

CAPE Business News

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JULY 2017

Golden Arrow fly



3

No stopping this bus.

Wooden homes boost



13

Stalwart takes the helm.

1 000 Gantry cranes supplied



19

Heavy lift champions.

Cape fortunes fall

THE Western Cape's investment tycoons have seen billions of Rands in value wiped away by treacherous economic and political developments at home and abroad.

Investors, of late, have endured tough times with the political will to grow a very sluggish local economy alarmingly absent. Sentiment has been further hammered by ominous political developments in South Africa – including the growing suspicions of state capture seemingly articulated in the replacement of respected finance minister Pravin Gordhan with untried Malusi Gigaba.

To make matters worse, those investors that in the last few years hoped to hedge against an ailing and compromised South African economy are now finding that price of externalising wealth is sometimes awfully steep. Unexpected political developments like Brexit in the UK and the election of the blustering businessman Donald Trump as president of the USA has added nasty complications to offshore forays by South Africa investors – especially with the Rand showing a rare determination to strengthen against major global currencies.

As things stand it would seem the worst body blows have been taken by retail tycoon Christo Wiese, whose investment empire is famously run from an office in the unfashionable Parow East hub.

Wiese – thanks to his holdings in retailer Shoprite and conglomerate Steinhoff International – remains one of the wealthiest individuals in South Africa.

But some of Wiese more peripheral – although not insubstantial investments – have been seriously mauled in the last 12 months.

Shoprite's value has held up well over the past year, rising 22%. But Steinhoff – where Wiese has a large minority shareholding after swapping in his holdings in Stellenbosch-based financial services group PSG and his large stake in fashion retailer Pepkor – has fared poorly, dropping in value by some 15% over the last 12 months.

But Wiese's portfolio has taken a real beating on his large stake in R30bn investment company Brait, which has suffered after making an ill-timed investment into the difficult UK fashion retailing market via First Look. Brait's value on the JSE has dropped by 32% so far this year, and by a hefty 56% over the last 12 months.



Wiese has also endured pain in his controlling stake in industrial supplies company Invicta Holdings. The company's share price is down around 20% this year despite indications that the underlying operating businesses are performing as well as could be expected in a tough operating environment.

Wiese's property and financial services company Tradehold – which owns a serious swathe of UK and African property - has also suffered, and its value has dropped 15% this year and over 30% on a 12 month basis.

Wiese's commodity investments – namely diamond miner Trans Hex Group and mining conglomerate Pallinghurst Resources – have also not exactly sparkled, respectively dropping in value by 9% and 30% so far this year.

Wiese biggest blow – but fortunately his smallest investment – has come from an investment in Stellar Capital Partners. This specialist investment company – which holds controlling stakes in Steenberg-based asset manager Prescient, Retreat-based electronics manufacturer Tellumat, security technology specialist Amecor and industrial supplies group Torre – has dropped in value by 44% this year alone and by over 50% over a 12 month period.

While Wiese appears to have suffered the worst bruising to his portfolio, the going has also been tough for other Western Cape-based tycoons.

Johann Rupert – whose family controls investment companies Reinet and luxury brands conglomerate Richemont – has seen a muted performance from investment giant Remgro. Remgro – which holds investments in private hospitals group Mediclinic, banking group FirstRand, insurance cluster RMI, liquor group Distell and consumer brands giants RCL Foods and Unilever SA – has lost around 7% of its value in the year to date and 13% over 12 months.

Jannie Mouton's PSG Group – which owns interests in Capitec Bank, Pioneer Food, Capespan, retailer Kaap Agri and private education group Curro - has probably fared best of all with its value up 6% in the year to date and nearly 30% over 12 months.

The marked fall in value of many of Wiese's investment holdings might stem from the fact that he has, or can afford to have, a higher appetite for investment risk.

But Wiese has previously endured tricky investment periods, remembering his brief dalliance with the financial services sector in the late nineties via Boland Bank and

Continued on P2

A cuppa good cheer



R17 million contributed to community upliftment over the past decade has had far reaching effects for a local Cape community involved in the production of the locally found and proudly South African produce - rooibos tea.

Over 900 children have been positively influenced; 7 students have completed tertiary studies with full bursaries, with another 21 currently studying with bursaries; 330 permanent workers and 1500 seasonal workers have been positively impacted – all through local tea manufacturer, Carmien Tea and its social upliftment arm, The Mouton Foundation – named after the Mouton family who established and own Carmien Tea.

Mouton Foundation initiatives The Mouton family explain that the foundation has established, and currently oversees:

- Four multi-purpose community centres;
- Three fully equipped Early Childhood Development Centres run by the Pebbles Project - the official education partner to the Mouton Foundation - which is currently educating 80 children up to the age of five;
- A mobile library and learning centre. This travels out to the more remote farm centres, delivering books, videos, educational toys and games to the children;
- Three after school clubs which care for 170 children every day after school whilst their parents are at work. The children also receive a meal and academic intervention as well as fun arts and crafts activities and sports;

Continued on P2



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IN THIS ISSUE

- 15 Maritime & Ports
- 19 Materials Handling & Equipment
- 23 Electrical
- 24 EDS Profile
- 25 Industrial Gas
- 26 Safety & Security
- 28 Stainless Steel Materials
- 29 SEZs & IDZs
- 30 Water Engineering
- 32 On the Contrary
- 32 The Other Side of the Coin

Cape fortunes fall

Continued from P1

BoE. This was also the time when Wiese capitulated at Monex, the then owner of a newly developed Century City and Canal Walk shopping centre. Subsequent investors the Rabie Group and Hyprop made a mint from these assets in later years.

Is Wiese likely to retreat from any of his current investment positions where value has been badly eroded?

Probably not. Wiese is a cool customer, and not easily spooked by short term damage. In fact, Wiese might be

tempted to increase positions where value has fallen beyond reasonable value levels.

For example, at the end of May Wiese had already confidently spent R55 million to pick up more Tradehold shares, which were trading close to a 12 month low.

Whether Wiese looks to increase his holdings in other companies where share prices have been battered remains to be seen.

CBN suspects Wiese might well have a flutter at Invicta, which recently published

enviable results with an increase in revenue of 8.4% to R11.5 billion turned into a 26% increase in bottom line profits to R533 million.

Invicta directors said the company remained resolute in its efforts to produce results above market benchmarks and its competitors.

They added that the businesses that made up Invicta had strong fundamentals and enjoyed a significant competitive advantage.

Brait recently released some rather shoddy financial results, which has

put further pressure on the share price. So far Wiese has not showed an inclination to acquire more Brait shares, and perhaps this is a sign that further price weakness is possible.

He has also refrained from additional share purchases at commodity investments Pallinghurst and Trans Hex despite both share prices looking weak.

CBN, however, believes Wiese could take more of an active role at Stellar Capital Partners, where CEO Charles Pettit

surprisingly stepped down last month.

There may be an effort to unlock the value from Stellar by selling off the individual investments. Quite possibly the stake in industrial supplies group could be dangled in front of Invicta, and Wiese may have plans to incorporate asset manager Prescient with other financial services holding housed in Tradehold.

It seems there could be some interesting months head for Cape Town's serial risk taker, indeed.

A cuppa good cheer

Continued from P1

- Tertiary study bursaries for employees' children, with 20 students currently enrolled for a variety of courses;
- A full-time nurse and a mobile health service which visits all the employees on the farms. The Mouton Foundation nurse practitioner sees approximately 3 000 people a year;
- Holiday programmes for all the farm children which takes them on outings and educational excursions;
- Three youth groups;
- An Elderly Club - which offers crafts and motivational talks to the farm's senior citizens; and
- Sport fields and indoor netball court are provided for local rugby clubs,

the soccer league, netball club and small farm schools that would otherwise not have access to these facilities. These institutions are further supported through donations from the Foundation.

Where it started

The Mouton family's passion for community upliftment goes back to 1985 when Mientjie Mouton, the founder of Carmién Tea, opened the first crèche on the Mouton family farm. "Easing the challenges faced by working moms, caring for children and the elderly, and training and development of our employees are issues which have always been close to the hearts of the Mouton family," says Mientjie.

"We pursued a partnership with Bergendal

Farming Operations, which led to the establishment of a 50% worker owned business, Bergendal Rooibos Pty Ltd, on the farm where I was raised. This new company, which created 96 new jobs, exclusively processing and packaging Rooibos for Carmién Tea."

"Every time a customer purchases a box of Carmién Tea they are helping us make a difference in our community," says Lize Mouton, marketing director for Carmién Tea.

The Mouton Foundation recently launched the De Meul Community Centre - the fourth, and largest, multi-purpose community centre to be built by the Mouton Foundation. It coincided with the ten-year anniversary of the formalisation of The Mouton Foundation in the Citrusdal valley.

Century City today an integral part of Cape Town's property scene

AN unusable wasteland - a marshy piece of ground. Most property developers wouldn't look at it twice. But that's the site of what's now Century City in Cape Town. It's taken visionaries to see the potential.

This development arose at a time when there was an increasing demand for land for construction purposes near to the city. The sole reason it was looked at with any interest was its location close to the city and to nearby business areas like Paarden Eiland and Maitland.

The site was initially earmarked for affordable housing and the original developer, Ilco Homes, which developed what was then



known as Summer Greens, ran into financial difficulties.

The development was then taken over by Monex Ltd whose MD, Martin Wragge, realised that, to succeed, would require the land to be rezoned as a mixed-use development as low cost housing could not support the level of services required, in particular to deal with the high water table and to provide direct access to the N1.

The rezoning was a seminal moment in the history of the area. It provided for rights for a wide range of types of properties - commercial, residential, retail and leisure - and so this mixed-use feature allowed for the creation of a place where one can work, live, shop and spend one's leisure time.

Construction began in 1997. The interest shown by large corporate businesses like PricewaterhouseCoopers, Vodacom, the Louis Group, Unisys and Business Connexion, in establishing their offices in the precinct was an important step in turning this new area into a sought-after loca-

tion. The opening of Ratanga Junction and the Canal Walk Shopping Centre followed.

"The Rabie Group got involved in Century City in 2004," explains John Chapman, a director of Rabie Property Group, "when we acquired the remaining undeveloped land and associated rights. These rights provided for the development of 1,25 million m² of property, the bulk of which has since been developed. The remaining 250 000 m² will be developed in line with market demand."

Over the years, the project has involved the investment of over R23 billion, a sizeable sum flowing into the economy of Cape Town. Investment continues apace, and current construction includes a major office development which will include new regional offices for Discovery.

According to Cohen, "Century City's situation is clearly a big factor in making this an attractive area for business - near to the city as well as to many of the suburbs of Cape Town, and the area is

well-served by public transport. We also know that the clean and safe environment appeals."

These factors, coupled with the investment value of the properties in this private estate, have led to a precinct with more than 500 businesses and 3 500 residential homes.

One of the latest developments at this city-within-a-city has been the introduction of a Marriott Hotel, the signature brand of the world's largest hotel group, Marriott International. This brand was ushered in through the recent conversion of the African Pride Crystal Towers Hotel to the Cape Town Marriott Hotel Crystal Towers.

"It's extremely positive for Century City to showcase a global giant like Marriott Hotels. The credibility of the brand internationally adds gravitas to our tenant directory, and we will no doubt see many more visitors from around the world coming to Century City because of the presence of a hotel under this brand," says Cohen.



#1

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Golden Arrow hits profit targets

SMART investments by parent company Hosken Consolidated Investments (HCI) have ensured iconic public transport specialist Golden Arrow Bus Services has remained firmly on the profit high road despite some difficult trading conditions.

Last month HCI CEO Johnny Copeyn said he was really pleased that Golden Arrow – which operates exclusively in the greater Cape Town metropole – succeeded in lifting its headline earnings by 24% to R230m in the year to end March.

Golden Arrow increased total revenues to R1.68bn (previously R1.5bn) and pushed

up profit before tax to R331m (R268m). This made the unsung transport segment the star performer in HCI's sprawling investment portfolio (which includes gaming, media, industrial, property and mining investments). In fact, Copeyn noted that transport was HCI's second-largest contributor to headline earnings (behind gaming, which is mainly the company's investment in casino giant Tsogo Sun).

Copeyn said Golden Arrow's 12% increase in revenue was achieved thanks mainly to a subsidy increase in excess of previous escalations and new routes having generated additional revenue.

Most impressive, however, was the marked increase in profit margins to almost 27%. Copeyn explained that savings achieved on supplies and services resulted in a lower increase in costs than that of revenue.

Golden Arrow is also turning into one of HCI's most successful investments, which is ironic since the deal to take over the 'tired' bus business caused many eyebrows to be raised in 2004.

Observers felt Golden Arrow was an archaic public transport operator that would offer HCI at best a short-term investment. But not even increased competition

from the taxi sector and the introduction of MyCiti bus routes have managed to derail Golden Arrow from its profitable track.

Revisiting the original deal – which saw HCI pay R257m for Golden Arrow – offers a completely different perspective on the transaction.

The operating profits for Golden Arrow in the past financial year of R447m suggest that HCI have made an excellent turn on the initial investment in Golden Arrow.

Of course, HCI has invested heavily in Golden Arrow's fleet in the past dozen years.

One of the key investment decisions transpired last year



when the handling of cash as a method of payment on buses, kiosks and at depots was deemed a high risk factor in the company's business model.

To mitigate this operational risk, a decision was taken to procure a state of the art automatic fare col-

lection system at a cost of R85m.

The smart card based automatic fare collection system not only increases efficiencies but provides Golden Arrow with considerable detail around travel patterns of commuters.

It seems Golden

Arrow is successfully harnessing this data to hone efficiencies across the company's revenue base.

Last year also saw the ongoing recapitalisation of Golden Arrow bus fleet, which saw the replacement of 74 buses at a cost of R136m.

Ascendis barking up the right tree

STEENBERG-based health brands conglomerate looks intent to fatten up its phyto-vet offering after recently paying R375m to acquire the South African agrimed and vet businesses of Indian-owned pharmaceutical giant Cipla.

The Cipla businesses are highly profitable, having earned R31m in profit after tax in the year to end March 2016. The respective management teams also stay on board, ensuring operational continuity.

Ascendis CEO Karsten Wellner said Cipla's agrimed and vet business units had performed well over the last three years with double digit compound annual growth rates in sales and profits.

The businesses also hold 20% and 16% market shares respectively, and are strongly cash generative.

The additional upside could come from expanding into Africa, where Ascendis' phyto-vet already has already cornered viable niches. Wellner noted that Cipla's businesses currently only earned 10% of revenues from export markets, arguing that there was an opportunity for synergies with Ascendis' existing African networks.

Cipla Agrimed (production animals) and Cipla Vet (companion animals) have considerable operational traction, having been established in 2004. Cipla India's decision to sell off these businesses stems from a decision to focus on their core pharmaceuticals competencies.

Wellner said the deal offered Ascendis a well-known range high quality animal medicines at attractive margins – including 300 Agrimed and 45 Vet SKUs (stock keeping units) with more than 210 marketing authorisations.

Agrimed sells mainly via agri co-operatives, and has tenders in SA and Botswana and services large farmers. The Vet business sells via wholesalers, vet shops and vet practices, and Wellner reckoned the offering is "very complementary" to the company's existing phyto-vet division (especially the strong retail presence in SA).

At the interim stage Ascendis' phyto-vet division made up only 16% of the company's total turnover. But the performance was commendable with revenue rising 38% to R491m and operating profits increasing

53% to R75m. Most impressive is that the operating margin has grown from 12.1% in 2014 to 15.2%, and is likely to fatten further with the Cipla businesses making a large contribution.

According to a recent investor update, Ascendis' phyto-vet businesses are still enjoying double digit organic growth with recovering Sub-Saharan Africa markets offsetting the water restrictions now in place in the Western Cape.

The company also expected a normal fertilizer season again (between September and November).

Wellner also highlighted the positive impact of the high margin Afrikelp brand – a Western Cape based kelp products specialist that is increasingly internationalising its operations.

Wellner also noted that further growth for the phyto-vet division in African markets was likely in the second half of the financial year.

Overall, Ascendis looks in rude health with Wellner reporting that further growth was likely to be notched up in the pharma-med and consumer brands divisions.

He noted ongoing double digit growth in

the Medical Devices division where the loss of one agency was compensated for by adding new brands.

Wellner added that overall performance in the second half of the financial year would be helped by synergy projects between three medical business units as well as a good performance of from hospital businesses and export gains.

The consumer brands division should benefit from the launch of a 'high end doctors' Solal range in SA.

Wellner said the skin market still looked rosy despite tougher economic conditions. Business levels would be helped by the launch of a new high end cosmetics range, a strong new product development pipeline and further growth in the sports and nutrition market in South Africa.

Wellner said Ascendis was addressing two new routes to market (internet and mass retail) for its sports and nutrition businesses.

Although most recently deal-making has been internationally focused, there remains a possibility of Ascendis clinching small bolt-on acquisitions before the end of the financial year.

Sasol needs more time to meet air pollution laws

SOUTH African petrochemicals group Sasol plans to apply to postpone a 2020 deadline for meeting stricter air pollution laws.

The company, which announced this at the beginning of June, said it intended to apply for an extension for some of its plants to meet the air pollution laws by 2025 as it might only be able to do so by then.

South Africa is one of the largest air polluters in Africa, emitting millions of tons of harmful emissions into the atmosphere every year. The country currently has a heavy dependency on coal-fired power plants for energy which contributes largely to these emissions.

Sasol's executive vice president for operations Bernard Klingenberg said the reason for the postponement request is in order to give the company more time to implement projects. These projects are intended to assist in the reduction of the company's greenhouse gas emissions.

Sasol said challenges it may experience in



reducing sulphur dioxide and hydrogen sulphide emissions could further delay its compliance past 2025. It added that the company may then require further extensions.

"There will be postponement applications again, particularly in SO₂ (sulphur dioxide) and H₂S (hydrogen sulphide), where today we don't have credible viable solutions and we need to work on those," Klingenberg said.

The Department of Environmental Affairs previously granted postponements in 2015 to applicants including Sasol, Eskom and Anglo American Platinum. These com-

panies had until 2020 to comply with the new minimum emissions standards for air quality laws.

"The large majority of the minimum emissions status for 2015 we were able to comply with, but in some areas we need time to implement projects," Klingenberg said.

Government intends reducing the country's harmful emissions by 34% by 2020, with some of the minimum emissions standards for air quality laws covering sulphur dioxide and nitrogen oxide emissions.

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54% of companies struggle to align innovation and business strategy according to PwC's Innovation Benchmark

COMPANIES are making blind bets on innovation with billions of dollars potentially on the line, according to a survey of over 1 200 global executives and business leaders. The PwC Innovation Benchmark examines how top companies are meeting innovation challenges.

Most companies struggle to align their business and innovation strategies, leaving many companies flying blind as they place bets on innovation. A finding that is especially important as the report also found that strategy, not size of

investment, is the greatest determining factor in the success of an innovation initiative.

The aim of the study was to understand how these business leaders view innovation and what they are doing to better reap its rewards. Innovation was looked at across a complex set of challenges, including innovation strategy, operating models, culture, metrics, and more in a bid to understand how companies are seeking to create business value and financial returns on their efforts.

The survey findings

show that companies are struggling with clearly aligning their innovation efforts with their business strategy.

Tielman Botha, Digital Lead for PwC South Africa, says: "Innovation is a major part of the competitive equation for 21st century business. The capacity to create value through the development of new customer experiences, products, services, technologies, processes and business and delivery models is one of the keys to profitability, growth and survival.

