



Going green



A million m² celebrated.

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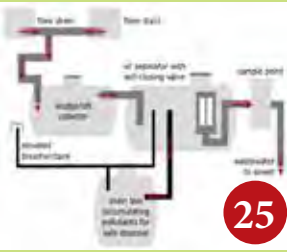
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Afrimat shows its metal

DURBANVILLE-based building supplies company Afrimat – which carved its reputation on supplying aggregates countrywide – is making bold moves in the mining sector.

The perennially profitable Afrimat has also built a reputation for smart deal-making with highly regarded CEO Andries van Heerden able to spot well-priced opportunities – including acquiring distressed companies and turning these around in convincing fashion. These would include sizeable acquisitions like aggregates and industrial minerals business Infrasors and the Glen Douglas dolomite quarry in recent years.

Most recently, Afrimat has made a bold move into the iron ore sector, and early indications are that this new – and largely unexpected - thrust is extremely promising.

The move makes sense with the local mining sector in the doldrums due to a combination of high production costs, low commodity prices, slack demand and muddled government policy. With a number of mining businesses up for sale, Afrimat is able to scout for bargains.

The first big move has come with Afrimat acquiring initially a 60% stake in Demaneng from Diro Resources and then following through on an agreement to acquire the remaining 40% shareholding in the business.

Before Afrimat stepped in Demaneng's operations were halted as a result of the operations being under financial distress and placed into formal business rescue on in mid-June 2016.

New look Afrimat Demaneng subsequently filed a “notice of substantial implementation” of its business rescue plan with the Companies and Intellectual Property Commission - confirming that it exited business rescue in mid-August last year.

The iron ore mine has since commenced with operations and the mining and delivery of iron ore.

Van Heerden said that as a direct result of much improved commodity prices, it was decided to accelerate the ramp-up of Demaneng.

He said expenses relating to the ramp-up increased substantially in line with the accelerated production.

But the mine reached its design production capacity of 1 million tons per annum at the end of February 2018. Van Heerden



noted that all processing equipment had been commissioned, together with the commissioning of a new load out facility which enabled Afrimat to load trains on the Sishen-Saldanha railway line.

Most encouragingly, Van Heerden said at a recent investment presentation that Demaneng's margins were similar or better than Afrimat's current mining and aggregates businesses.

Hitches at Transnet were an issue, Van Heerden conceded, but plans were underway to find alternatives to accelerate sales.

While Demaneng comes on stream, it is heartening to note that Afrimat is still performing stoutly with the year to end February financial report showing mineral producing operations across all regions as well as the core Western Cape aggregates business delivering solid results.

Van Heerden said Afrimat's product range was well diversified to include construction materials – such as aggregates and concrete based products - and industrial minerals such as limestone, dolomite and silica as well as the latest bulk commodities offering via the iron acquisition.

Looking ahead, Van Heerden said Afrimat was well positioned to capitalise on its strategic initiatives and expected continued growth as well as further expansion of its range of products.

He also expected turnaround initiatives at selective acquisitions to deliver.



If Afrimat can work its magic at Demaneng then bottom line in the 2019 financial year could be well reinforced.

It's worthwhile noting that Afrimat's acquisition of Vredenburg-based Cape Lime in early 2016 appears to be already paying off. Van Heerden said Cape Lime's integration was progressing well and exciting new marketing initiatives were under way to find additional markets for its products. The business already accounts for a chunky 7% of Afrimat's operating profits.

Rally to read



HOW would you spend R35 000? A deposit on a new car? A smart TV? A couple of days in a luxury game reserve?

What about this as an alternative: a weekend away that could change the lives not only of you and your family or colleagues, but also those of hundreds of children?

In weekends in September and October this year, hundreds of people will join Rally To Read in delivering hope to South Africa's forgotten children - those living in far-flung rural areas where education budgets almost never reach.

We take plenty for granted in the schools our own children attend: books, stationery, desks, electricity, running water and sanitation. Imagine your fury if there were none of these and your children spent all day, every day, staring out of windows, unable to learn.

Since 1998, Rally To Read has transformed the future for rural children by providing their schools with educational materials and teacher training.

A R35 000 sponsorship package provides a school with portable classroom libraries, stationery and teacher training. It also provides the donor with the experience of a lifetime.

How do weekends work? A traditional rally starts at an unearthly hour on Saturday mornings, to load libraries and other materials on the backs of vehicles. Then, after breakfast, it's off to schools.

The KwaZulu-Natal rally, sponsored by Shell, is an experimental, one-day concept, beginning and ending on Saturday. Transport group OneLogix, which has hosted the Free State rally for early 20 years (originally as United Bulk), will do so again this year on September 8-9. Mercedes-Benz SA, another long-standing Rally To Read supporter, will do the same for the Eastern Cape on September 15-16. The Western Cape rally will take place on October 27-28.

For more information, and to learn how to become a sponsor, go to rallytoread.co.za.



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Rapid learning curve

DURBANVILLE-BASED Stadio Holdings, the fledgling tertiary education company, has put down a huge marker in its efforts to create a sizeable 'private university' in Cape Town.

Last month Stadio – which is controlled by Stellenbosch-based investment company PSG Group – announced plan to develop a new and comprehensive campus at Pheasantekraal in Durbanville after finalising the acquisition of a sprawling site of 7,8 hectares.

Although the Western Cape is served by tertiary institutions – including three large universities in form of Stellenbosch University, the University of Cape Town and UWC – Stadio believes a good number of school leavers are often denied access to higher learning because of affordability issues or academic criteria.

While the term 'private university' is frowned upon at this juncture, Stadio – headed by Chris van der Merwe, the prime mover behind fast growing private schools business Curro – is actively punting a 'multiversity' concept.

The 'multiversity' aims to offer a variety of accredited university



courses on one campus. Stadio hopes to emulate Curro's success in pitching affordable and high quality private education to the tertiary segment.

The Pheasantekraal development is Stadio's first large greenfield investment in its quest to establish a multiversity.

Van der Merwe said the aim was to start with the Pheasantekraal development by March 2019 and to have the campus up and running by February 2021. CBN believes the total cost of development could be in the region of R450m, and should be able to accommodate up to 5000 students.

He said the confirmation of the Pheasantekraal campus development coincided with the accreditation of Stadio's first doctoral degree in Business Administration (DBA) with a further two doctoral degrees in the offing.

Van der Merwe said that the ultimate vision of Stadio was to create a multiversity for 100 000 students. "We believe that there is ample room for expansion as 100 000 students will only be 5% of the total higher education market in South Africa."

