Then Luke the Dude speculated: "Today's world? What would Donald Trump have done? What do you think, Prof, hey? I bet it would have been something like this: 'Maggie? Of course I like her. I am not into old chicks, everybody knows that, but Maggie? I like her and I am honoured to say, she likes me. We've always been close, which is terrific, believe me. And I am a very loyal friend, you know that folks. So there's no problem with my loyalty, it's fantastic.'

"Right Prof?"

"Hmmm," spoke The Prof behind his hand. "That brings us to your first question, young Lucas. Of course I like Donald Trump. When last did we have so much fun talking politics?"

E-mail: noag@sonicmail.co.za

## No need to fear methane emissions from peat

METHANE is said to be twenty times worse than carbon dioxide (CO<sub>2</sub>) as a greenhouse gas, and since it is also a major fossil fuel it is a gas we are supposed to fear even more.

However this is not an assertion limited to opposing the fracking of shale. Climate alarmists claim a warmer planet will mean vast peat fields in the Northern Hemisphere will release the methane they contain leading to such a dramatic change in the climate that a Category 5 hurricane would be the least of it.

However, this theory has now been challenged by a team of US researchers whose experiments suggest that peat lands will not be affected much should there be a rise in global temperature. They found that if these northern peat lands stayed wet a "substantial amount of [methane] will not be released into the atmosphere".

"We do see some breakdown of peat on the surface, but not below [30cms] where the bulk of the [gas] is stored," they report.

The team of researchers were from Oak Ridge National Laboratory, the University of Oregon, Florida State University, the Georgia Institute of Technology, the US Department of Agriculture-Forest Service, Chapman University, Lawrence Livermore National Laboratory, and the Pacific Northwest National Laboratory.

They tested what happened to peat lands

### THE OTHER SIDE OF THE COIN



Keith Bryer

when the temperature rose by 2.25°C, 4.5°C, 6.25°C and by 9°C a year. In other words, they tested what the alarmists' computer predictions say is almost a foregone conclusion of a 2.25° rise in world temperature right up to a mind-boggling 9°. They did this for a year in each case.

So, yet again, it seems that computer models were drastically wrong. Throughout this range of temperatures it was found that methane emissions did not rise in step. The deeper peat – where most of the methane is trapped – did not break down even at the extreme 9° level.

"If the release of greenhouse gases is not enhanced by temperature of the deep peat, that's great news because that means that if all other things remain as they are, the deep peat carbon remains in the soil," says Joel Kostka, Professor of Microbiology, Georgia Institute of Technology.

That is a little equivocal but positive nonetheless.

Indeed, one would think it certainly is "great news" because the earth's soils contain 1,550bn tonnes of organic carbon, and 500bn tonnes are in the Northern Hemisphere, about the same amount as in the atmosphere.

In fact, if one was truly only worried about the effects of a warming planet on the climate, and had no other motives in

Continued on P27

Recycling on site reduces your costs by reducing the volume of waste.

Contact:  
Reg 079 579 8210 or  
reg@smartwaste.co.za

www.smartwaste.co.za