"In an era of digital

business and rapid technology change, virtually no company can ignore the imperative to innovate. Failure to do so is an invitation to lose business.

"This report identifies the pain points for executives across all industries to help find solutions to drive innovation that will align with business strategy and result in bottom-line success."

Among these findings, PwC's Innovation Benchmark found that:

Leaders show low confidence in their company's processes: Just

over one-quarter of respondents believe they lead their competitors in innovation.

Companies are embracing open innovation models: The most innovative companies today are promoting innovation both inside and outside their organisations by breaking down traditional barriers to bring in a much wider ecosystem for ideas, insights, talent and technology. Sixty-one percent of respondents say their company deploys an open innovation model, followed by design thinking (59%) and co-creating with customers, partners and suppliers (55%), all well ahead of traditional R&D (34%). More-inclusive operating models, such as open innovation, design thinking and co-creation with partners, customers, and suppliers are now all embraced ahead of traditional R&D, and by a wide margin – almost twice as

many companies favour these models.

The innovation X factor? Humans: Big data can tell you that customers behave a certain way, but it takes a human to explain why they behave that way. As a result, most companies surveyed (60%) consider internal employees their most important partner for innovation. It is important to realise that employees are not merely workers with a defined set of job or managerial skills. Even if they do not sit on a company's core innovation team, employees can be valuable contributors to innovation efforts early in the process.

Designing the next innovation breakthrough: Technology companies set the pace in developing breakthrough innovations with 58% of respondents reporting their companies focus main-

ly on breakthrough innovation.

Tech innovation or leader? Increasingly, companies are looking to technology to help create markets for novel products and services that do not yet exist and to meet needs that customers don't yet know they have. "With technology being key to innovation in general, it is no surprise that technology companies lead the way in breakthrough innovation, with nearly two-thirds of them making this the focus of most or all of their innovation efforts. They are followed by companies in the pharmaceutical and life science, health services, communication, and automotive industries – almost half of innovating businesses in those sectors focus mostly on breakthrough innovation," Botha adds.

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Five ways Cape Town and WC will maintain investor confidence

WESGRO recently hosted a stakeholder engagement to set out the steps Cape Town and the Western Cape are taking to maintain investor confidence following the recent credit ratings downgrades.

It was led by City of Cape Town Mayor Patricia de Lille and Western Cape Economic Opportunities Minister Alan Winde, and featured key insights and strategies from Wesgro and Accelerate Cape Town.

The emphasis is on:

- An aligned communications plan across the Western Cape to counter negative perceptions about investing the region.
- Building Cape Town's brand as a world-class investment destination, through the City of Cape Town's 'Invest Cape Town' initiative.
- More than 70 tourism, trade and investment promo-

tion missions abroad to be conducted by Wesgro in 2017 - selling the region as an investment destination, and helping local businesses access international markets.

- Doubling-down on Project Khulisa, the Western Cape Government's economic strategy, to ensure policy certainty.
- Launch a new Investor Centre, in conjunction with the DTT's InvestSA initiative, as a collaborative one-stop shop for investors into Cape Town and the Western Cape.

"Cape Town will continue attracting investment by creating an enabling environment for job creation and economic growth. We will do this through investing R6.8 billion in the next year on infrastructure development through road upgrades, electricity projects and expand-

ing our broadband roll out amongst others. Key to this work is a strong, sustained focus on clean, corruption-free governance as these are the primary factors which investors consider when choosing where to invest their money. The Auditor-General announced that Cape Town was the only municipality in the country to achieve a clean audit for the 2015/16 financial year.

"Economic growth is at the top of my agenda and we will work relentlessly to ensure that we do what we can to grow the economy and contribute towards job creation for the people of our great city. Through our Invest Cape Town brand initiative we are actively promoting Cape Town internationally as a forward-looking, globally competitive business city. We are going to the world to say we are more than just an iconic tourist city, we are open for business," said Mayor De Lille.

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ITAC urged to remove increased duty on stainless steel fasteners

IN what it believes to be an 'oversight', Cape Town-based fastener supplier Fastenright is appealing for the removal of the customs duty that was implemented on stainless steel fasteners on April 1. The duty was imposed as part of protection measures for the local fastener manufacturing industry through the implementation of a hot-rolled coil safeguard duty, which was approved by Trade and Industry Minister Dr Rob Davies last month.

The International Trade Administration Commission of South Africa (ITAC) reviewed the customs duty imposed on a number of downstream steel industry products following requests from a number of domestic fastener manufacturers to increase the customs duty applicable to stainless steel fasteners to their respective World Trade Organisation-bound rates of 15% and 30%.

Fastenright MD Rainer Lutz pointed out that there are no local manufacturers that can produce stainless steel fasteners in the range of sizes, standard of quality or volumes required by customers. Fastenright, in common with many fastener suppliers, imports its stainless steel fasteners from approved suppliers mainly from Asia and Europe, with material excellence certificates confirming quality.

Fastenright's products are used by a range of manufacturing industries including boat building, construction and security.

"These products always used to be, and should continue to be, duty-free but all stainless steel fastener importers in South Africa, are now casualties of what seems to be oversight in applying this customs duty to stainless steel fasteners."

In his opinion, Lutz believes that for the very few local stainless steel fastener manufacturers, the customs duty offers little protection or incentive as they cannot compete on availability, quality or price with well-established and respected international manufacturers.

Lutz fears that more unscrupulous suppliers may attempt to import goods under the wrong tariff heading – giving them an unfair advantage. "Removing

the duty will level the playing field and cost savings will inevitably and ultimately be passed on to end-users and exporters."

To support its application to ITAC, Fastenright has submitted proof of its research confirming that there are no viable stainless steel bolt and nut manufacturers in South Africa. The company submitted typical enquiries for stainless steel fasteners to several local manufacturers, all of which were unable to supply the products, claiming that they are not part of their product range.

In response to Fastenright's enquiry, the South African Fasteners Manufacturers Association has confirmed that all the stainless steel fasteners that the company is importing are not made by any South African manufacturers, except for screw studs and screw studding of stainless steel, more commonly known as threaded rods, which Fastenright acknowledges must be subjected to the customs duty to protect local manufacturers.

"If our application to ITAC is unsuccessful, we will be forced to significantly increase our selling prices as we cannot absorb the newly imposed import duties" said Lutz. "All suppli-

ers are facing the same predicament, which will have an unnecessary inflationary effect on the entire South African stainless steel industry, affecting many other products that depend on using stainless steel fasteners for assembly and production."

Exporters of products which include its fasteners will also not be able to increase their selling prices to recover these higher duties, as this would put them in an uncompetitive situation.

Stifling growth

Lutz notes that local demand for stainless steel fasteners has been growing,

as customers realise the advantages of the product over other inferior materials.

Imposing a hefty and unnecessary customs duty will stunt the growth of the industry, believes Lutz.

"A superior, robust product offering, our commitment to customer service and stockholding capacity that guarantees availability, is the reason for Fastenright's steady market growth over the past seven years. We added a third warehouse to our operations in October last year to ensure adequate stockholding" explained Lutz adding that the company can source any fastener in

any material, due to its positive relationships with its suppliers.

Fastenright has steadily increased its range of security fasteners over the past few years and can source almost any kind of tamper-proof fixings.

"We are constantly extending our product range beyond the normal bolts and nuts including special products for the solar and maritime industry which are also in stock.

"The implementation of the customs duty on stainless steel fasteners is an unnecessary obstacle, stifling the growth of an essential commodity" he concluded.

Are SA consumers ready for the financial services shakeup?

THE South African financial services sector is undergoing major changes as the industry prepares for the introduction of the Financial Services Board's Retail Distribution Review (RDR). However, many consumers – the primary intended beneficiaries of the regulatory overhaul – remain largely unaware of what RDR is and how it will impact them once implemented. The Financial Services Board (FSB) noted in its most recent status update that consumer education will be essential for RDR to achieve its objectives.

Lizl Budhram, Head of Advice at Old Mutual Personal Finance, explains: "For consumers, the greatest change triggered by RDR will

be the clear demarcation of fees for financial products and financial advice. Currently, when a financial adviser offers a customer a product, the premium includes commission that covers the financial advice. In future financial advice will become a separate commodity entirely, and be charged as such. A consumer will be able to select the financial service they want." According to Budhram, consumers will ultimately be offered a greater choice in terms of the value they receive from financial advisers and the fees they should pay for services. This choice improves transparency, empowers the consumer and strengthens the relationship with their financial adviser.

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The Zest WEG Group has been servicing the mining, infrastructure, construction and manufacturing sectors for more than 35 years and by leveraging best practice engineering and manufacturing capabilities, the group is able to offer a range of standard off-the-shelf products as well as end-to-end energy solutions.

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Rotorvane compressor sales sole distributor for Mattei

ROTORVANE Compressor Sales, are the official distributors of the Mattei range of compressed air products, offering compressor sales, parts service, refrigerant dryers and fitters from their Storemill, Roodepoort premises.

Rotorvane provide in-house educational training and development programmes with an emphasis towards PDI Candidates as well as technical certification programmes by Rotorvane personnel who

have been endorsed by Mattei Italy.

Mattei Compressed Air Products

Mattei manufactures a wide range of quality rotary vane compressors from 1.5kW - 250kW with free air deliveries from 0.16m³/min to 44m³/min from its base in Italy.

Mattei's rotary vane air compressors are the result of continuous innovation and advanced design capabilities. The

low rotational speed of the compressor unit found only in vane technology, the high volumetric efficiency and the complete absence of roller or thrust bearings, result in energy savings of over 15% compared to other rotary compressors.

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All Mattei's compressors have a 1:1 ratio between the electric motor speed and that of the air-end. This means great

er energy efficiency and higher performances.

Compared to other technologies, rotary vane compressors guarantee a superior internal air seal, together with a consistent and long lasting performance.

Safety and Reliability

The integrated design, direct coupling, low rotational speed and the limited number of moving parts ensure Mattei's rotary vane air compressors remain

safer, more durable and therefore more reliable over time.

Low Operating Costs and Low Maintenance

Mattei's rotary vane compressors are designed to reach 100,000 hours life without the need to replace any blades or other metal parts. The long operating life of a Mattei compressor is assured by high quality machining which is the essence of rotary vane air com-

pressors.

Simplicity

Mattei's rotary vane air compressors are quiet and can be located almost anywhere. They are quickly installed and take up a limited amount of space. Their accessible design makes maintenance operations simple and straightforward.

Quality of the Air

All Mattei's compressors are fitted with a generously sized filtering system, which guarantees quality com-

pressed air suitable for any use. Mattei's very efficient, multi-stage oil separation system produces an exceptionally low lubricant carry-over.

Rotorvane Compressor Sales provide not only the Mattei reliable efficient and high quality compressed air products, but also peace of mind. Energy efficient packages utilising both fixed speed and variable speed drive compressors can be specified as well as an air leakage detection and repair service, coupled with air audit systems to quantify air consumption.

Instant EFT without fees?

HEARD of iPay Secure Payment yet? It's a disruptive next-generation digital app that is contributing to the displacement of traditional financial services companies in the payments arena. It gives consumers an alternative way to make secure instant electronic payments, with none of the transaction fees banks typically charge. So how safe is it? iPay has just achieved Payment Card Industry Data Security Standard (PCI DSS) v3.2 accreditation with the help of Galix, an accredited PCI Quality Security Assessor.

Says Mitchan Adams, iPay's CTIO, "Passing the PCI DSS audit certifies that iPay has put in

place all of the industry standard best practices required for handling sensitive customer data. It gives our customers, and the banks, the surety that their data is in safe hands."

The iPay app enables consumers to make an instant, secure EFT (electronic fund transfer) payment straight into any bank account. That's right – no credit card required. And consumers don't need to pay the standard transaction fees that the banks and the credit card companies demand to complete the transaction. The merchant pays and is happy to since the transaction fee iPay requests is substantially less than a credit card company would charge. Everyone saves. So why did iPay need the PCI DSS accreditation if credit cards are not going to be their clients' a primary means of payment?

For iPay, the PCI DSS accreditation opens a number of doors in terms of new business models and markets.

Says Adams: "Because we are a new-generation service provider, the banks wanted the assurance that we understood and enforced the security requirements needed to process payments. We are exploring additional partner models that will assist the banks to offer their clients instant EFT options – a move that will expand iPay's customer base and also offer the bank's clients new ways to transact.

"In addition, the PCI DSS standards align with ISO 270001 information security management system standards. Both sets of standards have worldwide recognition so are particularly relevant if we want to enter international markets with iPay, something we are currently exploring."



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Wire Products Design Competition

Since its humble beginnings in 1929, Cape Gate Fence & Wire Works (Pty) Ltd (CG) has established itself as a market leader in the steel industry and its associated lines of business.

With around 90 years of experience and by staying abreast of technology, CG is a proud supplier of quality wire products and steel materials.

In furthering its new product development objectives, Simon Cummings (CG Managing Director), approached the Cape Peninsula University of Technology (CPUT) Industrial Design Department to identify new wire products that could be added to the company's existing range.

Johan van Niekerk, program leader of CPUT's Industrial design department, agreed to partner with CG and hold a design competition with his 4th year Industrial design students. The competition took place in May, with 21 students submitting over 50 product design ideas for possible future production at the Cape Gate Parow manufacturing plant. At the awards presentation Simon Cummings congratulated the students and their

program leader on the impressive quality evidenced in the innovative design ideas generated. The CPUT Industrial Design department is a pocket of excellence in the Cape.

The winners of the design competition were:

First Prize: Mr. George Gibbons

Second Prize: Mr. Merlin de Almeida

Joint Third Prizes

Mr. Mohololo Nkoana

Ms. Kate Smith



The group of 4th year students accompanied by members of Cape Gate management.

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Strong legacy means exciting future for Concor Western Cape

WITH a number of projects on the go and a strong legacy on which to build future business, things are looking bright for Concor Western Cape. Concor Western Cape, formerly known as Murray & Roberts Western Cape, has embraced its name change following its recent acquisition, along with a number of other Murray & Roberts assets, by a consortium led by the Southern Palace Group.

Mark Fugard, managing director of Concor Western Cape, says that the company's heritage goes back to the formation of Murray & Roberts in Cape Town more than 115 years ago, which was later merged to form Murray & Roberts. He adds that Concor, also a recognisable brand in the South African construction industry, was established in 1948, and acquired by Murray & Roberts in 2006.

Significantly, the majority of the iconic structures in the Cape Town CBD were built by the company. One of these is Portside, which at 139 metres is the tallest building in the CBD, and was constructed using a plethora of novel construction methodologies as well as a few South African technological "firsts".

Fugard says that it is business as usual for Concor Western Cape. "We will continue to focus on meeting our clients' needs; the future will see us becoming more agile and flexible, enabling us to continue meeting changing market demands," he says.

Through the new ownership structure, Concor Western Cape is now part of the leading black owned construction business in South Africa, and this further strengthens the company's historical commitment to employment equity and skills development. Prior to the acquisition by Southern Palace Group consortium, Concor Western Cape already had an established reputation for its commitment to various education, training and development initiatives and Fugard says this will continue unabated.

"We have always considered our people to be our most valuable resource, and importantly, our management structure and core contracting teams will remain as is. This will give our existing clients and the market place the reassurance it needs to continue working with us."

Despite the effects of tight economic conditions, Fugard says a number of exciting projects have come into the market with a healthy

pipeline of future opportunities.

These include city centre high rise developments, retail centres, offices, apartment blocks and at least six new hotels to cater for the growing tourism market.

"There is a large development focus on the residential segment at present, including many

inner city apartment opportunities," he says. "This is leading to substantial development of both new as well as the redevelopment of existing buildings into residential and/or multi-purpose spaces."

Projects recently completed by Concor Western Cape include the Century City Bridge Park Tenant Installation

and Tokai Retirement Estate, while ongoing projects include Tsogo Sun which houses both Stay Easy and Sun Square Hotels, the Radisson Blu Hotel portion of the Triangle House development, Aurum Presidential and Luxury Suites, a high-end private home in Nettleton Road Clifton and Neotel data centre.



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The African Business Outlook



Lindie Engelbrecht.

THE African Business Outlook is looking quite bleak, with corruption and a lack of adequate infrastructure seeming to be the biggest problems in the business climate. This is according to the latest results of the Global Business Survey done by Duke University.

Duke University has surveyed CFOs around the world every quarter since 1996. The survey aims to pulse the busi-

ness community and has a strong record of predicting future economic activity. Central bankers, analysts and investors often rely on the survey results.

The South African Institute of Chartered Accountants (SAICA) joined the survey in 2013, helping to establish the African Business Outlook, with an initial focus on the South African econo-

my. In late 2015, Nigeria was also added to the survey sample.

“Looking at the survey results over the last four quarters, African CFOs have been and continue to be the least optimistic in the world – both about their companies’ prospects and countries’ economic outlooks,” said Lindie Engelbrecht, SAICA’s Executive Director. Members and Global Alliances.

“However, the trend of South African CFOs being more optimistic about their own companies than South Africa’s economy in general is continuing, increasing from 42.9% in the third quarter to 46.6% in the fourth quarter of 2016. Their optimism dropped to 39% in the first quarter of 2017, which is understandable, considering South Africa’s down-

grade to junk status.”

When respondents were asked about what keeps them awake at night, South African CFOs rated the currency risk, economic uncertainty and government policies as their most pressing concerns in the last quarter of 2016. In the first quarter of this year, they’ve added the volatility of the political situation to their list of concerns.

Even though expectations regarding product price inflation have decreased, it continues to trend above the rest of the world. Africa still has the highest expectation of inflation in the world. The African outlook regarding growth in sales revenue seems equally bleak with revenue growth expectations decreasing from 9.8% in the third quarter to 5.8% in the fourth quarter of 2016, and hiking up to a mere 10% in the first quarter of 2017.

While African CFOs expect a substantial decline in capital spending, South Africa anticipates a growth of almost 20% in this area. The expectation is also that earnings and full-time employment growth will decrease in 2017.

“When asked which policies or problems needed to be addressed to improve business climate in their countries, 66% of the respondents said that corruption had to be reduced, 52.8% believe that infrastructure has to be improved and 49.1% feels political instability needs to be addressed. Furthermore, African CFOs also believe future investment opportunities will be limited due to current debt burdens,” Engelbrecht added.

“Regardless of these fears and concerns, more than one in four African CFOs still expect to be a CEO in five years – the highest percentage in the world. Sixty-eight percent also believe that their current job tasks adequately prepare them to be a CEO sometime in the future, proving once again that many remain optimistic in economically uncertain times,” Engelbrecht concluded.

Key facts:

The survey had 53 respondents of which 23 were from Nigeria, 24 from South Africa and 5 from other parts of Africa. Unless otherwise stated, the analysis represents responses from across Africa.

The survey sample includes CFOs from both public and private companies representing a broad range of industries including retail/wholesale manufacturing; communications/media; banking/finance; mining/construction; transportation/energy; and technology.

Certain questions are constant each quarter, to capture trends in corporate optimism, expected hiring and capital investment plans, inflation, wages and many other categories. Other questions change each quarter to examine topical economic issues and newsworthy business or political events that may affect the corporate finance landscape.

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Pneumatic Test Pump Kit generates 21MPa of in-field clean pressure

FLUKE Calibration, represented locally by Comtest, has introduced the 700HPPK Pneumatic Test Pump Kit, a rugged, portable tool that generates and adjusts pneumatic pressures up to 21MPa without requiring a nitrogen bottle or other external pressure supplies. It is ideal for generating high pressure in the field to devices under test (DUTs), such as transmitters, controllers, pilots, and analog gauges.