When Stadio listed on JSE in October last year the pre-listing documentation indicated student numbers of around 13 000.

Van der Merwe said that considering acquisition targets for 2017 were fully met – and keeping in mind that there is also an intake at the beginning of the second semester of 2018 – Stadio had the potential to reach 30 000 students in 2018.

Stadio's prelisting statement set a target of 56 000 students for 2026.

Van der Merwe has proved with his success at rapidly rolling out Curro's school network that a well-constructed private education pitch can quickly gain traction.

He said Stadio had a dedicated strategy for growth – consisting of acquisitions, expanding product offerings and optimising the utilisation of existing facilities.

"A further key strategy is to promote the growth of our existing brands like Embury, AFDA, SBS, LISOF and Milpark by expanding distance learning offerings across brands, geographic expansion through rolling out the brands to new locations and to accrediting further undergraduate and post-graduate degrees, diplomas and higher certificate qualifications across various brands."

Van der Merwe explained this thrust would be supplemented by investing in focussed marketing across the various brands and products of the Stadio group, and to expand into Greenfield opportunities as in the case of the Pheasantekraal campus.

He added that plans were already afoot to explore opportunities to expand programme offerings to include engineering as well as medical and health sciences.

"Our intent is to offer a product range similar to that of the country's top universities. Qualifications will be fully aligned to the world of work and Stadio is engaging actively with industry experts in this regard."

Cape Winelands tourism conference

SEATS are selling fast for the annual The Business of Wine & Food Tourism Conference, now in its third year. Set to take place at the Spier wine estate in Stellenbosch on 19 October, its impressive panel of local and international speakers will centre their respective topics on the theme of innovation.

"The Western Cape has a distinct advantage in Southern Africa. Not only does it feature breath-taking sea- and mountain-scapes, but a vibrant culinary and social scene that celebrates and reflects its very special environment," says seasoned tourism specialist Margi Biggs, convenor of the conference.

US-based big data wine specialist, Cathy Huyghe, is the headline speaker this year. This will be the first visit to South Africa for Huyghe, who is also a wine columnist for Forbes and who has written for the Harvard Business Review. Co-founder



and CEO of Enolytics LLC, she consults globally on big data to wine companies, is a digital media specialist and has authored wine books.

"We are also thrilled to have the talented Wandile Mabaso, a young and internationally travelled Soweto-born, French-inspired chef, who is currently disrupting the culinary scene in Johannesburg, confirmed as speaker. He's also known as South Africa's French cuisine ambassador, having worked alongside many famous French chefs, like the legendary Alain Ducasse who holds an incredible 21 Michelin stars. Wandile was

also mentored by the world-famous chef, Olivier Reginensi," Biggs states.

Other speakers at this year's conference include online storyteller Chris Joubert, and Spicer de Villiers, who owns A Single Thread, a boutique communications agency that is active in local wine; Dr Donovan Kirkwood, an ecologist and biodiversity conservation specialist; as well as chef and foraging specialist Kobus van der Merwe, who with his intensely local and seasonal focus has developed a cuisine that completely embodies and evokes the wild and dry West Coast.

Also to feature are Dr Serge Raemaekers, a specialist in marine biology who has developed a unique value chain bringing freshly caught fish to Cape Town's top restaurants; Tim Harris, chief executive officer of Wesgro, who also sits on the board of Silicon Cape, Cape Town's technology promotion initiative; and Marisah Nieuwoudt, who is the wine tourism manager for VinPro, the organisation that represents around 3 500 South African wine producers, cellars and industry stakeholders.

Go to <http://wineandfood.co.za/programme-2018/> to view the full programme and learn more about the line-up of speakers.



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Local versus export

The dilemma of an emerging clothing brand in South Africa

WITH the growing awareness of the inequity brought about by globalization, "The Fashion Revolution" advocates Fair Trade, ethical, sustainable fashion, made and distributed at a local level. The question being asked now is "WHO MADE YOUR CLOTHES?"

Cheap imports from Asia cause small local brands to face continual stress about competing with 'fast fashion'. Are we heading towards the Australian problem? "Landfill becomes the latest fashion victim in Australia's throwaway clothes culture" writes the Australian Guardian.

The controversial British designer, Vivienne Westwood, in her latest campaign, urges the consumer to "Buy less, Buy quality".

"Slow fashion produced by local designers is the way to go", agrees Debbie Morris Bunzek, owner of WEISS Cape Town. Debbie has extensive experience in America and South Africa in the retail and manufacture of slow fashion.

The retail market has been swamped by cheap imports and the government is unwilling or unable to stem the flow. Is exporting our brands the answer to competing with cheap fast fashion? "Easier said than done" says Debbie. "There is next to no support or funding for

small business to grow or pursue a future in export".

Cape Town was once the hub of the fashion industry. Since the tsunami of cheap imports large factories have been forced to close and the number of skilled machinists have been decimated from around 250 000 machinists down to about 50 000 over the past 20 years.

The future of the garment industry looks pretty bleak. According to Paul Van Der Spuy, of bluecollarwhitecollar fame. "There is no question that cheap imports have affected the local industry. We have to become niche designers/manufactures. It's

not about price but rather about your point of difference. The only way to get back into the international market is to up our skills and training from school level. Very few kids enter the clothing industry today because it does not offer a promise or future."

In spite of the obstacles, this local designer has forged her way forward and consistently grown locally and globally. Debbie's brand of timeless, classic clothing, WEISS Cape Town, was launched in South Africa in 2012. This range, primarily aimed at the local retail market, has become increasingly popular with the International tourist, lead-

ing to collaboration with Creative Dezigns in London.

Debbie's African inspired range under the label Dumela Clothing Co. is a range of coats and jackets made from the vibrantly colourful Basotho blanket. The Basotho blanket has gained fame through being featured in the 'Black Panther' movie. The blankets are manufactured in Randfontein in Gauteng, making this a truly ethical, proudly South African item of clothing. These coats are individually hand cut and made in the Weiss design studio in Woodstock, Cape Town by a team of dedicated skilled machinists.

"We've taken up the



Basotho blanket coat by Dumela Clothing Co.

challenge", says Debbie. "We know that the only way we can compete and succeed is by providing what mass-produced Asian fast clothing cannot -

meticulous attention to detail, superb craftsmanship, and design that incorporates classic style with something subtly but essentially African."

Knife cuts food deal

CAPE TOWN-based venture capital specialist Knife Capital has cut another global deal with news last month that Uber Eats had acquired its restaurant technology company orderTalk.