The 700HPPK reaches pressure in 20 seconds to full scale into a 30 cm³ volume. A detachable pressure adjustment system and adjustment control knob allows technicians to make fine pressure adjustments to 0.05% of reading or better.

The lightweight and portable pneumatic pressure kit is designed for use in the lab or the field with collapsible feet, a built-in handhold, and a canvas carrying case

making it field-portable. In-line filter and desiccant systems protect the device against contamination from the DUT, and it works on almost any surface, so technicians don't need a flat laboratory bench or flat area in the field.

The 700HPPK has the versatility to cover a wide range of workloads. It features a 2m pressure line and assorted pressure fittings to connect to a variety of DUTs for wide workload coverage.

Its ¼ NPT female reference gauge connector facilitates easy reference gauge switching. No PTFE tape or extra tools are required, reducing the equipment and accessories technicians need to carry to the job site. The calibration manifold attaches and detaches smoothly via quick detent pins that reduce set up and pack up time.

A second model, the 700HPP, is available specifically for high pressure source users.

Smooth speed regulation with high precision from Hengstler

THE new Hengstler Acuro® AX73 is a class leading optical encoder that offers smooth speed regulation with high levels of precision. Its compact dimensions make it suitable for installation in areas where there are space constraints.

Available from the official Hengstler distributor for southern Africa, Countapulse Controls, this absolute rotary encoder is ideal for ATEX-rated applications. The Acuro® AX73 encoder carries ATEX and IEC Ex certification for gas and dust explosion proof requirements.

This advanced optical encoder offers benefits for a myriad of applications including on winches, cranes, drill and other oil and gas industry equipment, as well as in paint plants, petrochemical facilities, bottling plants and grain mills.

The connection configuration on the encoder allows the routing of cabling with the encoder installation in separate steps. This provides significant cost



The new Hengstler Acuro® AX73 is a class leading optical encoder that offers smooth speed regulation with high levels of precision.

and time savings during installation, as cabling can be completed in advance. This type of installation also allows the quick replacement of a spare encoder during maintenance and servicing activities.

Another feature that facilitates ease of maintenance is the use of just two screws for the connection hood. Many comparable encoders use six or even eight screws, while insufficient corrosion protection makes such units difficult to un-install. Special patented screws are used to protect the unit against dust, water and corrosion.

The optical scanning system provides a highly

accurate 22-bit resolution sensor signal for wherever precision or smooth speed regulation is necessary. Despite this high level of accuracy, the encoder itself is robustly designed with excellent resistance to shock, vibration and external magnetic fields. The stainless steel housing is rated to IP 67 protection and can operate in Ex-related ambient temperatures from minus 40 to plus 70°C.

With a housing diameter of only 76 mm, the encoder is ideal for use where space is limited. The encoder can be ordered with SSI, BiSS-B, BiSS-C and Profibus interfaces.

Afrox invests R10-million on upgrades

SINCE 2011, Afrox has invested over R10-million in upgrades at its Special Gases Propellant Plant in Roodekop, effectively positioning the company as a well-established supplier to South Africa's FMCG personal care market.

Personal care propellant requires that stringent quality standards are met and that propellant gas contains no odours or impurities.

As part of the upgrades at the production facility, Afrox has ensured that the company meets these standards, says Nadine Baird, Product Manager – Chemicals at Afrox.


“One of our guiding principles is the supply of quality product. We source and supply product to the highest standards and our filtration system allows us to remove sulphurs,

dienes and moisture,” says Baird.

Part of the upgrades also included the commissioning of strategic storage tanks in the Gauteng region that will allow Afrox to have continuous supply in the event of an unplanned shutdown by suppliers. “We want our customers to have peace of mind, and focus on their core business whilst we as the supplier of choice

ensure consistent supply. As part of the global Linde Group, we are able to leverage off the Linde supply chain, and import product at lower rates and have assured flexibility. In 2016, we successfully imported over 750 tons of product, thus we had full supply to all our contracted customers with no product rationing or short supply,” says Baird.

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24th Annual Africa Oil Week 2017

AFRICA's premier event is host to over 1 250 industry players from around the world, bringing together cross-continent multinationals and offering a content rich programme, a quality industry exhibition and five-star networking. Regarded for its high-level participation and onsite deal-flow, with sizeable in-room investor and finance potential, Africa Oil Week delivers exposure of Africa-wide state and private acreage opportunities, transaction and new venture assets and potential, exploration and production developments, and an overview of Africa's hydrocarbon future.

Held at the Cape Town Convention Centre, this event continues to provide the most trusted and reliable platform for governments,

national oil companies, corporate players, independents and financiers, along with service and supply operators, to share deep insight and linchpin strategies and engage in meaningful debate and conversations set to drive and strengthen Africa's rapidly evolving upstream industry.

With over 160 speakers from the corporate and public sphere, this year's event promises a programme designed around industry solutions that set the standard for adjusting business models to new demands. Experts will share strategies that enable the upstream industry to advance carefully, yet optimistically, as the investment environment improves, with companies pursuing asset deals, and oil price gains remain in place. Innovation, flexibility, ca-

pabilities, technology and reforms are the keywords of the new strategies being deployed to face the future of the upstream industry with confidence and Africa Oil Week provides opportunities for exploring them all.

Also being held during the week is the 17th Africa Independents Forum (23rd Oct, 5th Africa Local Content Forum (23rd Oct) and the 5th Young Professionals in Oil, Gas & Energy session and the 80th PetroAfricanus Dinner, hosted by ITE on 24th October at the iconic Mount Nelson Hotel, and the 9th Global Women Petroleum & Energy Club Luncheon (25th Oct).

Register by 16th August to qualify for an Early Bird Discount. For more information: www.africa-oil-week.com

The innovations that will make future homes greener

By Cala van der Westhuizen
Spokesperson for consulting and energy solutions company, Energy Partners Home Solutions.

WITH carbon dioxide emissions continuing to be a major environmental concern, we decided to take a look at some of the most interesting advances in green building which might just change the construction industry for the better.

Recycled paper bricks

University of Pretoria student, Elijah Djan was only 11 years old when he invented Nubrix, a brick made from waste paper. With only about 5% of South African households recycling their waste paper, and the other 95% sending theirs to the already overflowing landfills, the environmental benefits of this product are clear.

Djan is now turning Nubrix into a business. While more durability tests need to be done, he has subjected his waste-paper bricks to rain and compression tests, and built a Nubrix wall that's still standing a year later. The hope is that in the near future there will be a very real drive towards sustainable innovation from both government and the building sector.

Bird-friendly glass

GlasPro UV glass makes man-made structures safer for birds. About two-thirds of South Africa is urbanised, and a wide variety of bird species are attempting to survive in these



unnatural and dangerous new habitats. Reflective, transparent materials such as windows cause hazardous collisions that kill millions of birds every year.

GlasPro has come up with a simple, yet effective innovation to keep them safe: bird-friendly glass coated with UV liquid that makes it visible to birds, which will substantially reduce the number of injured birds in urban areas. Human eyes cannot detect the UV coating, so it also does not reduce visibility from our perspective.

Buildings made of wood

Constructing any conventional home or commercial building requires tons of aluminium, steel, clay bricks and cement. There are many ways to marginally reduce the carbon footprint of these components but their manufacture has always been less than sustainable.

Architects in the United States are now exploring a new kind of structure built entirely from timber. Wood is by no means a new building material, but new innovations have once

again made it relevant to modern building.

Researchers are combining new super-strong plywood, with precision digital CNC manufacturing processes to build timber structures that will rival conventional brick-and-mortar buildings very soon. While the costs of buildings like this are still high, proof of the concept already exists. An 18-story dormitory in Vancouver called Brock Commons, which finished construction late in last year, is the tallest timber structure in the world.

Modern twist on old practices

Researchers in Sweden have devised a way to adapt the so-called Trombe wall, a solar building design from the 19th century. This new take on an old idea can help to not only passively heat but also cool buildings, without increasing carbon emissions.


A Trombe wall is a passive solar building design that is built on the winter sun side of a building with a glass external layer and a high heat capacity internal

layer separated by a layer of air. This serves to heat the entire building in cold months.

The new design, unveiled by researchers earlier this year, uses renewable wind and solar energy to generate both cooling and heating in buildings. The adjustments have also eliminated the original Trombe wall problem with overheating, which in turn has drastically reduced the total energy consumption and carbon emissions.

Constructing these walls is also sustainable, with prototypes already having been built with stone, wood and even wool. Researchers have hailed the new design of Trombe wall, as one of the best ways to meet the increasing energy demands of modern homes and commercial buildings without increasing carbon emissions.

Beyond installing state-of-the-art photovoltaic, water heating and lighting solutions, sustainable building practices offer some of the best ways to bring new structures ever closer to being carbon neutral.




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AA launches national pedestrian visibility campaign

THE Automobile Association (AA), in collab-

oration with the FIA, Ford and Michelin, is

launching a road safety campaign. This national campaign, known as the #ISeeYou campaign, is focussed on pedestrian visibility.

One in three fatalities on South African roads are pedestrians. Statistics from the Road Management Corporation (RTMC) show 5 410 pedestrians died on our roads in 2016. This represents a shocking 38 percent of all deaths on the country's roads last year, making pedestrians, by far, the most vulnerable group of road users.

The #ISeeYou message goes deeper than pedestrian visibility, its dual purpose is also to drive mutual respect between motorists and

pedestrians.

"One of the key dangers for pedestrians is that they are seen too late by drivers. On dimly or unlit roads, and wearing dark clothes, pedestrians are often 'invisible' to motorists who may only see them when it's too late to avoid hitting them. It's a serious problem in South Africa, one which we hope this campaign will begin to address," says the AA.

The campaign is looking to provide reflective sashes as many pedestrians as possible. Within the campaign, a mechanism has been provided for individuals and corporates to make donations to fund purchasing and distribution.




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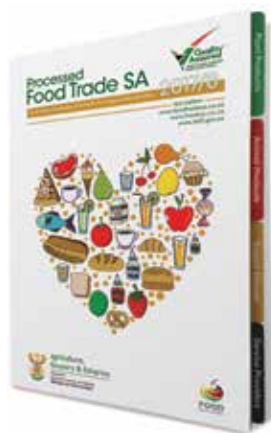


EXCELLENCE IN FLUID TECHNOLOGY

DAFF to launch new national Processed Food directory at Anuga

THE first edition of the Processed Food Trade SA directory will be released at the world's largest food and beverages trade fair on 7 October 2017 in Cologne, Germany.

The Processed Food Trade SA directory is a comprehensive resource and reference work, featuring a unique compilation of export information on processed food. The directory, organised into 16 product categories featuring 112 products and groups, also features information on producers and exporters of each product. For SME's and companies interested in exporting agro-processed goods, a DAFF's comprehensive



step-by-step export manual is also included in the directory.

The South African agro-processing sector, with its vast biodiversity and competitive input cost has a well-developed export sector, proven resilience

and ability to compete in the global economy. Access to accurate export statistics is thus vital to further the competitiveness of our producers. All the relevant industry associations enthusiastically welcomed the initiative as

it promises to become a major marketing tool for our agro-processing industry. The dti is to distribute copies at all the major agro-processing shows, i.e. Anuga in Germany, Gulfood in the UAE, Foodex in Japan, SIAL in China and also Iran Agro. South African trade offices worldwide will also use the publication to promote our produce and service providers.

The Processed Food Trade SA directory is compiled by Malachite Media Services, also publisher of DAFF's Fresh Food Trade SA directory –an annual publication used since 2002 to promote South Africa's fresh agro-produce internationally.

SMC launches three additional communication protocols for its direct input step motor controller

RESPONDING to the demand for broadening the communication capacities of one of the corporation's most popular controllers, SMC's Direct Input Step Motor Controller is now available in three additional communication protocols, namely; DeviceNet™, EtherCAT and PROFINET. These now join EtherNet/IP™ fieldbus protocol which is already available to the market!

The recently launched JXC series from SMC with its three additional communication protocols is designed to directly control the LE range of Electric Actuators, providing real-time, high speed communication as well as added security, thanks to a dual port IN / OUT.

Ernst Smith, Product Manager at SMC Pneumatics explains that the Direct Input Type Step Motor Controller is ideal for General Machine Builders who rely on accurate speed, position or force, but at the same time look to improved flexibility and stronger security. "The DLR option gives added security and peace of mind as communication continues even when there is a disconnected element. In addition, real time feedback is achieved through numerical data input, in addition to half/full duplex high speed communication".

The JXC is yet another example of a recent innovation from SMC, with several new product launches taking

place from the end of 2016 to date.

Smith goes on to say: "Now using four of the most common networks within process and automation applications, JXC Series opens the door to simpler and closer control for our customers".

Due to its clever design, JXC Series delivers a wealth of savings in terms of space, cabling and maintenance for customers.



JXC range of Direct Input Step Motor Controllers.

2017 Tru-Cape Packhouse Challenge in August



THE Tru-Cape Packhouse Challenge 2017, an inter-packhouse trail running competition, is set for Saturday, August 26 this year.

Teams from Western Cape packhouses will include Two-a-Day, Ceres Fruit Growers, Kromco, APL and Fruitways as well as a team from event sponsor Tru-Cape Fruit Marketing, the largest marketer of South African apples and pears.

Managing Director of Tru-Cape, Rolf Pienaar says the longstanding event, now in its eighth year, has become a fixture on the fruit industry's calendar.

According to Two-a-Day's Petra van Rensburg, one of the event coordinators, the 21.1km race begins at 07h30 while the 10km route starts at 10h00.

There is a family and pet-orientated fun run route for 5km beginning at 11h30 while prizes will be handed out at 12h30.

The venue will again be the Elgin Grabouw Country Club and runners and walkers can expect single track, jeep-track climbs and exciting descents too. The race is run under the auspices of the Elgin Athletic Club and according to the rules of Boland Athletics. Half-marathon participants must be aged 16 and older while people aged 15 and older may enter the 10km race. Anyone may enter the fun run.

Last year, with a record number of 1 860 entries, the seventh Tru-Cape Packhouse Challenge was a great success with Grabouw packhouse Kromco

winning the Tru-Cape Packhouse trophy for the third year running, clocking up the most collectively run kilometres in the three timed races. Kromco lead the field with 3 870 collective kilometres run while Two-a-Day came a near second with 3 343. Newcomer to the race, Fruitways, ran 539km while APL and Ceres Fruit Growers achieved 820 and 405km respectively.

Enter online at Topevents.co.za but there will be race entries and late registration on the day from 06h00.

Please contact Petra van Rensburg petra@tad.co.za and for packhouse entries Tru-Cape's Judy Mudau judy@tru-cape.co.za

Results will be available at www.BolandAthletics.com following the race.

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MARKEM-IMAJE, a global leader in marking and printing solutions, has introduced Code with CONFIDENCE, a simple, tailored, comprehensive range of services solutions for customers worldwide. This new approach to services helps customers to increase reliability, efficiency, and profitability by ensuring production

output, maximising life cycle performance, and providing cost predictability.

For greater simplicity and faster response, Markem-Imaje's redesigned global service offerings include project management, start-up, operator training, software support, preventive maintenance support, process optimisation, and service

consultation for all technologies throughout their life cycle. These services are provided by Markem-Imaje's extensive network, which includes southern Africa's distribution partner, Pyrotec PackMark.

Elena Gonzalez, services product marketing manager at Markem-Imaje, says that Code with CON-

FIDENCE assists customers, no matter their size, to achieve business improvements that are sustainable. 'Our new offering addresses our customers' biggest challenges and expands their production possibilities. For us, a complete, effective coding solution integrates technology with the support required to keep it run-

ning at peak efficiency.'

In today's competitive business environment, staying ahead of the game is, in fact, the name of the game. Ensuring its coding and marking equipment's Overall Equipment Effectiveness (OEE) – the availability, performance rate and quality versus reject rate – Pyrotec PackMark's customers in South Africa are well catered for with full backup and maintenance support available around the clock. 'We operate a well-established 24-hour call centre that's manned by our technicians,' explains Brandon Pearce, Pyrotec PackMark's general manager. 'In the event of a breakdown, customers speak directly to a technician who, in most cases, can resolve the problem over the phone at no cost to the customer,' he adds.

'All our equipment comes with a 12-month warranty, and some with 18-month service intervals. Additionally, Pyrotec PackMark also offers a rental service where customers can rent a unit and return the coding machine at the end of the contract. We also provide a financing option in the form of a rent-to-own agreement. Customers pay a set monthly fee, depending on the rental period, which includes a maintenance contract. At the end of the rental period customers have a choice of paying an additional fee to own the printer or trading it in for a new unit,' Pearce explains. Straightforward trade-in options, where customers simply trade in old printers for new units, are also a popular choice. Values depend on the condition and age of the equipment.

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New era for timber construction company

RUSTIC Homes, fore-runner of timber home design and construction in South Africa and leader in the field since the 1980s, has recently undergone a change of ownership, that being Werner Slabbert, timber construction industry stalwart.

Since its inception in the 1980s, the Rustic Homes has established itself as providing high quality timber construction for the discerning homeowner.

Humble beginnings

Slabbert, whose holiday home construction fell into the hands of unscrupulous timber frame builders, prompting his career change from broadcast engineering to timber frame building, is deeply passionate about his trade.

“When I realised that the builders had disappeared and my house would not be built, I took a month’s leave from work and finished the construction of my house with the help of a carpenter,” remarks Slabbert. “During this time, I was approached

to build another log home, which I was reluctant to do, given my lack of experience at the time. But thanks to my growing reputation for solid building practice and sound business ethics, the orders kept coming in,” he says.

Slabbert’s hard-earned experience was complemented by his efforts to educate himself on the subject of timber frame construction. “At the time there wasn’t much going on in South Africa in terms of timber construction, so I read up a lot about how the Australians were building with timber, completed a number of courses with a local timber construction association and spent a great deal of time with the late Victor Booth, a well-respected timber frame engineer, considered a ‘guru’ of his trade in South Africa,” says Slabbert.

“Given that almost all my early commissions were from people who had been defrauded by unscrupulous builders, it was important to me to play my part in elevating the

standing of the trade, not only from an ethical perspective, but in the line of good and legally compliant building practices as well,” he adds.

Giving back

Apart from building the successful home building business, Eco Log Homes, Slabbert has played an active role in promoting timber construction throughout South Africa by contributing his time and expertise to various non-gain projects. “I felt I could use my passion for my trade to make a difference in the sector by promoting timber construction in South Africa. I continue to do this on a voluntary basis,

because it is my belief that if an industry is elevated and promoted, all of its constituents will reap the rewards,” Slabbert remarks.

Slabbert is the chairman of the working group of the SANS (South African National Standards) 10082 document at the South African Bureau of Standards (SABS), lectures on the subject of timber frame construction at various universities and has presented numerous papers on the subject at various conferences.

Setting the standard

Rustic Homes uses a unique and formidable bracing system that goes above and beyond the requirements of



current South African building regulations. The end result is that all the walls – including interior walls – are sheathed on both sides and densely packed with insulation, keeping the ambient temperature inside the house moderate, thereby saving heating and cool-

ing costs. The system renders the walls even more solid, dense and soundproof than conventional timber frame construction, making Rustic Homes’ method ideal for commercial buildings, like hotels and B&Bs as well as residential construction. Rustic Homes also

uses a space-enhancing system of flitch beam construction, a combination of timber and steel, which affords longer spans without having to increase the depth of the beam. This makes wide open, voluminous spaces a possibility and is also ideal for large door openings.

ABSA Agri Trends

Large soybean crop to sharply curb SA import requirements

AS the soybean crop harvest draws closer to the finish, above average yields were reported in North West, Free State, KZN, Mpumalanga and Limpopo. These yields support the anticipated record harvest the CEC has reported on the 26th May 2017, even though the market expects more than the reported 1,23 million tons of soybeans.

Both sunflower and soybean crushing is forecasted to increase by almost 13% this season, in April soybean crushing was recorded at a 5-month high.

This record harvest might reduce South Africa’s soybean and vegetable oil import requirements to meet local demand.

Highlights

Grains

- Fitch’s change in SA’s rating outlook from “negative” to “stable” backed a strengthening Rand, adding bearish pressure to the maize price.
- The record local commercial maize crop of 15.631 million tons will have a positive effect in the intensive livestock

market. We expect to see additional investment in these industries to improve their productivity and production within the next two years. Expect higher probability of rainfall over the south western parts of Western Cape during June month. Wheat crop development and yields dependent on the upcoming rains.

Vegetables

Prices were generally lower potatoes, onions and tomatoes, due to higher volumes. Onion received from the Northern Transvaal/Limpopo areas averaged around R30-34/10kg and Western Cape R38-42/10kg. Zambian demand was lower this week, because Zambian onion producers have harvested too, posing as a direct competitor for South African onion produce. The Tanzanian onion producers are also exporting some of their produce to Zambia. Angola and Mozambique picked up their onion demand slightly, but still not as much as last year’s demand around the same time.



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Preventing unnecessary spend on projects

CASE STUDY

ROADMAC Surfacing Pty Ltd is a major road construction company based in South Africa, that is currently applying innovative techniques and smart thinking to limit unnecessary spend from procurement and operational costs and help achieve contract cost accuracy across multiple complex projects that they are involved with. The BIM Institute took the opportunity to speak with Charl Van Schalkwyk, Financial Manager for Roadmac Surfacing, who identified the fundamental need for an ERP system that is helping streamline its processes and maximising on efficiencies. The business decided to approach Construction Computer Software (CCS), to conduct a business assessment. The assessment results allowed CCS an opportunity to present a seamless working, real-time operations and cost management solution which resulted

in improved project efficiencies and expenditure for Roadmac Surfacing.

CCS has implemented their projects cost management solutions specifically designed for the construction and engineering projects industry. Designed to work together seamlessly, the CCS products address issues faced by the industry daily, such as accurate contract costing and downstream control of projects, in order to improve project efficiencies and profitability. Identified by Roadmac Surfacing as best value for money in the industry.

ABOUT THE CLIENT

Founded in 1997, Roadmac Surfacing Pty Ltd is an operating subsidiary of Raubex Group Ltd and has an annual turnover of more than R1billion.

The Raubex Group provides expert services in infrastructure, roads and materials covering all aspects of road construction. The group focuses on new

road construction and heavy road rehabilitation as well as road maintenance the laying of asphalt, chip and spray, surface dressing and slurry seals.

The group have been using CCS Candy for five years and CCS BuildSmart for three years.

INDUSTRY

Construction:

Currently, Roadmac Surfacing is working on several large-scale government projects to rehabilitate key arterial roads around South Africa including; N3 Warden Asphalt R317m, N1 Bloemfontein Bypass Asphalt R267m, and various others across South Africa.

THE BUSINESS CHALLENGE

Situation:

A key challenge of the construction industry is that supplier invoices are often issued a long time after project completion. Given the

high annual turnover of Roadmac Surfacing, it found there was rarely 'one version of the truth' in the budget reconciliation between projects and accounts. Therefore, its greatest challenge was to reconcile procurement and operational costs with the financial ledger.

The CCS solution needed to offer a committed and seamless accrual cost functionality that could reconcile and reflect invoices and payments in real-time. In so doing, this would improve cost management against the original BOQ tender pricing from small to large scale complex projects, and have the added benefit of updating productivity worksheets as projects

Findings:

The Roadmac Surfacing project sites did not have the tools to manage their expenditure on a daily basis. Therefore, the solution needed to provide project teams with a real-time cost management solu-

tion that could run at every site 24hrs a day.

The challenge:

The challenge was to implement a tailored seamless solution during the financial year that could seamlessly adopt the old system without any disruption to the current business projects or its cost management

How it worked:

The CCS consultants installed both Candy and BuildSmart to streamline business processes and enable real-time management of projects with seamless cost versus allowable, and financial reporting. Until this installation, the length of time taken for invoices to reach the procurement office meant it was difficult for Roadmac Surfacing to effectively manage site-based costs, such as orders and deliveries. Therefore, the committed and accrual cost functionality in BuildSmart was critical. The result is that the team now have one source of truth of site costs through to project financials.

How it helped:

The CCS solution was implemented to accurately manage the dynamic link between time and money, enabling real-time information at all stages of a project. The CCS products are designed as a seamless solution; Candy for estimating, site plan and valuations and BuildSmart for accounts, site costs and operations management, it is possible to monitor each stage of a project in detail, and holistically. The depth of accuracy provided through dynamic monitoring of projects provides deeper insight into project expenditure control resulting in a more favourable financial outcome of projects run on the CCS solution.

From a short-term perspective, the implementation of the BuildSmart solution has resulted in



the following:

- Order-driven procurement and immediate approvals vs allowable are now a reality
- Immense improvement on cost control, bringing unnecessary expenditure down by more than 75%
- Real-time contract cost vs allowable reporting
- Contract costing: accuracy is no longer an issue
- Automated Reporting: reducing admin saving time and money
- Monthly reporting pack now completed a week earlier than when previously using the non ERP financial system
- Sites are now run as their own business and must show profits throughout a project

From a long-term perspective

- Allowable versus contract cost comparisons are now a reality, and the live management of sites and site finances have provided exceptional data and process value to the Roadmac Surfacing business.

THE BUSINESS IMPACT

Main advantages:

Due to the effectiveness of the CCS solution, project sites are now able to receive the monthly costing from head office

on time. This has had a positive impact on project planning, delivery and, quick rectification on projects when required resulting in improved financial success of projects.

OVERVIEW OF CCS:

CCS provide dedicated cost management software solution to the Construction and Engineering industries. All CCS products are designed with the help of experienced construction industry professionals which means they are built with a deep understanding of the industry and the problems that typically occur.

Candy and BuildSmart provide a seamless solution from first estimate to final accounts in real-time. Used together, BuildSmart ERP Operations Cost Management and Accounts, and Candy Estimating and Project Management tie the financial processes to the physical processes of your enterprise construction projects. This means that an accurate and real-time financial appraisal of each construction project of your enterprise is available for analysis at any time.

Launched in 1982, CCS is headquartered in Gauteng, South Africa and has further offices in the Middle East, United Kingdom, Portugal and India, Australia and North America. CCS has more than 19 000 users in over 54 countries including many of the world's largest construction companies.

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CLIENT TESTIMONIAL:

We adopted the CCS product suite because both Candy and BuildSmart had achieved successful results in other companies in the Raubex Group and it is an ERP system offering best value for money in the industry. The implementation was exceptionally quick and the team are very happy with the product, support and service which is consistently reliable. Because of the effectiveness of the seamless solution, and its ability to align cost functions across the business, it has become integral to the Roadmac Surfacing management of contracts."

CHARL VAN SCHALKWYK,
Financial Manager, Roadmac Surfacing (Pty) Ltd.

"Thanks to the Candy and BuildSmart suite of products, our project sites are able to receive their monthly costing from head office on time. Now the team never misses a deadline as the month ends are predictable and easy to plan. Managing a project without CCS is extremely time consuming, so it makes scenario planning a breeze."

WIMPIE KOCH,
Contracts Manager, Roadmac Surfacing (Pty) Ltd.

Sturrock Grindrod Maritime continues to make waves, despite SA's economic headwinds

SUPPLIERS of an evolving range of marine related logistical services over the past 25 years, Sturrock Grindrod Maritime's (SGM) activities now cover sub-Saharan Africa, Australia and Singapore. The company has been particularly successful in focusing on emerging markets, recently cementing a relationship as a ships agent in Papua New Guinea (PNG) – a new destination for the cruising fraternity.

"Our core business is the fast turnaround of vessels, which involves applying a plethora of logistical services to ship owners or charterer's and maintaining a strong relationship with suppliers and port authorities to meet vessel owner's needs" explained SGM CEO Andrew Sturrock. "We identified an opportunity in PNG as the government there have embarked on an aggressive programme of making the country a 'must see' tourist destination, recognising tourism as a fundamental economic generator, and welcom-

ing private investment involvement."

"We currently provide a wide range of services to the maritime industry in and around sub-Saharan Africa and Australia, operating in nine African countries, with a total of 38 offices from Ghana in West Africa all the way around the coast to Mombasa, Kenya. In addition we have an office in Singapore and a strong footprint in Australia with offices all around the coast" said Sturrock.

Looking outward

While the company's head office is in Cape Town, and it operates physically in all the South African ports, South Africa's current economic woes and long term lack of investment and modernisation of port and harbour infrastructure causes a focus away from home base.

"Many do not appreciate the value of a vibrant and competitive maritime sector and the combination of some of the highest port tariffs

in the world (in US dollar terms) and generally poorer port and harbour facilities make South Africa uncompetitive on the world maritime stage. This boils down to higher cost of goods and services that would otherwise be the case, which ultimately affects the man and woman in the street and contributes to inflation".

The Maputo Port Development Company (MPDC), is one such investment SGM has made in neighbouring Mozambique. A national private company in which Mozambican Railway Company (Caminhos de Ferro de Mozambique) (49%), Grindrod (24.7%), DP World (24.7%) and local partners (1.6%) are shareholders. MPDC secured the port concession until 2033 with the option of extending for a further 10 years.

MPDC hold the rights to finance, rehabilitate, construct, operate, manage, maintain, develop and optimise the entire concession area. The company also holds

the powers of a Port Authority, being responsible for maritime operations, piloting, tugboats, stevedoring, terminal and warehouse operations, as well as the port's development plan.

The Port Master Plan, approved by the Government of Mozambique, sets out a strategy for the future development of the Port and provides a framework for berth and channel improvements, development of landside facilities and expansion of service corridors and other associated infrastructure.

The dredging of the access channel to the Port of Maputo was completed in January 2017 allowing vessels with a sailing draft of up to 14.2 metres on the tide (up to 80 000 tons), to enter the Port.

In excess of US\$ 700 million has already been invested by MPDC, its shareholders and sub-concessionaires, which has resulted in volumes increasing year on year. It is expected that volumes handled

through the port will increase to 40 million tons by 2020, a considerable growth from the 5 million tons handled at the start of the concession in 2003. A further US\$ 300 million will be invested in the port which will create more than 43 000 jobs, directly or indirectly. The upgraded port and infrastructure will live beyond the concession period and will contribute to the economic growth of the country for years to come.

"In addition to MPDC we see major opportunities in the port of Nacala and further north in Pemba, as well as depot handling operations for Mozambique's future LNG exports and mining minerals such as graphite – a key component in the flourishing lithium battery business" he said.

Skills development and training

As part of Grindrod, listed on the JSE Securities Exchange, the group through subsidiaries, joint ventures and associated companies



operates in 37 countries worldwide and employs more than 7 000 skilled and dedicated people.

"SGM have local, trained staff members on the ground in every port. They speak the local language and are equipped with regional knowledge and expertise, providing a superior level of service" said Sturrock "but despite an investment of more than R3-million annually in staff training and career advancement programmes, retaining staff is a challenge in our industry.

"SGM is a B-BBEE Level 2 contributor and we are committed to responsible HSSE practices. All our businesses are

ISO 9001-2008 accredited and we embrace our corporate responsibilities without compromise. We have robust in house anti-bribery and anti-corruption policies and insist on transparency in all our dealings and as such are TRACE certified.

"Whether you're operating Offshore Support Vessels, tankers or container ships, or rushing to deliver desperately needed aid in crisis areas, mapping the sea floor or transporting everyday cargo, we are there ready to assist on a 24/7/365 basis, with innovative solutions, equipment and expertise" he concluded.

We invest in our most important asset, our people

Sturrock Grindrod Maritime (SGM) is one of the largest companies in the Sub-Saharan maritime industry and plays an indispensable role in the economic growth and development of the region. SGM is a market leader with deep South African and African roots, a solid track record and experience spanning several decades.

Our people are the reason for our continuing success.

As a people-centered company, with a training and skills development budget of more than R3 million per annum, SGM is continually striving to implement new and better ways to develop and empower our workforce.

With a level 2 B-BBEE certification, SGM is a sector leader in transformation, employment equity, diversity and corporate social responsibility.

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Maritime

SKF Enlight Centre redefines machine condition monitoring for the maritime sector



SKF Enlight Centre is a first-of-its-kind, asset based (as opposed to measurement focused) machine health monitoring system, featuring a radically simplified user interface, designed for use by engineers and managers throughout the marine sector.

This new web based 'software-as-a-service' tool represents the

first phase of a multi-segment software development strategy. The goal is to roll out this comprehensive, standardised machine condition monitoring offering across all sectors of industry and transportation, where remote monitoring and operation is required. The new software will eventually replace SKF's existing @ptitude Asset

Management System. Easy and intuitive to use, the system identifies potential machine anomalies before they can cause malfunctions or damage, with data being transmitted via cloud based technologies to land-based sources of advice and expertise. This enables ship operators and engineers to implement an effective condition-based

management strategy, with repairs or overhauls being scheduled to minimise disruption and operational costs, while improving safety and reliability.

SKF Enlight Centre allows data to be accessed from anywhere around the world, regardless of the location of each vessel. The system can be configured to provide different levels of access to different users; for example, a chief engineer or fleet manager. Using built-in work flows, it provides even relatively inexperienced

maritime users with pertinent diagnostic information and analysis; if required, this can be shared with SKF, who can offer knowledge-based services via the Internet, should an impending machine malfunction be detected and further guidance be required. The system is offered under a subscription based licensing agreement and can be readily tailored to meet specific user requirements, maximising business efficiency in terms of CapEx and OpEx.

PETCO takes a lead in addressing marine waste in Africa

PETCO has partnered with The Sustainable Seas Trust (SST) to set up the communications hub for The African Marine Waste Network (AMWN). An ambitious collaboration between the 38 coastal and island states of Africa, the AMWN represents the first dedicated approach to addressing marine waste at a pan-African level – an African contribution to solving a global crisis.

As Cheri Scholtz, CEO of PETCO, explains; "PETCO believes that the partnership with SST and the African Marine Waste Network has great potential to bring

together key stakeholders in the PET value chain – government (national, provincial and local), the private sector, manufacturers, converters, bottlers, brand owners, recyclers, collectors, retailers, and consumers – to jointly develop and implement plans to address the challenges presented by waste in the marine environment."

This initiative promises to be a game changer; this is particularly timely, given that the first international UN Ocean Conference that took place in New York last week. This focused on waste minimisation and improving mechanisms for environmentally-sound waste management, disposal and recycling.

The United Nations Secretary-General António Guterres stated at the opening of the Ocean Conference: "The special relationship between people and the ocean that brings untold benefits for life, is under threat as never before. The problems of the ocean—all created by human activity, can all be reversed and prevented with decisive, coordinated action."

Given the pressing issue of ocean pollution worldwide, the partnership between PETCO and the SST is well-positioned to become a positive pathway for facilitating change and action.

Concludes Dr Tony Ribbink of SST, "Thanks must be extended to PETCO for their vision and generosity in providing core support. We believe that, alongside strategic founding partner Plastics|SA, PETCO has planted the seed which SST will carefully nurture through its early stages, and then grow the hub so that communications will become the unifying essence of the Network."



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Shipping losses continue to decline but... “perfect storm” looms

- Allianz Safety & Shipping Review 2017: 85 large ships lost worldwide in 2016, down 50% over a decade. South China and Southeast Asian waters top loss location. East Mediterranean replaces British Isles as top incident hotspot.
- Crew negligence, inadequate vessel maintenance and cyber increasing areas of concern, as economic pressures challenge budgets.
- New navigational and monitoring technologies could help reduce impact of human error – which has resulted in \$1.6bn of losses in five years. However, over-reliance brings risks.
- Piracy in Africa drastically declined from 160 incidents in 2011 to only 2 in 2016.

Large shipping losses have declined by 50% over the past decade, largely driven by development of a more robust safety environment by ship-owners, according to Allianz Global Corporate & Specialty SE's (AGCS) fifth annual Safety & Shipping Review 2017. There were 85 vessels reported as total losses around the shipping world in 2016, down 16% compared with a year earlier (101). Last year set safety records in the sector with the lowest number of losses in the past 10 years, preliminary figures show. The number of shipping incidents (casualties) also declined slightly year-on-year, by 4% with 2,611 reported, according to the review, which analyzes reported shipping losses over 100 gross tons.

“While the long-term downward loss trend is encouraging, there can be no room for complacency,” says Baptiste Ossena, Global Product Leader Hull & Marine Liabilities, AGCS. “The shipping sector is being buffeted by a number of interconnected risks at a time of inherent economic challenges.” Environmental scrutiny is increasing with record fines for vessel pollution. New ballast water management rules that come into force in 2017 are welcomed, but the cost of complying could have a significant impact on already-stressed shippers. Political risk is increasing, with activity in hotspots such as Yemen and the South China Sea having the potential to affect vessel routes. The threat of offshore cyber-attacks is

also significant. “A ‘perfect storm’ of increasing regulatory pressure combined with narrowing margins and new risks is gathering,” says Ossena.

More than a quarter of shipping losses in 2016 (23) occurred in the South China, Indonesia and Philippines region – the top hotspot for the last decade. Loss activity remained stable but was still almost double the East Mediterranean and Black Sea region (12), which was the next highest. Loss activity was up in the Japan, Korea and North China; East African Coast; South Atlantic and East Coast South America; and Canadian Arctic and Alaska maritime regions.

Cargo vessels (30) accounted for more than a third of all vessels lost. Passenger ferry losses increased slightly (8), driven by activity in the Mediterranean and South East Asia. Standards remain an issue in some parts of Asia with bad weather, poor maintenance, weak enforcement of regulations and overcrowding contributing to loss activity.

The most common cause of global shipping losses remains foundering (sinking), accounting for over half of all losses in 2016, with bad weather often a factor. Meanwhile, over a third of shipping casualties during 2016 were caused by machinery damage. This was also responsible for driving a 16% uptick in incidents in the East Mediterranean & Black Sea region (563), enough to see it replace the British Isles as the top incident location over the past decade.

Ensuring the welfare of the seafarer

THE primary focus of Sea Safety Training Group (SSTG) is the welfare of the seafarer. It aims to ensure that it plays its parts in producing well-rounded staff at every level from fishermen, to engineers, cadets and Officers, that are able to demonstrate the skill, knowledge and attitude required to competently perform in their job roles across the maritime industry while keeping up with technological advancements aboard vessels.

SSTG's goal is to work towards making entry routes available at all levels of qualifications and is currently expanding their reach through e-learning and the provision of blended learning platforms through the use of tablets in classroom delivery.

SSTG has the largest number of maritime accreditations in South Africa and provides ho-

listic services to students at each of its three major locations (Cape Town, St Helena Bay and Port Elizabeth) including a combination of transport, accommodation, meals, Career Guidance, Crew Resource Management, Coaching and Life-skills Development.