Knife Capital also achieved exits to General Electric and Visa from the same HBD Fund with predictive analytics company CSense and financial services business Fundamo respectively.

The details of the orderTalk deal were not disclosed - but indications are that the transaction offers Knife Capital and Mark Shuttleworth-aligned HBD Venture Capital South Africa a significant venture capital exit.

The acquisition will allow Uber Eats to streamline workflows by directly integrating with leading point of sale (POS) systems.

orderTalk is the original provider of online ordering systems for restaurants worldwide - offering expedient, dependable and secure online ordering software solutions since the late nineties.

The company has utilised proprietary remote ordering soft-

ware as well as mobile and social media applications to meet the expanding needs of the restaurant industry.

orderTalk was founded by Hilton Keats in 1998 on the back of an online ordering software development partnership with a US restaurant chain. In 2004 lawyer Patrick Eldon joined as CEO and opened the Cape Town head office in 2005. After initial angel investor backing, in 2008 HBD Venture Capital (subsequently managed by Knife Capital) invested R9m (or \$700 000 at the time) to scale the business internationally.

Knife partner Keet van Zyl said that while orderTalk initially expanded its technical capabilities in Cape Town, the main client base started growing aggressively in the US and UK.

He said over the years the core business was relocated to Dallas, Texas.

"The venture capital partnership allowed orderTalk to move from an entrepreneurial startup in Cape Town to a global force."

orderTalk CEO Patrick Eldon said that raising capital by way

of the investment made by HBD provided enormous value, not only in tangible but also intangible terms. "The strategic support, mentoring, advice and hands-on assistance received from HBD and Knife Capital over the years of the investment have been invaluable."

Eldon said he was proud of everything the orderTalk team had built these past few years. "We're excited to leverage our point-of-sale expertise to make Uber Eats an even better partner for restaurants by helping them easily integrate online orders and grow their business."

Van Zyl said orderTalk had shown consistent and phenomenal growth over the past 10 years - recording a 60 times increase in revenue since the venture capital investment. He said orderTalk also repaid the initial venture capital investment via dividends back to HBD, even before the Uber exit.

Uber Eats head of business development, Liz Meyerdirk, said that with orderTalk's engineering talent the company would be to supercharge its own

point of sale integration strategy. She said orderTalk acquisition was part of a two-fold strategy - to reduce the amount of errors which can arise with manually entering orders; and to streamline workflow so that orders are directly fed to the kitchen display monitor or ticketing system.

Van Zyl said orderTalk was the final investee company to exit from the R150m HBD Venture Capital Fund that Knife Capital managed. "We have proved that locally developed technologies can have global impact and that one can attain superior venture capital investment returns from South Africa."

Van Zyl added that orderTalk set the bar on how to build investor-investee relationships. "While it was not always an easy growth path, we all learned a lot, had amazing experiences, impacted lives, made money and formed lasting friendships."

The successes at orderTalk should intensify focus on Knife's latest investment ventures.

In April Knife made an investment in private education special-

ist SkillUp Tutors to allow the business to accelerate the acquisition of learners and tutors, leverage partnerships with content providers and scale the business internationally.

SkillUp is a Cape Town based start-up business that offers parents and students access to thousands of highly skilled and vetted tutors based on grades, subject, location, and budget.

The SkillUp platform makes it easy to find and communicate with tutors and facilitates the purchasing and scheduling of both in-person and online lessons.

Matthew Henshall, CEO and Co-Founder of SkillUp, said the private tutoring industry was highly fragmented and inefficient. "We are making tutoring more affordable by radically reducing fees and offering a more transparent service, while ensuring the highest quality and safety."

Van Zyl noted that apart from a highly scalable business model and potential exit opportunities down the line, the deal inte-

grated the interests of different stakeholders for the greater good.

"The concept of 'conscious capitalism' underpins some of our core values at Knife, and SkillUp leverages technology elements to enhance real-world engagement in the education space - making a meaningful positive impact on people's lives."

In March this year Knife backed a Cape Town-based machine learning specialist DataProphet.

DataProphet develops and implements 'bleeding-edge' product development solutions to a wide range of industries -with a specific focus on the manufacturing sector.

Basically DataProphet helps data-heavy businesses to discover the insights and predictive capabilities hidden in their data.

The funding from Knife would be applied to boost the company's innovation capabilities and accelerate global expansion.

DataProphet MD and co-founder Frans Cronje observed that machine learning and Artificial Intelligence (AI) was already help-

ing manufacturers achieve yields that they had not thought possible through intelligent automation and much more dynamic control methods.

"These technologies are key to achieving the goals of Industry 4.0 and allowing manufacturing plants to be far more responsive to the market demands without incurring additional costs."

Cronje reckoned companies that did not adapt would fall behind, to be replaced and supplanted by newer and more dynamic companies that use machine learning to drive their growth.

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A million m² of Certified Green Space in Africa celebrated



MULTI-DISCIPLINARY engineering consultancy WSP is celebrating a milestone million square metres (1 million m²) of Certified Green Space in Africa.

“The Green Building Council of South Africa (GBCSA) was

formed in 2007; at that time, we were trading as GreenByDesign, as part of the WSP group in Africa, and were working on the designs for the second phase of the Nedbank head office in Sandton. In 2009, this building was the first on the continent to be certified and achieve a Green Star rating,” says Alison Groves, Regional Director, WSP, Building Services, Africa.

WSP teams of experts have played an active role in 50 Green Star rating certifications for 33 buildings in South Africa, and Africa. The company’s senior consultants and Green Star Accredited Professionals also continue to work closely with the Green Building Councils within Africa – consulting on the expansions for a number of the Green Star rating tools used in South Africa, and undertaking studies to ensure the necessary rating tools can be appropriately adjusted to fit within the local context conditions of other regions.

Mathieu du Plooy, Managing Director for WSP in Africa, said: “This is a remarkable milestone that we are exceptionally proud of. This achievement speaks directly to our

commitment and ongoing contributions to the green building and sustainability space. It is also a demonstration of our uncompromising determination for excellence - to deliver complex and sustainable projects that contribute to impactful legacies for a future where society can thrive.”

Some of the prominent projects that WSP sustainability consultants and engineers have been involved with include:

Nedbank Phase II, in Sandton – setting a benchmark and a heading for the industry, as the first Green Star rated building in South Africa.

Menlyn Maine Central Square, in Tshwane – WSP achieved an industry first with a Green Star SA Custom Mixed-use rating.