The SSTG Risk Department provides Consultancy Services where they assist with all queries maritime, including transitional arrangements to STCW-F and most Maritime Law concerns; and Compliance Audits that determine the current state of vessels and provide a comprehensive report to ensure that all aspects of a vessel's maintenance and safety conform to current legislation.

SSTG maritime training extends beyond the fishing sector and includes comprehensive Merchant Fleet Training for Master

Coastal, Deck Officers and Marine Motorman with Officer in Charge of Navigational Watch being launched in 2017 and the Engineering Officer of the Watch course currently awaiting accreditation for a 2018 launch.

SSTG have employed a Specialist Executive Coach and Career Developer to facilitate corporate training and coaching at all levels including baseline skills required for entry level staff to effectively perform their jobs through aspects of leadership, management, problem-solving, interpersonal skills, emotional intelligence, professional ethics and the human element. The goal of this division is to meet with employers, conduct a training needs analysis, recommend the best possible solution - which may not always be training, and then develop the required programme by contextualising and

customising the training content and delivery to meet the needs of the Employer.



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Thermal spray coating solutions has marine market covered

THE marine industry is a notoriously harsh environment for equipment, parts and components due to accelerated corrosion in a seawater atmosphere and severe operating conditions. Leading thermal spray company, Surcotec, in partnership with

Thermaspray, offers a range of high quality thermal spray coating solutions as corrosion preventative measures that provide long-term protection for subsequent extended equipment lifespan and reduced total life cost.

Surcotec Marketing and Sales Manager, Ian Walsh, gives an overview of the Western Cape marine market which is predominantly based in Cape Town and Saldanha Bay: "Cape Town, a general harbour with a thriving container operation, fishing, general cargo and a small oil terminal, is a hub for the oil & gas industry and presents a great potential. The deep draft Saldanha Bay port can accommodate large oil tankers and is one of the main iron ore export facilities. The surrounding areas boast a steel manufacturing plant and one of the country's largest oil storage facilities."

As Cape Town's reputable and fully equipped thermal spray company, Surcotec is perfectly positioned to assist in

marine applications. "It is difficult to predict market values due to marine repair being highly volatile with harbour usage sporadic at best but we claim the lion's share of the thermal spray market." Walsh affirms considerable growth over the past three years in their in-situ machining service. "A ship in harbour is a very expensive commodity and downtime can be a massive cost making it a highly competitive market. Most of these types of repairs are done on a round-the-clock basis so fast, quality service at short notice is vital, a reputation that Surcotec has earned."

Walsh explains that many components installed on ships such as power plants, pumping systems and environment control systems are designed for optimum performance in a land-based environment. "The harsh environment experienced at sea often puts these systems outside their designed capabilities, reducing lifespan."

Highlighting parts reliability as another concern to marine operators, Walsh notes

that the availability of spare parts can be a major issue at sea or in a foreign port. Reliable parts that perform correctly between scheduled repair opportunities are critical to a marine vessel's efficient operation. Failures can lead to downtime and unscheduled calls to port which can cost the operator vast amounts. Failures at sea can also have severe consequences from a crew safety point of view and is thus taken very seriously by ship operators and insurers.

The application of specialised coatings offers a highly cost effective solution by providing a protective barrier to the corrosive attack to help extend the lifespan of equipment, parts and components. While most thermal spraying technologies are suited to shipping, Plasma, HVOF (High Velocity Oxy-Fuel) and Arc Wire Spraying applications are fast becoming the leading technologies.

Walsh explains that the type of coatings and processes used in the marine industry are determined by the specific application. On sea water-exposed parts for example, we see a large portion of HVOF applications employed on critical valve and wear parts. HVOF is increasing being used as a replacement for hard chrome on parts such as hydraulic shafts, pumps and seals. HVOF's dense coatings reduce the possibility of sea water penetrating through to base material and causing premature failure.

Plasma offers a full range of ceramic coatings including hard wearing, insulation type and chemical attack-preventative coatings which are used extensively as a corrosion barrier. Due to the ability to operate for extended periods without lubrication, they can also serve as a low maintenance coating.

Walsh recommends arc sprayed coatings as a repair solution for worn parts. This

technology is the most cost effective thermal spraying process for large objects and is suitable for large build ups and large scale corrosion protection on ocean-going shipping containers.

Surcotec undertakes both repairs of worn components as well as coating of new parts. Repairs form the majority of the scope of work on equipment including pumps (shafts, impellers, volutes), valves (spindles, gates, balls, casings and seats), hydraulic rods, winches (shafts, drums, hydraulic motors, hydraulic rods), propulsion (tail shafts, bow thruster parts), engine parts (cylinder heads, pistons, water jackets, governor parts, fuel pump, turbo parts). "We also do in situ line boring on stern tubes, winches, etc.," adds Walsh. "Many equipment manufacturers now offer a piece of equipment with the option of coatings being applied at manufacture for an added premium, and the equipment operators are becoming better acquainted with the benefits of coatings."

Thermal spray coating technology is also becoming an increasingly viable corrosion preventative measure to provide long-term protection against corrosion on coastal infrastructures such as port facilities, bridges, pipelines, and highways.

Walsh affirms that Surcotec's two-year partnership with Thermaspray has without any doubt had a positive impact on the business. "The partnership has added value through an increase in capital equipment such as the Plasma system and manipulating robots. We have access to Thermaspray technical back up and laboratory and have the added advantage of being able to forward repairs that are too big for our facility to handle to Thermaspray and maintain our high service levels and customer loyalty."

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Konecranes celebrates the delivery of the 1 000th RTG



KONECRANES has been delivering Rail Mounted Gantry (RMG) cranes to intermodal operators all over the world for many years. This year marks the delivery of the 1 000th Konecranes Rubber Tired Gantry (RTG) crane – a milestone in its impressive history.

In South Africa three RMG's have been installed at Transnet in Gauteng. "It is one of the largest scale installations of RMG cranes ever to be undertaken in Southern Africa", said John MacDonald, Service, Sales and Marketing Director at Konecranes Southern Africa. "Weighing over 350 tons, the cranes are each able to move a container every three minutes".

Konecranes' Rubber Tired Gantry (RTG) crane is an integral part of the global company's product offering. This productive and reliable RTG was developed more than 20 years ago and remains the top choice for container terminals around the globe.

Konecranes' RTG has three main features which were part of the design from the start. The non-hydraulic design, unique to Konecranes' RTGs in the 1990s, has since been adopted by competitors. Nonetheless, Konecranes was among the first to realize the immense benefits of non-hydraulic RTG cranes, which are designed to provide higher reliability, less downtime, and lower maintenance and spare part costs, particularly at ports that experience harsh coastal weather.

Two other main features have remained part of Konecranes' unique and market-leading RTG design. First is the Direct Gantry Drive design with 16-wheel mechanism that separated Konecranes' RTG crane from its competitors' 8-wheel RTG cranes. The increase in wheels from 8 to 16 meant lower wheel loads, less maintenance, and minimal wear to the wheels. The extra wheels also allowed the crane to move sideways, potentially increasing productivity.

The other unique patented feature of the Konecranes RTG is the Active Load Control (ALC) system, which is designed to prevent containers from swaying, and enable the fine positioning of the spreader.

When combined, these features are intended to significantly speed up the container handling cycle, increasing the productivity of yard operation.

The benefits likewise extend past the ease of container handling. With decreased unnecessary movements due to the precision of the ALC system, productivity can remain kept at its highest level and energy-waste can be kept to a minimum. The use of AC-motors and frequency converters, instead of direct current technology, can also lead to significantly improved eco-efficiency.

Despite the innovative features, Konecranes' RTG was not a straightforward success story. Konecranes' approach to the RTG crane was unfamiliar to most container terminal operators, who were hesitant to order the slightly more expensive crane in favour of the more affordable partly hydraulic-driven RTG cranes.

However, after word spread of the RTG crane's unique features through user references, success followed.

Konecranes' RTG has come a long way

since the first prototype was built in the city of Hyvinkää, Finland, over 20 years ago. The original idea has paved the way for new applications and features, which in turn have enabled new markets to emerge.

The first Konecranes' RTGs were used solely by seaport terminals. The 1 000th RTG was installed at the Georgia Ports Authority at the Port of Savannah in the USA. With 22 ship-to-shore cranes (soon to be 26) and 146 RTGs, the Savannah Terminal is furnished with more pieces of Konecranes equipment than any other container terminal in the world. It is the fourth-busiest container terminal in the United States.

The latest chapter in the RTG's story is the BOXHUNTER RTG crane.

The BOXHUNTER is operated at ground level and integrates several innovative technologies that aim to improve the user's experience and bring savings for the terminal. The new addition to Konecranes' RTG portfolio targets previously unconquered market areas, mainly developing countries.



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HBPR/K125

Streamlined service department offers lower ownership costs

INDUSTRIAL materials handling solutions provider Goscor Lift Truck Company, part of the Goscor Group, has restructured its service department in order to offer customers the lowest total cost of ownership.

With 19 years' experience in the local forklift industry, Lex Winson was appointed as Service Manager, with effect from January this year. Latest developments include the addition of a Pre-Delivery Inspection (PDI) area at the main workshop facility in Johannesburg. "This has been a major highlight that has changed the mindset of the organisation to focus on customer service, and provided a good selling tool for the sales department," Winson points out.

Winson has also been instrumental in updating the process



flow in the service department, which has involved dividing the technical support team into a general administration section and a technical section. The latter includes a new call centre, which will ultimately be linked to Goscor Lift Truck Company's toll-free number to improve its 24/7 back-up service.

Technicians are on standby in case of after-hours emergencies. A manager has been appointed to be in charge of the overall workshop facility, reporting directly to

Winson, while the existing foremen have seen their roles expand to become Contract Managers, responsible for different areas. The first appointment in this regard covers the Lowveld area from Nelspruit to Polokwane. Three Product Support Representatives have been added to the team, the main function of which is to grow the aftermarket and service support function.

The service department is the heart of the business, representing a critical extension of the

relationship with the customer once the initial contract is concluded. "Getting the initial order signed is a small part of the equation. Keeping that customer satisfied during the entire term of the contract, and then coming back to us again, is what is truly important."

Winson says his immediate goal is to turn the service department around and improve on our customer support levels. "Goals have been set up to the middle of the year, and by the beginning of 2018, where everybody will be well-trained in the new business model.

"Technology has also advanced, especially in terms of electric-driven equipment, where components need to be programmed and engine diagnostics carried out via laptop. This is in line with similar developments in the automotive industry," Winson explains.

A greater display of accountability

RTS recently launched its modular Driver Display unit that can act as a standalone or as part of the full FMX Forklift Management System package, offering some features that depart from the standard. Firstly the FMX Display can be fitted to ANY brand of machine and can be transferred between brand types. FMX Display also offers multi-tier Access Control, via normal Tag On or Tag On plus Pin Code or Tag On, plus Pin Code plus Driver Check List or Tag On, plus Pin Code plus Bonnet Open (IC machines) plus Driver

Check, before a machine will be allowed to start.

On many sites the Daily Check Lists, if they exist, are ticked off with great flair and interesting artworks, sometimes filed, or relegated to file 13, often without getting within 100 metres of the machine.

FMX Display records and stores the check online for later recovery if necessary, and can be used as part of the greater driver scorecard process.

FMX Display is rugged and robust, designed for African and similar conditions and

has other handy features such as Speed and Revs (IC) and Speed and Battery Voltage (Elec), Alerts, Fault conditions and reasons for shut down.

FMX remains the only product to have Engine Protection, Access Control, Speed Limiting, Transmission Protection, Battery Protection, Starter Motor Protection, Idle Cut Out, Positioning, Driver Display and Load Management (with more) in a single control box. FMX is fully modular, transferable and supported by world-class web-based software.

Another Linde truck for Amcor Flexibles

AMCOR Flexibles is a global printing and laminating company who are already utilising a range of Linde products within their operations. Their need of a forklift for their Warehouse in Kwazulu Natal naturally meant that they would look to Linde as their supplier of choice for their electronic truck. Linde South Africa is proud to be associated with Amcor Flexibles and are looking forward to a continued business partnership with them long into the future.



Seen in the photo from left to right are : Pat Pillay/ Product Support, Linde Durban; Leverne Poisson/ Area Sales Manager, Linde Durban; Sibongumenzi Khati/Procurement Specialist, Amcor Flexibles; Rafiq Peerbhai/Operation, Amcor Flexibles.

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Apex tough traffic door resists impacts



The Apex SR 9000 traffic door offers excellent sound proofing.

STANDING up to high-impact traffic, while providing effective insulation and remaining attractive, is the reason for the pop-

ularity of the heavy-duty Apex SR 9000 traffic door.

Designed and manufactured locally by Apex Strip Curtains &

Doors, the Apex SR 9000 doors boasts remarkable stability. This is because of its patented honeycomb framework and flexible urethane foam insulation. The high density urethane core also ensures good sound-proofing qualities, and renders it lightweight in relation to its strength.

To absorb impacts the door is fitted with high bumpers. This also reduces stress on hardware and mount assemblies. Bull-nosed perimeter edges on the door panels have at least an 8mm radius, which helps prevent excessive wear on the edges.

Much of the door's

visual appeal comes from its rugged 3mm ABS outer facing, which is available in a range of colours. Despite its good looks the surface is tough as nails, resisting attack from various substances including acid, petroleum products, salt solutions and animal fats. It will simply not chip dent, peel, pit or corrode.

It can retain its physical properties in temperatures as low as minus 40° C.

Apex Strip Curtains & Doors manufactures all its products in accordance with international standards, using materials that comply with stringent hygiene

and safety criteria. This includes ensuring that the urethane core in

the door's hollow shell does not contain carbon (CFRC), a substance that is difficult to recycle.

carbon (CFRC), a substance that is difficult to recycle.

IFM's ultrasonic sensors – precise object detection under extreme conditions



The alternative for difficult surfaces

ULTRASONIC sensors transmit and receive sound waves in the ultrasonic range. The object to be detected reflects the

sound waves and the distance information is determined via time of flight measurement. As opposed to photoelectric sensors, colour, transparency or the object's surface shine do not play a role. Blister

packages in packaging technology or transparent plastic bowls in the food industry, for example, can be reliably detected.

High performance

The ifm ultrasonic sensors in M18 design provide a particularly small blind zone and long sensing ranges which are usually only achieved by sensors of a considerably larger design. The sensors operate reliably with heavy soiling so that

they can be used in applications in which photoelectric sensors meet their limits.

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Let there be light...

ATLAS Copco Portable Energy's latest range of portable HiLight light towers incorporates cutting-edge LED (Light Emitting Diode) technology and delivers reliable and efficient lighting solutions with up to 25% more light compared to metal halide lamps and average savings of 60% on fuel consumption.

Heavy-duty applications like construction rely on rugged, reliable and efficient equipment to maintain uptime and keep projects on-track to ensure profitability. More and more sites are operating 24/7, working day and night to meet deadlines and avoid penalties. "Metal halide lamps can simply no longer compete with the ground-breaking features and cost saving elements offered by LED technology within the heavy-duty arena," states David Stanford, Portable Energy Business Line Manager at Atlas Copco Construc-

tion Technique.

But as LED technology is widely available Atlas Copco wanted to offer customers a lighting solution that is second to none in every respect. "It has taken us approximately two years to design and perfect our HiLight range of LED light towers and our different approach to LED technology has paid off; encapsulating unparalleled reliability and efficiency, our light towers deliver significant cost and energy savings to end-users."

The LED lamps are designed for both portability and performance. The heavy-duty floodlights benefit from high ingress protection (IP) and impact protection (IK) ratings. Additionally, LED lamps offer higher durability without any deterioration in lux level while providing instant light. These features are as a result of the right combination of LED chips and LED optics. Manufactured



from glass, the LED directional optics offer the correct light distribution, guaranteeing both the length and width of light coverage and significantly increasing the complete efficiency of the light tower. HiLight LED lamps' high CRI (Colour Rendering Index) score of > 85 (out of 100) is close to natural light sources and deliver the correct tone of light.

Colours are better than standard metal halide lamps and the fully directional optic lens maximises practi-

cal light coverage while minimising 'dark spots' resulting in improved visibility on the job site and enhanced worker safety and comfort. Furthermore, the extended lighting-reach of the LED models means that larger sites can reduce the number of light towers required.

Depending on the model, a single HiLight LED light tower can illuminate an area up to 5 000m² with an average brightness of 20 lux while offering a run time between refuelling of 260 hours and

consuming less than 0.5 litres of fuel per hour. Explaining how bulb technology helps a light tower consume less fuel Stanford says it is important to first look at how the light dispersal differs between LED and metal halide. As metal halide solutions contain a bulb that gives 360° light, emission reflectors are required which will try to redirect all the light towards the area where it is required. "The result is an average efficiency of 60%. Putting it another way, a metal halide floodlight wastes 40% of the total luminous flux or lumens."

The operational savings of LED light towers are achieved largely by dedicated power packs. "With our focus on efficiency from the very beginning, we looked for power packs that are specifically designed for LED applications.

While the majority of portable diesel-powered light towers are 4 000W metal halide powered by 6 000W

power packs we have developed power packs with 2 700W of net power." These dedicated power packs optimise the total power output to the light source load and improve efficiency by protecting against under-loading of the engine and ensuring regulation of performance in any kind of temperature and altitude. A more efficiently working engine reduces fuel consumption by a remarkable average of 60% and CO₂ emissions by as much as 70%. Additionally the extended lifetime of the power pack module combined with longer service intervals lead to further cost savings through maximised uptime and reduced maintenance.

The custom design of the HiLight range provides heavy-duty protection even under the most stringent conditions and the LED lamp's aluminium casting prevents transport damage, minimising the need for regular bulb replacements.

Customers who rent for a short period of time are usually dealing with an event, urgent maintenance or a construction site which needs to be finished in a tight timescale. The most reliable solution is required here as a breakdown on a short project may kill profitability. "Our goal is a maximum payback time of two years for rental companies switching to

LED technology."

The HiLight LED range designed and manufactured by the Portable Energy division in the Construction Technique business area comprises three models: The premium HiLight H5+ for large construction sites; the HiLight B5+ model recommended for applications such as music and sporting events, residential construction, road construction, temporary public lighting, etc. and the HiLight V5+ for general construction and tough mining conditions.

"We are extremely proud to announce that the HiLight H5+ LED light tower has just walked away with the prestigious Red Dot Design Awards for 2017 for outstanding design of its innovative optic lenses that maximise light coverage," says Stanford. "The award recognises the unit as the most efficient LED light tower with the highest luminosity."

While LED lights are without any doubt all-round game changers, there are still a number of applications where metal halide light towers are sufficient. As a turnkey light solutions partner, Atlas Copco Portable Energy offers the HiLight V4 within the 4 000W metal-halide light tower segment as well as the HiLight E2 and E3+ electric models which demonstrate exceptional plug-and-light capabilities.

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SAREC expresses disappointment over renewables PPA impasse

THE South African Renewable Energy Council (SAREC) has expressed their disappointment over the Department of Energy and Eskom's failure to provide any certainty for investors during a recent update to parliament, on Eskom's failure to sign Power Purchase Agreements with Independent Power Producers.

The inter-governmental task team has instead proposed further delays to the end of August if not to February 2018 –

posing serious threats to the local renewables industry.

SAREC highlights industry impact

The energy council highlighted in a statement that emerging markets are enduring the most impact of the R58 billion (\$4.4 billion) stalled investment – an estimated 13,000 construction jobs have been lost and billions of Rands of local economic development spend foregone.