FNB Namibia Holdings’ @Parkside building, in Windhoek - achieved the first Four Star Green Star Africa Design rating, as well as a Five Star Green Star Africa As Built rating, making it the first Five Star rated building in Namibia and Africa, outside of South Africa.

Nobelia Office Tower in Kigali – achieved a Six Star Green Star Africa rating, making it the first Six Star rated green building in Rwanda, and on the continent outside of South Africa.

City of Johannesburg’s (CoJ) new Council Chamber, in

Johannesburg – first municipal building in South Africa to be rated under the Public and Education Buildings Design tool and it achieved a Five Star Green Star SA rating.

Agrivaal refurbishment and new Batho Pele House, Tshwane - Following environmentally-innovative refurbishments of the Agrivaal heritage building and construction of the new office building on the site, Batho Pele House, achieved a Four Star Green Star SA As Built rating.

Vodafone Site Solution Innovation Centre (SSIC) in Midrand – the first building in South Africa to achieve a Six Star Green Star Design rating from the GBCSA in 2011, and in 2017 the building achieved two Net Zero certifications for carbon and ecology.

Standard Bank campus, in Rosebank – the building achieved a Five Star Green Star SA Design rating, as well as the targeted Five Star Green Star SA As Built rating.

WSP’s African headquarters in Knightsbridge, Bryanston – the building boasts a Four Star Green Star SA Design rating, and in time WSP will seek its Existing Building rating too - based on the actual performance of the building. This is a further testament to the company’s commitment to be a responsible business and contributing to greening the built space.

3-in-1 electronic measuring tool

DIGITAL electronic angle finding, spirit levelling, and bevel gauging can now all be carried out simply and accurately with a single tool. This is thanks to the three-in-one Stabila TECH 700 DA, distributed exclusively by leading local supplier Upat.

The Stabila TECH 700 DA measures and transfers interior and exterior angles from 0° to 270°. The digital display with large digits, and back-lighting that can be dimmed accordingly, ensures optimum readability, even in poor lighting conditions.

Two particularly wide contact edges ensure that angles can be marked reliably in all positions, Upat National Product Specialist Charl Weber explains.

The ‘lock’ function allows operators to use the angle finder as a handy bevel gauge. The tool’s design also means it is ideal as a spirit level, as its horizontal and vertical vials can be viewed easily, even when the arm is folded in.

An electronic module means that the angle measurements required for a wide array of daily construction activities can be carried out conveniently and quickly.

The ‘ref’ function accepts and saves reference angles, and transfers these to other components. The ‘hold’ function saves the measured values, thereby guarantee-

ing accurate measurements and quick transfer, even in hard-to-see places. The angle bisectors can also be displayed at the touch of a button, which makes it ideal for quick and accurate miter cuts.

The electronic angle measurement function delivers precise measuring results with an accuracy of about 0.1°, with the module switching off automatically if not used for 60 minutes. The electronic module is IP 54-rated for protection against dust deposits and water spray.

Furthermore, the high-quality Stabila vials enable components to be aligned accurately. Vial-installation technology ensures long-term accuracy when measuring. Measuring accuracy in a normal position is ± 0.5 mm/m, and ± 0.75 mm/m in reverse position.

The high-quality aluminium rectangular profile with reinforcing ribs ensures high stability and a secure grip, while providing for accurate measurements even under the most demanding conditions.

Additionally, the tool’s coated measuring surfaces adds to its rugged durability. The Stabila TECH 700 DA is available in two lengths, namely 45 cm and 80 cm, with both including a bag for safe transport and storage on construction sites, in workshops, or in vehicles.

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L – R: Warne Rippon, Executive Director and Arun Chadha, CEO of Allied Steelrode.

SINCE the merger of Steelrode and Allied Chemical and Steel in 2011 which created Allied Steelrode, the business has fast earned its leadership position in the South African steel industry. Today it is the largest procurer of product from South Africa's primary steel processor; and is also a major importer of steel from abroad.

"There have been two keys that have unlocked our success – customer service and product excellence, underpinned by our unwavering investment and dedication to both," explains Warne Rippon, Executive Director of Allied Steelrode.

"Our people are very much the foundation for all these other good things – such as quality, innovation, consistency of supply and highly effective logistics for example. If you do not have the right people, you cannot get those other things right," he adds.

The company is managed with an 'open door' policy and staff members are encouraged to share their ideas, which results in much innovation emanating from the shop floor. "In this open and enabling environment, our people are encouraged to take ownership and responsibility," continues Rippon.

Rippon has some 25 years' experience in the steel industry, as does CEO Arun Chadha. He makes the important point that a further differentiator is that Allied Steelrode is an owner operated-and-run business.

"In today's fierce market, steel businesses which are owner driven do tend to be in leading positions," explains Chadha.

"In Allied Steelrode's case, it means that there is an open door policy and easy access to executive management, which fosters agile thinking and decision-making. Being owner-driven means the company embraces innovation and is very responsive to market changes. Sometimes strategy needs to evolve almost daily, which is important, Chadha explains, as the

steel industry is, by its nature, very dynamic.

Both customer service and product excellence are also closely linked to major capital investments that Allied Steelrode has made in advanced technology. The two major examples of such investments are the first dedicated stretcher leveller and the Adige LT20 tube laser – with another stretcher leveller to follow this year.

"It was really our customers who indicated to us that, to remain competitive, we would have to purchase the first stretcher leveller. The fact that in less than two years, this stretcher leveller is working at almost full capacity really vindicates our decision; and proves that we did the right thing in listening to our customers. Furthermore, the ordering and commissioning of the second stretcher leveller this year, further testifies to the soundness of our decision," Chadha adds.

"The purchase of the

LT 20 is opening up new markets, geographically and in terms of capability. In turn, the LT 20 is opening new markets for our customers who would like to use this capability," says Rippon, adding that Allied Steelrode has also recently completed a comprehensive software update roll-out of all.

City rolls out free leak detection and repairs to indigent residents

THE City of Cape Town has accelerated the roll-out of its Water Leaks Project to indigent properties. The project focuses on areas which have the highest indigent property leakage rate in the metro. This is part of the City's drought action to ensure that water losses are kept as low as possible and at the same time to assist those who are unable to afford to fix leaks on their properties.

Thus far the City's contractors have investigated around 10 000 of the 30 000 identified indigent properties. Once leaks are detected, the team returns to complete the necessary repairs free of charge.

As part of its ongoing water demand reduction efforts, the City has increased its leak

detection work including the capacity of its leak detection teams to attend to private properties, especially in previously disadvantaged areas across the metro. In general, leaks on private properties are the responsibility of the owner of the property but many residents do not have the means to pay for fixing leaks.

Investigations have revealed a very high level of private leaks on a number of properties situated in vulnerable communities.

"The City has been assisting our indigent customers through the Water Leaks Project since 2005. However, recent investigations indicate a great need to accelerate the leak detection and repair work element of this project, especially while we are

still experiencing the most severe drought on record.

The contractor for this project is the Joat Group and can be identified via card identification, protection vests and branded cars. Where possible, local labour has been sourced and this has been done with consideration of the communities in which the work will be carried out.

Aside from doing a once-off repair of all of the water leaks free of charge, the City also assists indigent residents by writing off all their arrears once-off and installing a free water management device (WMD). The WMD is a tamper-proof device which will enable these households to detect water leaks and to monitor their available wa-



ter allocation.

All homeowners are asked to regularly check for and repair water leaks on their properties. Homeowners should also check their municipal bill as this would indicate if there is a sudden spike in usage that is unaccounted for. Water leaks and water wastage can be reported to the City's 24/7 call centre line on 0860 103 089 or SMS 31373 (max 160 characters).



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Firms warned of targeted cyberattacks

CORPORATE companies are by no means immune to cybercrime, with McAfee's latest report indicating that it cost the global economy as much as \$600 billion in 2017. According to Christopher Appanah, Claims Team Lead-

er (PI and Liability) at SHA Specialist Underwriters, cybercrime is also evolving rapidly with attacks becoming more elaborate.

He says that proof of this is the growing number of attorney firms being target-

ed by one particular type of sophisticated email scam in recent years. "We have noted a trend in the number of local attorney firms falling prey to this type of fraud. It places the firm in a vulnerable position as these cir-

cumstances do not fall within the ambit of a general Professional Indemnity (PI) insurance policy.

"The approach is simple; the attorney firm is instructed by a client to register the sale of a property.

Once the property is registered at the Deeds Office, the proceeds of the sale are due to the Seller. It is at this point that cyber criminals make their move. The attorney is sent a last-minute email alleging to be from the Seller, requesting that the Seller's banking details be amended. The proceeds of the sale are then diverted to the hacker's account."

Appanah adds that these emails are usually accompanied by a forged letter from the bank confirming the Seller's "new" bank details.

"In the spirit of honouring their client's wishes, attorneys often amend the details as instructed. It is usually too late to act by the time that such a scam is uncovered, since the money would have been transferred out of the cybercriminal's bank account almost immediately after it is received."

He says that the scenario outlined above describes a typical situation that has become more and more recurrent, and puts attorney firms at serious risk should the correct type of cover not be in place. "Since 2016 the Attorneys Indemnity Insurance Fund has declined to cover policyholders for losses arising from cybercrime. PI cover is not designed to cover cybercrime-related



acts unless there is evidence of employee involvement.

"This type of scam is of course not limited to the legal sector, and professionals from a host of other industries have also reported being targeted by similar methods."

In light of this, Appanah outlines various measures that attorneys and other professionals need to have in place in order to reduce their risks in this regard:

- Focus proactively on risk management. Professionals and firms should make a point of becoming more knowledgeable on cybercrime and scamming trends and regularly assess the weaknesses that reside in their processes and procedures.
- Call the client to confirm whether they have indeed changed their banking details. Some firms have adopted the rule that bank

details can only be amended in person, rather than through emails or even telephonically. It may be wisest to incorporate a combination of innovative and proactive steps to mitigate some of these risks.

- As a safety net, firms should consider appropriate insurance cover which is designed to come to the professionals' aid if money stolen by means of email scam.

"The message is clear; attorneys should take proactive steps to protect themselves and their clients from such incidents that may cause huge reputational damage to the firm and financial losses to clients which may not be recoverable. Equally, professionals in other industries should review their own PI policies and determine which cover products would help to better manage their cyber risks," concludes Appanah.

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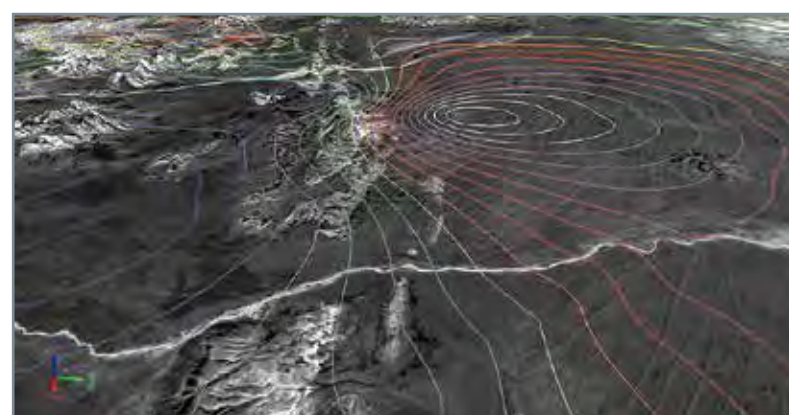
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Mining software updated



MINING software solutions and services provider MICRO-MINE Africa has launched the latest version of its 3D modelling and mine planning software, Micromine 2018.

Micromine 2018 has been developed to adapt to mining operations as they grow during the course of their lifespan. The software is especially easy to use, intuitive and is Micro-soft Gold Certified.

MICROMINE South Africa Regional Manager Renier Strydom comments that Micromine 2018's user-friendliness and functionality provides

exploration geologists, in particular, an in-depth understanding of their prospective projects and the potential success.

The software is module based, ranging from exploration to mining and scheduling. It is an upgrade of the 2016 iteration, with several new features such as a new licensing system that provides end users with a dongle and node-lock options, enabling users to borrow and pool network licences.

The mining module in Micromine 2018 has been developed specifically for mining engineers, allowing them to simultaneously display,

query, and interactively edit multiple data layers. This assists in developing a mine plan based on the client's specific mining parameters and business fundamentals.

The mining module is a powerful, intuitive tool that helps mining companies plan and design mines, from open-pit to underground operations.

"MICROMINE focuses on improving its software based on its clients' needs, with the bulk of the enhancements and new features of Micromine 2018 derived from client recommendations," Strydom concludes.

Game of Thrones at the DCZ



Director of the BIM (Building Information Modelling) Institute, Vaughan Harris,

KING PRICE Insurance is the first insurance company in South Africa to implement BIM policies into its statement of work for clients' short-term insurance.