Before the renewable energy programme halted in 2015, it was trumpeted as a resounding success by both government and Eskom.

SAREC noted that bid tariffs had tumbled to the point where renewable energy has become the cheapest option for new generation capacity available to the country.

Renewable plants are majority owned by South Africans and are typically built in rural areas where they bring unprecedented benefits

to poor communities.

SAREC chair Brenda Martin explained: "The industry had already attracted a substantial eco-system of service industries and was beginning to leverage investment in heavy up-stream fabrication industries."

Eskom's apparent objections to signing agreements with preferred renewable bidders ignore these broad benefits and instead focus the utility's selfish interests, SAREC noted.

WACO to distribute Citiq prepaid meters

CITIQ Prepaid, South Africa's premier prepaid electricity meter and vending system provider, is proud to announce their partnership with WACO Industries to distribute Citiq Prepaid meters on their behalf. WACO Industries is a distributor of industrial electrical products and accessories in Southern Africa. Through the partnership with WACO, Citiq Prepaid has ample

stock of meters, readily available to be ordered directly through customer's existing accounts with WACO. Citiq Prepaid continues to offer customers the same innovative vending system as before, with the same wide payment channel options and reliable monthly payment system.

Says Michael Franze, MD of Citiq Prepaid: "Waco Industries is an industry leader in



supplying the wholesale market and we are very enthusiastic about working with them."

Off-grid energy solutions power Africa

WITH more than 600 million people in Africa lacking access to affordable, reliable energy, off-grid solutions are a viable alternative, such as those supplied by Cummins Power Generation who manufacture a range of generator sets from 8kVA to 3 300kVA.

Off-grid solutions are based on the specific needs of the operation or application in question, classed generally as either 'standby' or 'prime'. A 'standby' unit provides power in the event of grid failure, which means the duty is far lower, generally around 20 to 40 hours of operation a month.

'Prime' solutions are entirely separate from the national grid, and supply load power on a 24/7 basis. "This option requires considerably better planning and far greater investment, as the entire outcome of the operation depends on the power supply," Cummins Power Generation Director Kenny Gaynor comments.

"The genset needs to be specified precisely. This means the most important aspect to take into consideration is the original equipment manufacturer (OEM) or supplier. Product quality, parts availability, aftersales service, and technical capability are paramount to success. If one aspect fails, the entire project fails," Gaynor stresses.

As part of its off-grid offering, Cummins Power Generation provides a full and comprehensive range of services, including conceptualisation, design, construction, installation, commissioning, operation, and maintenance. Due to the complex and intricate nature of such solutions,



Power generators can help businesses and households keep the lights on.

a dedicated Cummins expert is assigned to oversee all aspects of the project, including the training of relevant customer personnel.

"It is essential that a competent expert is on-site 24/7, as only a

few minutes of power outage can result in millions of rands in lost production. Cummins also stocks essential parts on-site to ensure minimal downtime. Unfortunately, not all parts can be kept on-

site. To ensure minimal disruption, Cummins boasts a comprehensive logistics supply chain to ensure that any part reaches site in the shortest possible turnaround times," Gaynor concludes.

Lucy Electric unveils first 36kV Ring Main Unit

THE new Aegis³⁶ is the latest extension to its Aegis range and means that customers across Africa will now be able to select Lucy Electric ring main products across the full secondary distribution voltage range.

The new Aegis³⁶ has been developed to meet growing demand for a quality switchgear solution across 36kV networks and the increasing number of renewable power connections in Africa and worldwide. Created using Lucy Electric's proven and reliable technology, its compact design means it has one of the smallest foot prints of all 36kV RMUs on the market. The unit is automation-ready, with optional integrated re-



mote terminal units for remote operation and control.

Easy to install with simple and virtually maintenance-free operation, the Aegis³⁶ combines the highest power ratings, safety features and is compliant with the latest IEC standards, making it suitable for both indoor and outdoor applications. It offers a wide range of load switch and circuit

breaker combinations and a large selection of IDMT relays, VPIS/VDS, EFI and other accessories, for maximum flexibility.

All live parts in the Aegis³⁶ are insulated within a hermetically-sealed, stainless steel SF₆ gas enclosure. It has an internal arc rated cable box, internal cable compartment and key locks for safety during operation.

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EDS celebrates 20 successful years



Q Range Floor Standing Modular System.



Q Range Generator Control System.



Sivacon - 58 low voltage switchboard.

WHEN young electrical engineer Johan Human embarked on a business enterprise back in 1997, he could not have foreseen how successful his fledgling business, EDS Switchboards would become.

This scenario is familiar to every entrepreneur; spotting an opportunity, being savvy and having the drive and determination to turn a vision into a reality. Carefully analyzing the risks through self-belief and empowering themselves through the acquisition of knowledge that will further their goals.

Having the foresight and recognizing oppor-

tunities and responding to the changing demands of the marketplace are essential elements to any business success, and there is always the element of luck of being in the right place and the right time.

"We started the business in 1997 from a 300m² premises in Montague Gardens, seeing an opportunity in local panel manufacture supply to customers in the Western Cape. We were essentially assembling control panels from bought in components" related Johan.

"Three years later we saw the opportunity of

manufacturing our own panel enclosures and invested in sheet metal machinery outgrowing the Montague Gardens premises which we exchanged for our current 1 800m² facility in Paarden Eiland. About this time I began developing a modular panel system which we call the Q- range, which complied with relevant SANS 61439-1&2 rated at 50kA for one second.

"Further investment in CNC sheet metal machinery in 2004 and the adoption of our modular design resulted in an increasing number of orders from larger industrial concerns, but it was the orders that

flowed from the 2010 FIFA World Cup stadium construction and airport infrastructure upgrades that really tested our manufacturing capabilities.

of orders, which tested our production capacity to the limit! At peak, we were producing the same number of panels in one month that would normally take us

"...orders flowed from 2010 World Cup...and airport infrastructure... testing our production capacity..."

"Our manufacturing capability and modular design enabled us to complete an avalanche

six months to complete.

"Delivering quality products on time and complying with local and international standards entrenched our name and business continued to expand. We gained a reputation for being able to handle emergency work at short notice and that led to the development of a maintenance division and countering the perception that electrical panels and motor control centers were a fit and forget item" he explained.

Having the business confidence and high tech manufacturing facilities led Johan in 2014 into an association with electrical giant, Siemens who license EDS to manufacture its SIVACON S8 range of low voltage switchboards. EDS are one of only four such licensees in South Africa and the only one in the Western

Cape.

Being a Siemens licensee means that EDS can provide fully compliant and certified systems - including components - which has further enhanced the firm's reputation with major customers and consultants alike, not just in their own backyard but to customers in Africa too. EDS switchboard products have found their way into a number of industries in most of the neighbouring states.

They say that 'it's an ill wind that blows no one any good...' and Eskom's load shedding predicament certainly benefited EDS in providing control panels to activate standby power in the case of predictable and unpredictable outages.

The swing to renewables and off-grid installations and combination systems of self-generated power provides more opportunities. This includes providing control systems where an independent power source supplements mains power if the demand from expanded processes cannot be met by current mains capacity or where supplementary power provides a more flexible or less expensive alternative.

Now and the future

"The EDS Group has three subdivisions namely EDS Switch-

boards, EDS Maintenance and Automation and EDS Distribution" explained Johan.

"We offer a one-stop facility with design, engineering, project management, sheet metal manufacturing and assembly, wiring, testing, maintenance, automation and distribution. This full scope of facilities, under one roof, ensures high quality products and speedy delivery.

"Our current staff complement is more than 80 including 10 in our design engineering team and we will be ISO 9000 certified before the end of the year."

And what of the future?

"The future of EDS looks very bright" says Johan. "We have developed systems that interface and can integrate with all aspects of power management and generation including Eskom power, wind energy, PV and standby and stand-alone systems. At present our focus is on low voltage systems and expansion can come in various ways - being Lloyd's compliant, providing marine systems for example, but there are opportunities to explore in medium voltage too. The swing to alternative sources of power will always require control and monitoring systems and people are much more conscious of the cost of electricity and its efficient use, which bodes well for our monitoring and automation business" he concluded.

Energy Driven Solutions for Totally Integrated Power

The EDS Design, Engineering and Project Management Team:

- Possesses a wealth of experience in low voltage electrical engineering - employees served in various sectors of the field



Some of EDS dedicated site staff.

CONGRATULATIONS...

to the EDS Group on 20 successful years. We wish you many more.

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- Is fully qualified and capable to handle complete projects from the conceptual to the fully commissioned stage. Where clients do not have 'in-house' designing expertise EDS assists with the design

Compliance to:

- ISO 9001/2015 Quality Management System
- Nuclear QA Q3 Quality level (Koeberg Nuclear Power Station and CG Alstom in France have seismically qualified our products)
- Full certification: IEC 61439-2 with Seismic Certification and ARC Resistance and rated up to 7000 A and Arc tested to IEC/TR61641 (SIVACON S8)
- Certificate of Compliance and Guarantee Certificate are issued with each delivery

EDS Partnerships:

- Approved technology partner of Siemens on their SIVACON S8 low-voltage switchboard (full certification: IEC 61439-2 Specifications with Seismic Certification and ARC Resistance)
- Schneider Electric on their Power Monitoring Expert (PME) and metering control SCADA/control system. This enables EDS to assist clients with their energy, water and gas assessments, remote monitoring and metering, tests, surveys, reports and training to improve operational efficiency and reduce costs

EDS Switchboards

The original EDS Switchboards is one of the industry leaders and a major player in the design and manufacturing of electrical distribution boards and motor control centers. EDS Switchboards developed Engineering Design Software and a modular range of distribution boards and motor control panels that enables the manufacture of products that comply with the latest SANS/IEC 61439-2 specifications.

EDS Maintenance and Automation

EDS expanded in 2015 to include a maintenance and automation division to meet the needs of the end user of its products in maintaining the health of their distribution boards. Through the

Schneider Electric's PME, to automate their power, water and gas networks and integrate their existing equipment with the monitoring systems of EDS.

Poor electrical network maintenance can lead to:

- shorter lifespan of distribution boards
- increased cost
- possible longer periods of plant shut down
- increased risks such as loss of property and life
- breakdowns at inconvenient times

EDS high level technical support provides clients with answers to the frequently asked questions:

- What is the quality of the energy distributed in my networks?
- Are components and equipment being compromised?
- Are all network components and plant equipment healthy?
- Should timeous replacement be scheduled?
- Can energy, gas and water be used more wisely?
- Is the system continuously monitored and is information available to make timeous decisions?
- Do I have standby assistance?
- Do I have proof of compliancy for insurance purposes?
- Do we manage our risks effectively and comply with best practices?

EDS Distribution

EDS Distribution is the distribution arm of the group, which supplies all spare components and products manufactured by EDS Switchboards. It also supplies a range of custom-built grease filters to the hospitality industry and injection molding machine filters.

EDS Products

Design, manufacture and commissioning of the following equipment:

- Q Range (modular range certified to SANS 61439-1/2):
 - Main (MDB) and Sub-distribution boards (SDB) under 10kA
 - Main and Sub-distribution boards 10kA and over
 - Motor control centers
 - Variable speed drives (VSD) panels
 - Programmable logic controller panels (PLC)
- Siemens SIVACON S8 low voltage-distribution boards:

- Motor control centers and distribution boards fully certified to IEC 61439-2 specifications and rated up to 7000 A and Arc tested to IEC/TR 61641
- Other:
 - Generator control and synchronisation panels
 - Control consoles or operator control desks
 - Metering panels
 - Power factor correction (PFC) and harmonic filter panels Photovoltaic panels (PV)
 - Containerised substations
 - Variable speed drives
 - Telkom/GPO boxes
 - Junction boxes
 - Outdoor kiosks: steel and polyethylene
 - Council distribution pillars (stubbies) and metering kiosks
 - Sheet metal products
 - Metering
 - Bus bar systems
 - Specialised ducting and other sheet applications
 - Light engineering products

EDS Services

- **Design, manufacture and supply** of electrical distribution boards and control panels
- **Quotations:** Estimating, 'high level' budget quotations, budget quotations, comprehensive quotations, complete designs with detailed drawings and specifications
- **Design and project management**
- **Draughting facilities (CAD)**
- **CNC bending and punching**
- **Assessments, Monitoring and Testing:**
 - Fault analysis and prevention
 - Dielectric testing
 - Power quality
 - Assembly assessment
- Prospective short circuit current determination
- Earth loop testing
- Injection tests
- Passive energy efficiency: infrared scanning
- Remote metering & monitoring (PME)
- Integration of the client's systems to our monitoring systems
- **Maintenance and Servicing:**
 - Retro-fit and servicing of LV switchgear
 - Replacement of/additions to equipment
 - Modifications to boards
 - Servicing of MDB's, DB's & MCC's

- Preventative maintenance
- Maintenance contracts
- Standby assistance for electrical failures
- Power factor correction system servicing
- Synchronisation of generator systems
- Converting relay logic control systems to PLC automated systems
- Commissioning of systems
- **Surveys and Reports:**
 - Power quality
 - Energy analysis
 - Power factor analysis
 - Compliance surveys
 - Fault current calculations
 - Power consumption efficiency
 - Thermal and infrared scanning
 - Certification of low voltage installations
- **Support and training:**
 - Technical support on new and existing products and services
 - Meter reading

- account management (electricity, water, gas)
- Installation & software setup for report generation for billing and power quality analysis.

EDS Industries

EDS control systems are found across all industries including:

- Mining
- Food
- Agriculture
- Solar
- Manufacturing
- Infrastructure
- Industrial projects and building industry:
 - Shopping centers
 - Factories
 - Petrol service stations
 - Commercial buildings
 - Airports
 - Stadiums
 - Hospitals
 - Universities
- Energy:
 - Power stations: nuclear,
 - Renewable energy: hydro and photovoltaic panel plants



Kiosk.

Some of the landmark projects that EDS is proud to be associated with:

- Antarctic SANAE base
- Green Point Stadium and Nelson Mandela Bay Multi-Purpose Stadium
- Cape Town International Airport
- Portside FNB Building (5-Star Green Star SA)
- Koeberg Nuclear Power Station
- Netcare Christiaan Barnard Memorial Hospital
- Square Kilometer Array radio telescope (SKA), MeerKAT
- Renewable energy farms in Northern Cape: Konkoonies and Aries

Energy Driven Solutions for Totally Integrated Power across all Industries

One-stop facility: design, engineering, project management, sheet metal manufacturing and assembly, wiring, testing, maintenance, automation and distribution

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NOSA's 9 fire safety points

#1: There must be a Fire Rationale in place for any building design and subsequent refurbishments. This must be signed off by a registered professional fire engineer, as well as approved by the fire department.

#2: You must conduct an assessment of the methods and materials that will be used for construction. This must occur during the design and construction phase, and must be approved. This includes the fire retardant properties of materials, and integral fire safety controls, such as the sprinkler systems.

#3: You must possess a certificate of compliance for all electrical installations, annual earth leakage testing as well as

maintenance of electrical systems in the building.

#4: You must ensure regular inspections are conducted on fire prevention methods and equipment:

#5: The building's design must include safe means of exiting for residents and visitors.

#6: Clear and concise emergency plans and procedures to evacuate residents and visitors must be in place, as well as communicated to those renting or living in the building.

#7: You must display clear and concise evacuation floor plans throughout the building directing residents to the closest escape door and escape route.

#8: Regular emergency and fire evacuation

drills must be held. All residents must practise these drills at least once every six months to ensure that you can control the evacuation process and that it poses the minimum risk to everyone in the building.

#9: Train all residents on basic firefighting processes. Several reports suggested that the fire was caused by faulty electrical supply to a fridge – basic firefighting skills could have controlled this.

NOSA provides occupational health, safety and environmental risk management services and solutions to prevent fatalities in the workplace. NOSA offers over 50 SHEQ training courses, including the industry leader SAMTRAC.

Ensuring the welfare of the seafarer

THE primary focus of Sea Safety Training Group (SSTG) is the welfare of the seafarer. It aims to ensure that it plays its parts in producing well-rounded staff at every level from fishermen, to engineers, cadets and Officers, that are able to demonstrate the skill, knowledge and attitude required to competently perform in their job roles across the maritime industry while keeping up with technological advancements aboard vessels.

SSTG's goal is to work towards making entry routes available at all levels of qualifications and is currently expanding their reach through e-learning and the provision of blended learning

platforms through the use of tablets in classroom delivery.

SSTG has the largest number of maritime accreditations in South Africa and provides holistic services to students at each of its three major locations (Cape Town, St Helena Bay and Port Elizabeth) including a combination of transport, accommodation, meals, Career Guidance, Crew Resource Management, Coaching and Life-skills Development.

The SSTG Risk Department provides Consultancy Services where they assist with all queries maritime, including transitional arrangements to STCW-F and most Maritime Law

concerns; and Compliance Audits that determine the current state of vessels and provide a comprehensive report to ensure that all aspects of a vessel's maintenance and safety conform to current legislation.

SSTG maritime training extends beyond the fishing sector and includes comprehensive Merchant Fleet Training for Master Coastal, Deck Officers and Marine Motorman with Officer in Charge of Navigational Watch being launched in 2017 and the Engineering Officer of the Watch course currently awaiting accreditation for a 2018 launch.

SSTG have employed a Specialist Executive Coach and Career De-

veloper to facilitate corporate training and coaching at all levels including baseline skills required for entry level staff to effectively perform their jobs through aspects of leadership, management, problem-solving, interpersonal skills, emotional intelligence, professional ethics and the human element. The goal of this division is to meet with employers, conduct a training needs analysis, recommend the best possible solution - which may not always be training, and then develop the required programme by contextualising and customising the training content and delivery to meet the needs of the Employer.

Drones improve your security

THE rapidly-growing global drone market presents a plethora of opportunities for companies to enhance their operations, or for new businesses to emerge, says Airborne Drones.

With analysts putting the global market opportunities around drones at anywhere between \$11 billion and \$13 billion by 2020, organisations across all verticals stand to gain by harnessing

the new capabilities unmanned aerial vehicles (UAVs) deliver. Nearly three million drones will be manufactured this year alone, and the global market revenue for drones is expected to

top \$11.2 billion by 2020, says Gartner. Goldman Sachs Research expects businesses and civil governments to spend \$13 billion on drones by 2020, putting thousands of them in the sky.

Drones have gone beyond military tools and consumer toys, says Airborne Drones South Africa. In fact, the biggest demand for drones today is coming out of the commercial and government sectors.

The company notes that commercial, long-range drones offer organisations the ability to map, monitor and control large and hard to navigate areas, at a lower cost than through traditional methods and with no risk to employees. The fact that you're able to get HD aerial feeds and explore highly targeted zones using drones presents significant opportunities for a number of sectors.

Airborne highlights 10 key areas where drones can offer compelling benefits:

Safety and security – unlike satellite imaging, traditional aerial surveys or human resources on the ground, drones offer the ability to conduct highly targeted surveillance with live feeds to headquarters and no risk to human life. In high-risk situations, such as civil unrest or natural disaster, drones allow for ongoing assessment of the situation, supporting rapid and appropriate response. Drones can also be deployed for search and rescue purposes, covering ground more effectively than ground teams are able to, and could potentially be used for emergency medical deliveries.

Construction efficiencies – predicted by Goldman Sachs Research to be by far the largest commercial application for drones in the short term, drones offer construction firms and developers efficient new 2D and 3D mapping methods, as well as thermal and multi-spectral imaging



Picture credit USNews.com

and real-time data for Building Information Modelling. This allows for greater efficiencies from pre-construction through to maintenance phase.