"Standing amongst the pulsing crowds [at the DCZ (Digital Construction Zone) at the 2018 African Construction Expo / Totally Concrete Expo] it hit me – a healthy collaborative work ethic underpins the construction industry. Now we need to close the talent gap."

This was a stark moment of truth for "Baron of BIM" and Director of the BIM (Building Information Modelling) Institute, Vaughan Harris, as he watched the crowds interacting with the exhibitors at the third Digital Construction Expo. Over the two-day event, more than 8 000 visitors from various silos in the construction industry came together to fire up the "growling engine of change" and steer the 4th industrial revolution.

The Digital Construction Zone shared its space with the Smart City Summit and Facilities Management Expo which walked visitors through the life-cycle of events within the industry. It is obvious that the

tools and processes that are now available can change our current built environment. All that is necessary is for Africans to accelerate their adoption of these tools and foster and develop the skills necessary to take advantage of them in the local construction sector.

So what's the problem then?

For the third consecutive year, the BIM Institute and its software vendor partners have worked hard at closing the talent gap among industry professionals. It's unlikely to happen through universities or professional associations in the near

future, so it is events like this that convert traditionalists to this technology and the building standards (set within South Africa) that make the industry more appealing to a larger pool of investors and asset managers.

Some of the discussions Harris presented on the King Price stage:

- **Do we agree that implementation of BIM by professional teams can reduce the cost of a project?**

Most of the seated visitors were unanimous on this – the implementation of

BIM surely does reduce the cost of execution of projects.

- **Does the cost of implementation of BIM outweigh its financial gains?**

Many African companies looking at the ROI of BIM find that information is limited and are all too often misled by international feedback online and in the media. The lack of detailed, cost-benefit analysis leads some to opt out of the digital software investment.

To combat this problem, the BIM Institute and other related associations must agree on benchmarks against which BIM costs and benefits can be measured. Ideally, these should be drafted by the BIM Institute and published as anonymous data other industry stakeholders could use. Government bodies can then learn from these pilot project-based BIM ROI assessments to convince government and institutions of the technology's benefits.

- **How should the industry approach BIM?**

The ASAQS classification system has been officially published, and is derived from the South African Elemental Cost Estimating Standard. It can be used as a standard for architects and contractors to classify elements and objects, allowing quantity surveyors and contractors to identify elements for planning and estimating purposes. This version is the most significant step forward for a local BIM approach and standardisation for

construction projects in Africa.

In short

Africa must adopt BIM to be more productive and as an important first step toward the digitisation of the industry, but it will only happen with events like these. The BIM institute and its technology partners invite more vendors and industry leaders to promote this digitisation. Companies can act individually, but should team up at events and demonstrate new initiatives and case studies. The BIM Institute invites all industry players to play a significant part in promoting BIM across Africa.

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Soil decontamination

MULTOTEC hydro-cyclones and spiral concentrators are being applied in Europe to address the growing demand for the rehabilitation of contaminated land. The application of the solution is via Multotec's European agent of 25 years' standing, Bernd Bohle, Dipl. -Ing of Bohle Ing. Beratung.

According to Bohle, pollution and soil contamination have become leading environmental issues for most European countries in recent years, with well over 300 000 sites thought to be affected by this problem.

In a recent application, Multotec commissioned its equipment in a modern soil washing plant in the Italian speaking part of Switzerland. This also involved the training of staff in both German and Italian, through collaboration with Bohle Ing. Beratung and Italian partner SST/4Sep sagl., Manual Nava.

"Treatment methods in Europe vary from the conventional engineering techniques to the use of alternative technologies for decontamination that use physical, chemical and biological reactions," says Bohle. "These latter technologies – such as biological remediation, thermal treatment, vitrification, vacuum extraction, and soil washing – are growing in demand."

He highlights that



many of these technologies, especially soil washing, have been successfully demonstrated and applied on an industrial scale in countries like Germany, Switzerland and the Netherlands.

"The largest markets – accounting for over 50% of the European Union total – are Germany and Switzerland," he says. "The Netherlands and the UK are also significant, while the French and Italian markets are expected to grow rapidly by the end of the decade."

The pressure is coming from more stringent regulations, he explains, which trigger the need for land decontamination when there is any planned development of a site,

or where the spread of contamination is detected.

"Most of the soil cleaning techniques require on-site soil washing, where the material is treated to separate the contaminants from the soil before further naturalisation can take place," he says.

"In many instances, spills of contaminated hydrocarbons in industrial areas have been adsorbed over a period of time into the carboniferous phases of the soil. This is often a combination of coal, lignite, charcoal, tar and organic detritus," says Bohle. "In such cases, removal of this material by physical means can allow the separation of the contaminated hydro-

carbon fraction into a low density product for further treatment or disposal."

In these applications, the use of spiral concentrators, with their flat angles as in large diameter coal spirals, can remove the low density material from the soil bulk. Other important applications include the removal of metallic matter, oxides, sulphides, carbonates and slags from contaminated soils in industrial sites such as former automobile scrapyards. Here, heavy mineral spirals with their pitch angles of 21 degrees can remove metallic matter from the soil.

At the BSH-TIB Mezzovico soil washing plant in Switzerland, Multotec's large diameter coal spirals and its heavy mineral spirals are supporting the decontamination process at a rate of up to 70 t per hour of solids.

The installation allows between 27 t and 40 t per hour of pre-screened material sized from zero to 1,8 mm to be pumped to a VV350-15-1 stacker cyclone with a capacity of up to 170 m3 per hour. The re-diluted underflow is fed by gravity to a spiral bank for lights decontamination. The heavy sand product is then pumped to a stacker cyclone of the same specification, with the re-diluted underflow reporting to a spiral bank for heavy particle removal.

Changing the face of the gardening equipment industry



EGO is a global manufacturing company established in 1993, which has been at the centre of revolutionising the gardening equipment industry. In the single biggest advancement in technology since petrol-powered mowers arrived on the scene over a century ago, fossil fuels are being replaced by cleaner, greener energy of the EGO Power+ system. Powered by an 56V Arc Lithium battery, the EGO Power+ system claim petrol-matching power, but without any of the downsides of petrol-powered units.

"We carry a comprehensive range of EGO's outdoor, lawn and garden tools.

These include lawnmowers, domestic string trimmers, brush cutters, as well as a multi tool system which provides a powerhead on which

one can attach a host of attachments such as telescopic hedge trimmer and pole pruners, lawn edgers, brush cutters and string trimmers, all driven by a single power unit," explains Mark Chittenden, General Manager at Smith Power, EGO Power's exclusive distributor.

'Unique' battery offering

The battery design is considered unique. It can be used in any of the EGO machines, so a single battery can be used across all machine ranges. Apart from the innovative Arc design that helps prevent overheating, the battery has another clever way to keep cool; each and every cell is surrounded by EGO's unique Keep Cool™ phase change material that absorbs heat energy and keeps

individual cells at their optimum temperature for longer.

"There is a battery indicator so that as you work, you can check the display to see how much power is remaining. This makes it easy to gauge when you will need to recharge the battery," says Chittenden. This is complemented by a Power Management System which prevents over-discharging and extends battery life.

"We also offer the most powerful battery range with high voltage of 56 V. Many competitive brands are within the 18 or 36-V range," says Chittenden, adding that running times vary from 60 minutes on a 2-Amp battery using a hedge trimmer, for example, to 50 minutes on a mower. "The average is 30 minutes per use across all ranges," he says.

Charging times vary from 20 to 70 minutes, depending on the type of charger selected, either Standard or Rapid. The battery's charging times are a major talking point, bearing in mind that Lithium-ion batteries, on average, take about two hours or more to recharge. The EGO Arc Lithium battery range is good for a 1 000 charge cycle. Locally that translates to a good 4-5 year lifespan. Commercially it will depend on the charge cycles.

Target markets

One of the key benefits of the EGO range of tools is the lower running costs. The cost of running an EGO Power+ product for a month is around the same as using a 2-stroke product for a day.

Unlike large, heavy petrol mowers, the EGO Power+ mower's fold flat design makes storage and cleaning simple. The range is offered locally with a 2-year warranty on the battery, and a 3-year warranty on the machine itself.

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STDF Annual Report highlights trade opportunities worldwide

THE Standards and Trade Development Facility (STDF) launched on 25 June its 2017 Annual Report, which highlights how its global projects and knowledge exchange are helping to build safe and inclusive trade opportunities worldwide and championing the United Nations 2030 agenda for sustainable development.

As a global partnership, the STDF helps developing countries access international markets by addressing gaps in domestic sanitary and phytosanitary (SPS) practices and promoting food safety, animal and plant health.

In 2017, with the support of 11 donors, the STDF approved nine projects and seven preparation grants, with 70% of resources going to help least developed countries (LDCs) and other low-income countries. Examples include supporting livestock producers in Ethiopia, opening up opportunities for Zambia to export plant-based products, and developing the cocoa value chain in Papua New Guinea.

During the year, the STDF led efforts to help developing countries benefit more from new technology through a global dialogue on electronic SPS certification and its role in facilitating safe trade held in July 2017 at the Aid for Trade Global Review and the ePhyto project. The STDF's role in catalysing public-private sector collaboration on maximum residue levels in pesticides in Africa, Latin America and Southeast Asia was also recognized in a joint ministerial statement by

17 countries at the 11th WTO Ministerial Conference, held in Buenos Aires in December 2017.

The STDF report shows how good practices in food safety, animal and plant health have been helping small-scale farmers and processors in developing countries participate in trade to improve their livelihoods. New safe trade opportunities are supporting the Sustainable Development Goals including on zero hunger, decent work and economic growth and partnerships for achieving the goals. Women have been involved in many of the success stories, from shrimp farmers in Bangladesh and ginger cooperatives in Nepal to small-scale fishing in West Africa.

"The Annual Report shows that building SPS capacity enables more people to benefit from trade," said Melvin Spreij, head of the STDF Secretariat. "This not only gives a boost to the economy, it drives up incomes in poor areas, promotes domestic food security, protects the environment, improves public health and empowers women. Mobilizing resources from governments, donors and the private sector has helped to sustain impacts even further," he added.

Established by the Food and Agriculture Organization of the United Nations (FAO), the World Bank Group, the World Health Organization (WHO), the World Organisation for Animal Health (OIE) and the WTO, the STDF is financed by voluntary contributions. The WTO houses the STDF secretariat and manages the STDF Fund.

What does a freight forwarder do and do you need one?



By Raymond Rau

IMPORTING and exporting are key components for many lucrative businesses. International shipping could present great business opportunities for you, but may also seem daunting.

The process, paperwork, and regulations involved in international trade may seem intimidating. However, you can be a successful international shipper without getting caught up in the logistics of logistics.

That's what a freight forwarder is for.

This blog covers the basics of what a freight forwarder does, why you should use a freight forwarder, and even how to find a freight forwarder for those who are interested in international shipping, whether importing or exporting.

Here are the most commonly asked questions about freight forwarding and their answers:

What is a freight forwarder?

BusinessDictionary.com defines a freight forwarder as follows:

Firm specializing in arranging storage and shipping of merchandise on behalf

of its shippers. It usually provides a full range of services including: tracking inland transportation, preparation of shipping and export documents, warehousing, booking cargo space, negotiating freight charges, freight consolidation, cargo insurance, and filing of insurance claims.

Freight forwarders usually ship under their own bills of lading or air waybills (called house bill of lading or house air waybill) and their agents or associates at the destination (overseas freight forwarders) provide document delivery, deconsolidation, and freight collection services. Also called forwarder.

That definition is a little wordy and sounds complicated, so let's just do a basic definition as follows:

A freight forwarder is a company that arranges your importing and exporting of goods.

So what does that actually mean in terms of what a freight forwarder does?

What does a freight forwarder actually do?

There is a lot that goes into arranging your international shipping. While the freight forwarder handles the details of your international shipping, it is

important to know what a freight forwarder does not do in order to understand what a freight forwarder actually does.

A freight forwarder does not actually move your freight itself.

The freight forwarder acts as an intermediary between a shipper and various transportation services such as ocean shipping on cargo ships, trucking, expedited shipping by air freight, and moving goods by rail.

A freight forwarding service utilizes established relationships with carriers, from air freighters and trucking companies, to rail freighters and ocean liners, in order to negotiate the best possible price to move shippers' goods along the most economical route by working out various bids and choosing the one that best balances speed, cost, and reliability.

Freight forwarders handle the considerable logistics of shipping goods from one international destination to another, a task that would otherwise be a formidable burden for their client.

To comply with export documentation and shipping requirements, many exporters utilize a freight forwarder to act as their shipping agent. The forwarder advises and assists cli-

ents on how to move goods most efficiently from one destination to another. A forwarder's extensive knowledge of documentation requirements, regulations, transportation costs and banking practices can ease the exporting process for many companies.