Asset management – currently the most compelling drone application for multiple industry verticals is asset management and protection. Whether the assets are power lines, buildings, humans, wildlife or roads, drones are being deployed for rapid, efficient inventory and survey purposes.

Maintenance – Drones support ongoing routine facilities inspections at lower cost and risk, particularly in potentially hazardous areas such as power lines or power plants, or in the case of very tall structures such as radio antennas or bridges. Drones also allows for wear and damage assessments, supported by technologies such as thermal imaging cameras, bypassing the need for ground crews and specialised equipment. They can also be used for routine deliveries of consumables and spares between pre-programmed launch and landing pads, so reducing cost and potential downtime.

Agriculture – advanced agriculture will depend on drone technologies for multiple applications, such as crop and irrigation inspection, precision spraying,

mapping and security.

Mapping – for developers, civil engineers and local authorities, drones' mapping applications offer an efficient geographic survey tool – even across challenging terrain and bodies of water.

Surveys and research – The use of drones for mapping and geographic surveys can also add significant value to marketers and brands researching target areas; as well as to public sector authorities confirming census data or assessing development needs.

Risk monitoring and claims assessment – for the insurance sector, drones offer the ability to efficiently assess population density, natural risk, property values and damages; enabling more accurate forecasting, more competitive products and faster claims resolution.

Film and multimedia – already widely is use by film and photography professionals, the potential for drones to add new dimensions to multimedia is significant. Aerial visuals now possible through drones also offer opportunities to the real estate, hospitality and tourism sectors to enhance marketing and communications.

Drones-as-a-service – multiple new business opportunities now exist for the launch of specialist drone surveillance and survey services.

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- ★ Executive Manager

COURSE NAME	JUL 2017*	AUG 2017*	SEPT 2017*
First Aid Level 1	13 - 14	10 - 11	07 - 08
NOSA SHE Incident Investigation Level 3	10 - 12		13 - 15
Basic Firefighting		22 - 23	21 - 22
Introduction to SAMTRAC	17 - 21	14 - 18 28 - 01	11 - 15 18 - 22
SAMTRAC	10 - 21	14 - 25	04 - 15



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A focus on hygiene and safety

G FOX & CO (Pty) Ltd is widely regarded as South Africa's premier supplier of Personal Protective equipment (PPE) cleaning chemicals, paper products and industrial consumable supplies.

It distributes products throughout South Africa through a network of eight branches in and as a member of the Bidvest Group, G Fox & Co has become a trusted supplier to over 12 000 South African companies.

Since its founding 54 years ago the company has built a reputation as the first point of call for any business, or individual looking for a reliable and quality supplier of industrial consumables.

"...a trusted supplier to over 12 000 South African companies."

All the G Fox & Co branches carry significant stockholding, ensuring speedy completion of customer requirements, no matter how large and on time.

The cornerstone of the G Fox & Co business has been to source the best quality and value for money products, locally and globally, and these characteristics have created a reliable brand that has stood the test of time.

The firm offers professional training and skills as well as products with a focus on hygiene and safety.

All workwear sold by G Fox & Co is manufactured in its state of the art facility in Swaziland. All garments are manufactured from the finest quality fabrics, sourced directly by the factory and are finished to the highest standards in the industry.

The company claim market leadership in producing Gaurdex Flame Inherent garments; not chemically dipped but woven into the fabric. Garments comply with the ISNF-PA2112 standards and are manufactured to the SANS 434 specifications. In addition to giving peace of mind garments are guaranteed for 100 washes.

One stop shop

G fox & Co have a vast product range which amongst other prod-

ucts includes:

Foot wear. Work wear. gloves, respirators, harnesses, hearing protection, cleaning chemicals, janitorial products, paper products, brush ware, cleaning equipment

and refreshments.

Prompt, efficient deliveries are direct to the customer's door step via a fleet of over 40 vehicles, ensuring that their order will be delivered as requested.

G Fox & Co contin-

ues to expand its offering, service delivery and branch network, in a continual process of improvement and development as South Africa's premier supplier of industrial consumable products.





G. Fox

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DET041



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COSS12932



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FHC001B



Promotion Broom

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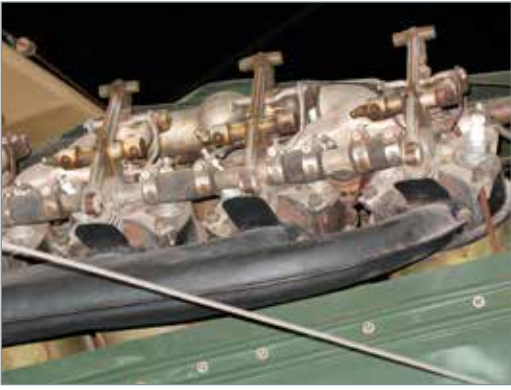
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Come and visit our In-store Cash and Carry

Insimbi shows its metal and plastics prowess



ALLOY supplies and refractory specialist Insimbi can hopefully soon markedly boost capacity at its Cape Town operations.

Insimbi provides the steel, aluminium, cement and foundry industries with resource-based commodities like ferrous and non-ferrous alloys as well as refractory materials.

The company's Cape Town presence was boosted when the company acquired the well-established Metlite in 2011. Metlite's core business is the manufacture of aluminium secondary alloys with a capacity of around 400 tons per month.

Metlite is an approved second tier supplier to all the major automotive component manufacturers in South Africa and abroad.

The company specialises in making Dry Cast de-oxidant aluminium pellets – which are regarded as superi-

or in quality to wet cast pellets.

Dry cast pellets are also safer to re-melt having never come into contact with water in the manufacturing process. The pellets are used in the steel production and purification process.

In there lies the problem for Metlite in that Saldanha Steel's recent woes have impacted on the business.

Metlite and Insimbi's Cape Town operations could, however, be in for a fillip from a recent transaction that saw Insimbi acquire scrap metals recycling giant Amalgamated Metals Recycling (AMR) and plastics manufacturing specialist Polydrum.

Early indications were that the Polydrum plastics business would grow its product range and increase its market share with expansion into the group's existing Durban and Cape Town operations under consideration.

In Insimbi's latest annual report directors said the integration of Polydrum continued and - despite some challenges in the first half of the financial year - the company had shown incremental growth in the second half (reversing the loss reported in the interim results).

They added that the footprint and product range of Polydrum had been expanded with the commissioning of two additional lines at the company facility in Durban and plans were also at an advanced stage for further expanding the facility in Atlantis, Cape Town.

Interestingly, a new roto moulding plant was commissioned in October 2016. This enabled Polydrum to add a range of water harvesting products to its product basket. These products should find a captive market amidst the dire water shortages experienced in the Western Cape.

As regards AMR, Insimbi directors are evaluating the possibility of expanding these operations into its regional markets in Durban and Cape Town as well as ensuring continued volume growth by using existing locations.

Like Polydrum, AMR also creates an opportunity to expand Insimbi's Atlantis property.

Vital Engineering's 'powerful' project wins in many sectors

ACCORDING to a well-known adage: 'Success doesn't come to you; you go to it.' This very much applies to Vital Engineering, which has gone more than the extra mile to successfully complete the two largest gratings, handrail and stair tread supply contracts so far in Africa. The contracts in question were to supply 100 000m² of grating panels per power station; as well as some 70km of hand railing and over 8 000 stair treads to Eskom's Medupi and Kusile power station projects. To date, feedback from the client has been uniformly positive.

"I would ascribe the success of these seamless supply contracts to Vital Engineering's long history and experience of over 75 years of supplying to power generation projects both locally and internationally," explains Dodds Pringle, Managing Director of Vital Engineering.

"Success breeds success and, on the back of these two massive contracts, we soon won various large mining, materials handling, food and beverage and infrastructural wa-



ter treatment, bridge and shopping centre contracts," Pringle explains.

He adds that many of Vital Engineering's products were used in these projects: from GRP or FRP fibreglass gratings and accessories, to mild or stainless steel and aluminium gratings, stair treads and expanded metals. Adding value to these products were Vital's unique, copyrighted sealed unit tubular stanchions. The stanchion product range comprises ball-type angle stanchions and solid forged stanchions, which were supplied with solid hand rails

and bends to construct complete walkways. Safety was a key aspect in both the Eskom power station projects. Vital Engineering strove to work proactively with the principal contractor, MHPSA (Mitsubishi Hitachi Power Systems Africa), to meet and surpass specified quality and safety goals. "Having said that, all the stringent safety procedures, systems and quality controls applied to the power station projects are also applied without fail to every other project which we undertake for our loyal and valued local and international client base," Pringle explains.

"This ensures that our service levels and deliverables remain consistent. Furthermore, we have always adopted pre-emptive safety and quality practices, instead of leaving this responsibility solely to the main contractor," he continues.

"To the best of our knowledge, we are the only ISO 9001 design-related grating, handrail and expanded metal manufacturer in Southern Africa; and our checks and balances regarding our product performance and safety ensure that our customers have peace of mind at all times," he adds.

Different horses for different courses...

BEING in the corrosion protection industry for so long it is quite clear that a lack of understanding when talking about corrosion protection systems, occasionally have huge financial impacts on companies as well as the average Joe at home. Specifying the correct systems as well as ensuring proper design of the product to accommodate these coatings are very important. Unfortunately, most of the time, this only becomes known when it is too late and very expensive to rectify the problem. Whilst medium and large companies can normally ab-

sorb this cost, smaller players have difficulty surviving these knocks. Let us take a look at where we can make a difference.

It is of vital importance that an effort is made to ensure that the correct coating specification is requested by the client or fabricator, an updated specification is indicated on the design drawings and that this information is accurately supplied to the applicator of the coating systems.

Ensure that the coatings are applied by a reputable coating applicator. Remember that coating failure will shorten the

article's life expectancy.

The corrosion protection solution should be selected at the article's design phase due to the fact that certain applications might have design requirements such as drilling for venting when hot dip galvanizing or being able to access all surface areas when painting. By ensuring that the applicator receives an article that could be processed as is, you will prevent additional delays and transportation costs, saving you time and money and ultimately allow you to deliver products on time.

Each coating system

have its pros and cons. It is important to understand to which elements the article will be exposed to in its environment and then decide which system will be best suitable to protect the product. Whether you require hot dip galvanizing for its low maintenance cost and durability, powder coating for its aesthetics or quick coating application times or even wet spraying for specialized coatings where for instance heat resistance is required, Galvatech (Pty) Ltd. can offer you expert advice and service through its years of service in the field.



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R40bn metallurgical cluster enters implementation phase

THE South African Energy and Metallurgical Cluster within the Musina-Makhado Special Economic Zone has entered implementation phase after the signing of an Operator Agreement. The Operator Agreement for the Cluster was signed recently by the Musina-Makhado SEZ (SOC) Limited and the Shenzhen Hoimor Resources Holding Company Limited.

Shenzhen Hoimor Resources Holding Company Limited will develop, operate and manage the South African Energy and Metallurgical Cluster; and is also the anchor investor in the zone. The initial investment is a US\$3,8 billion (over R40 billion) complex. The metallurgical cluster is expected to produce high grade steel for the domestic and export market, and its manufacturing capacity will consist of a power, coking, ferrochrome, pig iron, steel, stainless steel, lime plants and supporting facilities.

Speaking at the signing, Chairman of the Musina-Makhado SEZ (SOC) Limited, Mr Tshepo Phetla said he was looking forward to having the spin-offs of this agreement stimulating the whole ripple-effect in terms of economic growth of the region of Vhembe and the province at large. "The whole concept of industrialisation that we are on, steers us on a right trajectory to try and industrialise the province. This is one project that I believe will revolutionise the province in terms of its quest to industrialise. We believe that this partnership with Shenzhen

will take us far and will create 22 000 direct jobs," said Phetla.

The Chief Executive Officer of Hoimor, Mr Yihai Ning said he was glad to have his organisation being part of this ground-breaking agreement. He also vowed that Shenzhen Hoimor was looking forward to building a world-class metallurgical hub of international standards.

The Chief Director for Special Economic Zones (SEZs) at the dti, Mr Alfred Tau said the signing of this agreement opens a way and brings closer the actual development of the Musina-Makhado SEZ, especially the metallurgical component thereof.

"What that development will do is give us capabilities in a number of key value-chains, especially in the steel sector and energy generation. This opens opportunities for the people in the region of Musina-Makhado and South Africa at large. So it is a significant milestone as we get closer and closer to a full implementation of this project," he added.

Shenzhen Hoimor CEO, Mr Yihai Ning and Leda Group Chief Operations Officer, Mr Tshepo Phetla after signing the agreement to collaborate on the development of a metallurgical cluster zone in the Musina-Makhado with officials from both entities and the dti.



Shenzhen Hoimor CEO, Mr Yihai Ning and Leda Group Chief Operations Officer, Mr Tshepo Phetla after signing the agreement to collaborate on the development of a metallurgical cluster zone in the Musina-Makhado with officials from both entities and the dti.

Permeable storm water infrastructure at the new Saldanha Bay IDZ

THE days of slapping concrete and asphalt down to construct walkway, driveway or storm water channel may be numbered. Commercial properties, public spaces, and residential developments have upped the standard on what they require from a paved surface. Land restrictions, storm water management, and other environmental regulations have turned the growing housing market and other landdevelopers to seek solutions that can address these issues.



In 2013, the Port of Saldanha Bay was earmarked as an important resource for the sustainable growth and development of the West Coast region, and on the 31st October 2013 the Saldanha Bay Industrial Development Zone (SBIDZ) was officially designated as South Africa's fifth Special Economic Zone (SEZ).

As development took

place at the SBIDZ in recent years, the need for effective storm water control arose, especially with new tenants taking up residence this year. Following the Integrated Development Plan (IDP) laid out by the Saldanha Bay Municipality, to address all issues pertaining infrastructure development with a sustainable solution in mind, Power Group, South Africa's largest family and employee-owned construction company and main contractor on site,

stipulated a permeable, environmentally friendly solution. Says Robbie Dreyer, Senior Site Agent, Power Group: "Having considered all options, we eventually settled with the Terracrete block manufactured by Van Dyk Precast in Vredenburg, confident to have found the best solution for the least environmental impact on the area."

The Terracrete permeable paving blocks or "grass paver" blocks encourage water infiltration and prevent rain water runoff, to re-

plenish our dwindling ground water reserves. The grass paver is ideal for areas prone to erosion, and the versatile blocks can be used for domestic, industrial, and agricultural applications such as drive ways, parking areas, vehicle tracks, hardstand for trucks and machinery, attenuation ponds, embankment stabilization, to name a few.

Installed by Keystar Trading and Cleophas Construction early 2017, the entire area has been supplied with a network of permeable storm water channels that will effectively collect any excess rain water and redirect it to the appropriate culverts, with some of it passing through the large holes in the Terracrete blocks into the sub-terrain water reservoir. This effect encourages low shrubs to take root on the surrounding soil, to reduce wind and water erosion in the area.

Many industry

experts agree that permeable pavers can offer a good solution to increased storm water run-off. Says Dr Sönke Borgwardt, self-employed landscape architect and consulting engineer and leading expert on the subject in Germany: "the use of permeable paving is an important contribution to a sustainable and environmentally useful management of drainage systems. The handling of storm water runoff from sealed traffic areas is made less complicated and more affordable when it is decreased considerably by the application of filterable pavements."

This type of infiltration management, he adds, has the added benefit that the already overstressed urban sewer systems are relieved. A further advantage is that secondary drainage measures, such as channels or swales, as well as detention ponds, can be greatly reduced.

New Port Managers for Cape Town, Saldanha and Ngqura

TRANSNET National Ports Authority has made several senior appointments that will assist the division to sharpen its focus on the delivery of its strategic objectives and improve operational efficiencies. The changes – which follow the recent resignation of the Cape Town and Saldanha Port Managers – will introduce new Port Managers in the Eastern Cape and Western Cape. TNPA will also establish a new department that will strengthen the authority's research and development capabilities.

The Port of Cape Town has its first female Port Manager in the form of Mpumi Dweba, who most recently served as Port Manager at the Port of Ngqura. Dweba has earned numerous

accolades and boasts solid experience in port operations, supply chain logistics and the maritime industry. She was instrumental in delivering on TNPA's strategy to operationalise the Port of Ngqura and position it as a major container transshipment hub linking ports in the East, West and Southern Africa with their trading partners. Dweba succeeds Siphon Nzuza, who is due to leave TNPA at the end of April to take up the role of eThekweni Municipality's City Manager.

The Port of Saldanha also has a new Port Manager. Captain Vernal Jones succeeds Willem Roux, who resigned earlier this year. Jones – who has served as Harbour Master at the Port of Richards Bay and more recently at the Port of Cape

Town – brings extensive knowledge in marine operations to the table. He is expected to continue to lead the delivery of TNPA's strategy to transform Saldanha into a service centre for the oil and gas sector.

Former Mossel Bay Port Manager Tandi Lebakeng has been transferred to the Port of Ngqura to succeed Dweba. Lebakeng has been with Transnet for more than 20 years and her experience spans trade and logistics, business strategy and planning and development.

Executive leadership appointments at TNPA's head office include:

Jacqueline Brown, previously East London Port Manager, has been appointed as Executive Manager for Capacity Development and En-

agement. She has more than 18 years' experience in transport logistics, operations and management industries, a comprehensive training foundation and an exemplary career at leading organisations, particularly in port operations.

Ricky Bhikraj, Brown's predecessor, is appointed to the office of the Chief Executive to establish and lead TNPA's new Research and Development department. Bhikraj will also continue to head up TNPA's Operation Phakisa projects aimed at exploring the untapped economic potential of the blue economy, primarily through marine transport and manufacturing (MTM) initiatives in the ports.

Debbie Cilliers, appointed as Executive

Manager: Office of the Chief Executive, effective 1 May 2017. She is a qualified Chartered Accountant with various postgraduate qualifications in accounting, auditing and finance. In addition to senior financial roles, she has also served as Executive Manager: Supply Chain and National Business Manager for the Auxiliary and Ports business unit at Transnet Engineering.

Ayanda Mantshongo, previously Corporate Affairs Manager at the Port of Durban, is appointed as Executive Manager: Corporate Affairs, effective 1 May 2017. Mantshongo has been with Transnet for seven years, working at both TNPA and TPT in senior corporate affairs roles at the Ports of Cape Town, Durban and Port Elizabeth.

L13, L18, L22

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RAIN Queen Tanks offers various water storage solutions from a few thousand litres to 200 000 litres.

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Rain water tanks for home and business.

With diameters from 550mm to 2 200mm and heights up to 2,9m, Rain Queen's popular sizes are 2 400 litres and 5 000 litres and tanks come standard with 40mm outlet and overflow and a 400mm manhole.

Tanks come in two configurations - round or oval. The oval tank known as the Streamline tank is pleasing to the eye and fits flat against a wall, so is useful in alleyways alongside houses where space is limited.

Large tanks with PVC liners

Comprising a corrugated steel outer ring that is made of curved panels bolted together and a PVC liner that is attached to the corrugated ring, these tanks accommodate volumes up to 200 000 litres. Standard heights are 1,5m and 2,2mand roof



covers can be of shade cloth or corrugated steel. These tanks are an economical storage solution for large volumes and are suitable for factories or warehouses and a tried and tested solution in agricultural applications for small holdings, nurseries and parks golf courses.

tanks where a large tube is placed around the plastic tank. This gives the traditional corrugated tank look and will also shield the plastic tank from the sun, which will increase the life span of the plastic tank.

Fire tanks

Corrugated steel tanks are available that are fire resistant and useful in fynbos and forest applications where fire damage to tanks is a threat.

Corrugated steel sleeves

Rain Queen also manufacture corrugated steel sleeves to cover plastic

Busch - strengthens footprint in water sector

BUSCH Vacuum Pumps & Systems is present in 42 countries with 60 subsidiaries, positioning the company in the top echelons of vacuum pump and blower original equipment manufacturers worldwide.

The Busch Africa subsidiary has experienced strong growth over the last few years within the waste water and water treatment market, building on the Busch global experiences and successes with blower and vacuum technologies in a wide range of applications.

In South Africa, customers have entrée to service & sales centres in Gauteng, Kwazulu-Natal, Western Cape and agents in the Eastern Cape, giving them direct access to Busch research departments and factories in Europe for product design and lead time flexibility, while offering world class engineering expertise & back-up.

Our extensive range of Busch blowers covers most plant requirements, with product advantages of energy saving, low-noise levels, user-friendliness for servicing and over-pressure options up to 2bar (20 metres head). We



also offer flexibility to special requirements like additional corrosion protection or change of pump colour to client specification.

Busch currently supplies South Africa's largest waste water contractors with rotary lobe (Roots type) blowers, dry claw vacuum and blowers as well as side channel blowers, depending on their system requirements for pressure and flow. Roots blowers (TYR) have been successfully installed in waste water and water treatment works in the Western Cape, Eastern Cape, and Natal predominantly for fine-bubble aeration, head of works de-gritting or sand filter air rumbling.

Vacuum sewerage systems, as opposed to

traditional gravitational sewers is another area where Busch has experienced extensive success on installations of complete vacuum skids and knock-out systems in Namibia and Botswana. These systems offer sewerage transfer in rural residential areas but are also used in many diverse areas such green buildings, hospitals, industrial areas and marinas. When installing such a vacuum system there is no need for heavy machinery to excavate deep trenches, thus the work can be done by manual labour to dig shallow trenches which can also help with job creation. However, the #1 benefit of vacuum sewerage is that it drastically reduces water consumption for sewerage transport, enabling flexible installations regardless of topography and water availability, so both economically and environmentally beneficial.

'Honey sucker' septic tank drainage trucks make extensive use of Busch tri-lobe roots blower technology and Busch has many installations with some of the largest truck manufacturers in the industry. These products have been extensively tested for the local market and are found to be extremely robust to moisture and solids, low in noise levels and deliver very high efficiency and run time results versus traditional vane or liquid ring technologies.

Busch Africa has built a strong footprint in the waste water industry in South Africa and in Africa. Its Cape Town Branch has a service department which caters for on-site services and repair of Busch and various competitor blowers and vacuum pumps. They offer loan units while a pump is being repaired. Requests for centralized systems or special applications can also be catered for.



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OPINION

Calling all climate alarmists, France wants you!

Continued from back page

will see I am serious with this wit, n'est pa?"

The offer is quite specific suggesting it is not a spoof. It is open to senior academics, but also junior researchers and PhD candidates, working on climate change, earth system science or energy transition projects.

Grants will cover salaries, as well as compensation for additional staff and work expenses. Junior researchers could apply for grants as well.

"There is no restriction on your husband / wife working in France," the site reassured scientists, adding: "If you have children, note that French public schools are free, and the tuition fees of universities (that) are very low compared to the American system."

A statement from the first page of the new website;

TO ALL RESPONSIBLE CITIZENS:

On the 1st of June, President Donald Trump decided to withdraw the United States from the Paris agreement, which gathered more than 190 countries united against climate change.

This decision is unfortunate but it only reinforced our determination. Don't let it weaken yours.

We are ONE planet and Together, we can make a difference.

France has always led fights for human rights. Today, more than ever, we are determined to lead (and win!) this battle on climate change.

Emmanuel Macron, President of France.

A BLOW FOR SCIENCE, SOVEREIGNTY AND SANITY

Well, it is a nice sentiment. But Sanity? I am not so sure. The climate debate, at least on its fringes and sometimes, among its enthusiasts, there seems an awful lot of intolerance that is edging towards totalitarianism.

France has been through more revolutions than most countries, popular enthusiasms for all-encompassing theories of how to mould society. Each time, the worst of human nature flourished, despite the fine ideals that began them.

Cries of liberty, fraternity and equality began the 1789 revolution and ended with guillotine executions and the rise of the dictatorship of Napoleon followed by 20 years of war and deeply conservative governments throughout Eu-

rope for the next 100 years.

The communist dream of 1917 in Russia led inexorably to the terror of Stalin, the labour camps of Siberia and show trials where broken men confessed to crimes of the mind and executed for daring to think beyond the confines of the prevailing ideology.

President Macron is young and enthusiastic. He is highly educated. For France's sake one hopes his reason will temper his enthusiasm.

His climate change grandstanding is a worrying sign to those who read history, and learn from it.

This grandstanding website President Macron appears to have put his name to, does nothing for his reputation, says such much for his youth, and he may one day regret it. So, once more for the record:

- Global temperature fluctuations are normal. The world has always warmed and cooled. From 1860 to 1875 it got hotter, then fell from 1875 to 1890, rose until 1903, fell until 1918, rose sharply until 1941, then cooled until 1976.
- At times atmospheric CO2 was 16 greater than today,

and then glaciers were formed.

- Since 1998 global temperatures have stayed level.
- The seas are rising any more than they have for thousands of years.
- Antarctic ice is increasing.
- Polar bears are not dying out.
- Tornados, hurricanes, droughts or floods, have all happened at various times and with various strengths.
- 97 per cent of scientists do not support the theory that human activities are warming the planet.

By the year 2100 we will know whether CO2 is causing climate problems.

President Macron will be dead by then. Even so, he should be thinking of his legacy, that is, how history will judge him.

Mind you, the website may be one of those fake news sites. If so it is a good one. It has just the right amount of silliness one expects from the loony left.

So maybe Monsieur le President has not lost his highly intelligent rational mind. I hope so.

Future electrical energy potential for Cape Town

Some intriguing thoughts from Harry Valentine

CERTAIN features in the Greater Cape Town area invite consideration for ocean-based energy storage and power generation.

Ocean Thermal Energy Conversion (OTEC):

Energy experts in India and Hawaii have been exploring the option of generating electric power from the difference in temperature between surface seawater at 25°C and the greater depths at 5°C. To the north of Cape Town, Koeberg Nuclear power station releases cooling water at 40°C into the ocean where water temperature is typically at 15°C, with cooler temperatures occurring at greater depths further offshore. A power generation thermal efficiency of 40% would see the power station delivering 100MW of power from every 250MW of heat energy, rejecting 150MW of power into the ocean.

An OTEC power plant located near Koeberg could theoretically operate at an efficiency of 1% and deliver 15MW (15 000kW) of power for every 1 500MW of low grade heat sent to the ocean. That level of power could support up to 15 000-homes, given an average household power consumption of 1 000kW. The power output of an OTEC

installation next to Koeberg may be insufficient to be of interest to Eskom, but could be of interest to a nearby municipality and private entrepreneurs interested in generating electric power from a reliable source of waste, low grade thermal energy.

Quest for Energy Storage Capacity:

Internationally, many power utilities are seeking to expand grid-scale energy storage capacity to improve the viability of such renewable technologies such as shore and offshore wind energy, ocean wave power conversion and ocean tidal current power generation. Access to energy storage capacity also improves the reliability of steam-based thermal power stations that can then operate at constant temperature to deliver constant output to reduce maintenance costs. The continual cyclical heating and cooling of critical components inside a large steam-based power station produces thermal stresses that can in turn result in component break downs and costly repairs.

Underground Pumped Ocean Hydraulic Storage:

During the overnight hours when demand for electric power is low, traditional hydraulic pumped storage involves pumping potable water

from a lower dam to an upper dam. When peak hour power is required, water flows downstream from the upper dam, through turbines to the lower dam. A 400MW pumped hydraulic installation in Ontario, Canada involves pumping water between an abandoned iron mine and a cavern near the surface. South Africa's ongoing drought situation could require a future pumped hydraulic energy storage installation to operate on seawater and involve a large subterranean cavern excavated far below sea level.

The relatively calm seawater in the southern region of Saldanha Bay may offer a potential site for such an installation, depending on the availability of suitable deep level bedrock located some 600m below sea level. A German hydraulic turbine builder that builds maritime propellers also offers pumping hydroelectric turbines capable of operating over a height difference of 600m. The Western Cape Economic Development Department is aware of the concept which may be subject to further evaluation. If the geology in the region is suitable, a pumped hydraulic energy storage installation of up to 2 000MW may be possible.

Compressed Air Energy Storage:

Overseas, the natural gas industry seeks deep subterranean caverns

of salt surrounded by impervious rock. They partially flush salt from these caverns to create high-pressure storage capacity for natural gas or to store massive amounts of compressed air. Available off-peak electric power drives massive air pumps that drive massive amounts of air into the storage caverns. When electric power is needed, the compressed air flows toward turbine engine and is heated prior to entering the engines that drive electrical generators. However, Eskom officials have expressed concern of the amount of energy lost to heat of compression.

A variation of compressed air energy storage (CAES) that is possible at coastal locations can actually dispense with the underground cavern. Giant size inflatable bags are placed on a lake bed or sea floor along with rock ballast to keep them at that location. An extended submerged pipe extends from shore-based air pumps to the giant bags that when electricity is available, are pumped with air and with some of the heat-of-compression sent into a thermal storage chamber. When peak-hour electric power is required, air flows to the shore and is pre-heated prior to entering the engines.

Cape Town CAES:

The uniqueness of Cape Town with coast-

al mountains and deep seawater some 100km offshore makes possible a variation of inflatable bag based compressed-air-energy-storage. It is based on the air-over-oil suspension on the Citroen car, provided that a cave about 50m below sea-level is available or possible under either Table Mountain or under Kogelberg Mountains. One group of inflatable bags will be located offshore some 600m below sea level and connected to a second group of identical bags located inside the cave. The bags inside the cave would be pre-pressurized and press against the sealant-coated cave walls.

When electricity is available, hydraulic pumps would push seawater into the cave under high pressure, forcing the air to the inflatable bags located offshore in deep seawater. During peak power-demand hours, seawater from the pressurized cavern would flow through turbines to generate electric power. The weight of the mountain above the cave would prevent the cave from exploding while the air-over-water energy storage system would greatly minimize heat loss caused by air compression. Western Cape Department of Economic Development is aware of the concept and is believed to be doing further evaluation for possible future development.

IN THE NEXT ISSUE:

- Building & Construction
- Civil Engineering & Infrastructure
- Corrosion Control / Specialized Coatings
- Heavy Lifting
- Hydraulics & Pneumatics
- Packaging / Machinery / Equip / Printing & Converting
- Petrochemicals / Oil & Gas
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Constitution? What Constitution?

LUKE the Dude had a question: “Which country has the worst president in the world – the United States or South Africa?”

The collective of relaxed conversationalists in the local Pub & Grill found this intrusion into our tranquillity somewhat disturbing, of course, seeing that sweet Angela, our very tender bar tender had just replenished our glasses and we did not regard Luke the Dude as our immediate priority.

But, as you know by now, there is no stopping him. “Come on, honourable members of the bar,” he urged, “what do you say?”

Big Ben took the bait, no doubt in response to Luke the Dude’s flattery rather than a desire to debate a malady we had no way of curing. “Well,” he hummed, “I do not agree with the question.”

“What!” interrupted Luke, “you do not agree with the question? What’s to disagree about? A question is a question; it is not an answer or a statement. You cannot disagree with a question!”

“I do not agree,” continued Big Ben, “your question is silly; both Jacob Zuma and Donald Trump have been democratically elected by the voters of their countries. What are you saying? Are you not a democrat?”

Big Ben added a comradely laugh, just to show that disagreement does not mean anger.

“There you go again! Playing the (expletive deleted) Trump Card,” expletive Luke the Dude, who is not as even-tempered as men the size of Big Ben tend to be. “Of course everybody is a democrat, it’s like braaivleis and birthdays, isn’t it? But let me tell you why my question is not silly, big boy, it’s because it shows that democracy is not all it’s cut out to be, that’s why!”

Big Ben laughed again and Luke the Dude turned a dangerous shade of scarlet in the realization that he was losing this argument.

“Next order please,” called The Governor in an alarmed attempt to change the subject.

“Non non Monsieur,” observed Jean-Jay, “Look, the glasses, they are still full. The Dude, that one, he won’t let us drink in peace.”

This is when The Prof regarded it as an appropriate time to make a contribution. “Young Benjamin is right, both presidents were democratically elected. But in fairness to young Lucas, there are a number of differences in the democracy applied. For one, the Americans vote directly for a president; here we vote for a party and the winning party chooses the president. There, senators and congressman are elected by states to represent them; here members of parliament are appointed by their party leaders.”

“Doesn’t sound very democratic to me,” frowned Luke the Dude.

“Our system is indeed not perfect,” agreed The Prof, “but neither is America’s; more people voted for Hillary Clinton than for Trump, some three million of them. But the way their system is ‘rigged’, to use Trump’s word, saw him emerge the winner.”

“Told you democracy is not all it’s cut out to be!” declared Luke the Dude triumphantly.

“I’m not going to argue with you, I don’t

think any of us wishes to, except maybe for Big Ben,” said Bob the Book, spoiling the argument. “I suggest we accept the verdict of Sir Winston Churchill, who knew more about the subject than any of us. He said, ‘No-one pretends that democracy is perfect or all-wise. Indeed, it has been said that democracy is the worst form of government. Except all those other forms that have been tried from time to time.’ Agreed?”

“Aye,” said most of the House.

“At any rate,” ruled Irene the Queen, practical as always, “there is nothing any of us can do about sitting presidents. The Americans will eventually deal with Trump, even if it is only at the 2020 elections, and the ANC will decide the future of the Zumas. What we must do, is keep ourselves informed so that we can make intelligent decisions in our own lives.”

“What do you mean,” enquired Big Ben suspiciously, “packing for Perth, staying or leaving?”

“That too,” replied Irene, “but not only that; we all have different lives.”

“Useless!” opined Jon the Joker. “The only way I’ll ever pack for Perth is if Big Ben and Luke the Dude decide to stay here.”

“Now, now,” reprimanded The Prof, hiding his grin behind his pipe, “Irene my dear, you are certainly right about keeping ourselves informed. Do you have anything particular in mind?”

“In fact I do,” said Irene the Queen. “I am concerned about the new Public Protector. She is such a disappointment after Thuli Madonsela. Her latest pronouncements are bizarre. And look at the results – unruly marches on Absa offices and demands to ‘pay back the money’. What is going on here?”

“Hmm,” pondered The Prof. “Robert, my good man, can you help?”

“I believe I can,” assisted Bob the Book.

“Wait a minute, wait a minute,” complained Luke the Dude, “this is going to be another one of Bob’s lectures, I can see it coming. So before he starts, at least let’s ask sweet Angela to pour us a round.”

Which she does, smilingly, with the cooperation of The Governor. Whether he was smiling I cannot record, as nobody was looking at him. As far as I could tell.

“Pres Zuma appointed Advocate Busisiwe Mkhwebane as Public Protector in October,” began Bob the Book, “after the ANC and EFF voted for it in Parliament. The EFF has since said they regret their decision. The DA voted against her appointment because of her history in the spy service.”

“Mkhwebane made her allegiance clear from day one, when she instructed that the PP televisions should show only the Gupta-owned station. Her

advertising budget also went there. The current controversy arose when she decided Absa had to pay back the money provided to Bankorp in a Reserve Bank lifeboat dating back three decades. And while she was at it, Parliament was told to change the Constitution so that the Reserve Bank would no longer be a central bank but a charity, ready for capture.”

“But what about the popular uprising against Absa?” worried Big Ben. “I mean, she could not have pulled that out of thin air. Is there another side to the story?”

“Useless!” decided Jon the Joker. “You call that a ‘popular uprising’? It was neither an uprising nor popular. The numbers were small, even for a protest, and the people had nothing to do with it. The whole scam shouted ‘organised by puppet masters behind the scene’ – and organised with malicious intent.”

“Agreed,” continued Bob the Book. “And as for another side to the story, the lifeboat and all its complications have been the subject of three judicial investigations, carrying various degrees of weight.”

“Then a group of British bounty hunters also jumped onto the bandwagon to make some money for themselves. They are thoroughly discredited and the ANC government of the day also thought so.”

“The heavyweight investigation and the one generally accepted as the final word on the issue, was done by a panel of experts chaired by a judge of the High Court, Judge Dennis Davis. It found that Absa had nothing to pay.”

“Why not!” insisted Big Ben indignantly.

“The thing to note,” explained Bob the Book patiently, “is that the lifeboat was a Reserve Bank rescue of Bankorp, not Absa. It started in 1985, when Absa did not

OPINION

ON THE CONTRARY



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Pieter Schoombie
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even exist. When Absa acquired Bankorp in 1992, the Davis Panel found, it paid fair value and could not be regarded as a beneficiary of the lifeboat.

“In 1995 Absa paid back the full Bankorp loan to the Reserve Bank and the lifeboat came to an end. So there is no ‘pay back the money’; the money has been paid back.”

“But did this Mkhwebane auntie not read the Davis report?” bulldogged Big Ben.

“Oh she did,” nodded Bob the Book, “but only selectively. One of the parts she chose not to read, was the finding on Absa.”

“Well there you have it,” complimented The Prof. “Thank you, Robert, for an erudite summary. Does that assist you, Irene?”

“Yes, thank you,” smiled Irene the Queen. “But it also raises more questions. Here is this woman who does not seem to understand what the Constitution says about her own job, telling Parliament what to do, telling the independent Reserve Bank what to do and overruling a judge of the High Court. Surely she cannot be that stupid all on her own. Who is behind her?”

“That, my dear,” concluded The Prof, “is a very good question. But not a very difficult one.”

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Calling all climate alarmists, France wants you!

FRANCE wants all of you who believe the industrial model for pulling people out of poverty is leading to climate disaster. Such is her desire for your brilliance that the French president himself is offering you R24 million each to go and live there.

I joke.

Actually the offer is so far only open to Americans, but there is always hope that his generous offer will be extended worldwide so that all the believers in the millenarian madness of catastrophic global warming caused by carbon dioxide emissions can enjoy their paradise together.

The rest of us can get on with the job of growing our economies the old fashioned way, based on access to affordable energy whether it is coal-based, petroleum based or nuclear.

Unfortunately, there is another catch: the offer also applies only to “top climate scientists” with the French doing the choosing.

That means no easy French residence permit for those enthusiasts often seen waving placards at climate change demon-

THE OTHER SIDE OF THE COIN



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Keith Bryer
.....

strations saying “Humans, a virus upon the planet.” What a pity. On the other hand, clever slogans in French may be beyond them.

President Macron’s motives for making this generous offer of shed loads of French taxpayers’ money are plainly an attempt to steal for France and himself the role of the world’s champion of climate change – previously held by former- US President Barack Obama.

It may also be a way of saying to the climate alarmists (in French) “Fear not, brave warriors, France and I, will continue to help you carry the banner of climate change and lead the rest of the world in radically changing their entire economic systems to rid themselves of evil carbon dioxide emissions”.

“As for your President—Pah! Come to La Belle France and leave him to, as you say, boil in his own juices!”

“Mon new website is called, “Make our Planet Great Again! Even Monsieur Trump

Continued on P31

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