That leads us right into the next question.

Why should I use a freight forwarder?

A good freight forwarding service can save you untold time and potential headaches while providing reliable transportation of products at competitive rates.

A freight forwarder is an asset to almost any company dealing in international transportation of goods, and is especially helpful when in-house resources are not versed in international shipping procedures.

There are many advantages to using a freight forwarder. Here are a few listed:

- A Freight Forwarder handles ancillary services that are part of the international shipping business
 - Insurance
 - Customs Documentation
 - etc...

- A Freight Forwarder provides to consolidators as well as individual shippers:
 - Non-Vessel Operating Common Carrier documentation
 - Bills of Lading
 - Warehousing
 - Risk Assessment and Management
 - Methods of International Payment

A Freight Forwarder insists on personal communication and great customer service. Whether the firm is large or small, the weight of the cargo light or heavy, the freight forwarder will take care of cargo from "dock to door" if requested to do so. This can include the correct filing of export documentation, all arrangements with carriers, packing, crating and storage needs. So, the small and medium-size exporter need not deal with many of the details involved with the logistics of exporting their goods.

In addition, freight forwarders typically charge modest rates for their services and have access to shipping discounts.

Given the years of experience and constant attention to detail provided by the forwarder, it may be a good investment.

SAAFF conference

SAAFF 2018 will take place in Cape Town at the Cape Town International Convention Centre (CTICC) from 29 to 30 August. The biennial SAAFF Congress brings together the freight forwarding and customs-clearing industry as well as government departments and parastatal institutions responsible for matters such as customs, ports, health and safety, border control, cargo handling, security at terminals and airports, and road legislation.

Stakeholders delivering essential services



to the industry such as marine insurance, IT services, warehousing, and transport are also in attendance.

Via panel discussions and presentations

the Congress represents a comprehensive dialogue which provides insightful guidance to members and stakeholders.

The two-day

Congress provides members and stakeholders with a professional and structured environment in which to network, offers a programme of site visits, and includes an enjoyable social aspect in the form of a gala dinner and a golf tournament.

Who should attend? The SAAFF Congress is for all stakeholders within the South African freight forwarding, logistics, and customs clearing industry. CEOs and MDs, senior managers in operational, technical, and strategic roles,

young entrepreneurs, and suppliers to the industry will all benefit.

Industry sectors include:

- Border Control
- Cargo Handling
- Customs and Ports
- Government and Parastatal
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- Insurance
- Marine
- Road Legislation
- Security: Terminals and Airports
- Transport
- Warehousing

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Cox appoint Seascope for diesel outboards



BRITISH marine diesel innovator, Cox Powertrain, has announced Seascope Marine Services (Pty) Ltd as its exclusive distributor for South Africa & the Sub Saharan region. Seascope Marine is the first distributor of Cox's game-changing CXO300, the world's first 300hp diesel outboard engine, to be named outside of Europe, the USA & Australasia as Cox finalises its global distributor

network ahead of the engine's launch later this year. As a specialist importer of marine propulsion systems since 1983, Seascope Marine has earned an excellent reputation as a high-quality supplier of diesel engines & related equipment in the African territories. Through its sales & after sales support it has the expertise and experience to fulfil the demand for an engine such as the

CXO300 in the African region. The CXO300 is the world's highest power density diesel outboard engine. The final engine concept is based on a 4-stroke, V8 architecture. It has been developed for commercial, defence, recreational and superyacht applications, where performance, durability and fuel efficiency are paramount. "Seascope Marine

are very pleased to have secured this highly significant distribution agreement. It is an important step because it makes Seascope Marine the only official distributor in Africa who is able to offer 300hp diesel outboards to our market," said Jamie de Jong, Seascope Marine's General Manager. "The launch of the CXO300 will shake the African market as it is the first high per-

formance 300hp diesel outboard engine to be introduced. It has been developed to suit the demanding requirements of commercial operators and military vessels as a dedicated diesel engine designed by Cox, unlike some existing engines in the market that have been modified to accept diesel fuel, there is a real desire for marine propulsion that is reliable and long-lasting. We have already re-

ceived a huge level of interest in the CXO300 from customers who have been waiting a very long time for a high-performance diesel such as the CXO300 in this region. We believe the CXO300 will complement our existing product offering & put Seascope Marine in a strong position to lead the diesel outboard market in this region," Jamie de Jong concludes.

Saldanha workboat undergoes inspection



THE Crested Tern, a Transnet National Port Authority workboat based at the Port of Saldanha, returned to operations on 5 June 2018 after being laid up since 3 May 2018 for its bi-annual hull certificate inspection and maintenance. Built in 2012, the workboat is used for docking small vessels, running stores to vessels and running lines during LPG vessel

dockings at the MBM. The inspection, required by the South African Maritime Safety Authority (SAMSA), included underwater anti-fouling, valve inspection, propeller and shafts inspection, anode renewal and steel and pipework replacement. The work was carried out by appointed contractors, Cleanships Marine CC and Dor-

By Liesl Venter -
Freight & Trading
Weekly

TRANSNET Port Terminals (TPT) chief executive Nozipho Sithole has given Cape Town port management two months to deal with ongoing congestion issues. Addressing port users in Cape Town recently, Sithole undertook to return to the city in July not only to assess the situation at the port but also give feedback to stakeholders. "We must fix this," she said. "We must get an improvement in the performance at this port." Accompanied by senior management,

Sithole also did a walkabout at the port, observing what was going on and identifying problems. "Our container terminals in Durban were performing dismally for lack of a better word," she said, and while the situation was not yet perfect, major improvements had been made through an ongoing turnaround strategy. "We are going to walk this terminal and observe what is going on. If the RTGs and cranes need a different maintenance plan then that is what we will do. We have done it in Durban with a reasonable amount of success," she said. "In Durban, we have pulled the reliability of

Cape Town port gets serious about ending congestion



Photo credit: Wikipedia

assets up from 56% to 89%." Sithole said the team responsible for Durban's turnaround would work closely with Cape Town port management in coming weeks as equipment, maintenance

programmes, shift rosters and management performance came under the spotlight. Cape Town port users have been up in arms for months over ongoing delays at the port where congestion

on both the land and water side has been impacting them severely. Equipment is believed to have been at the heart of the terminal's inability to cope. Pamela Yoyo, Cape Town Port terminals manager, shared some of the initiatives that would be undertaken at the port over the next months as part of the turnaround strategy. "In the coming weeks, we will be reinstating the local frequent weekly productivity wash ups with customers," she said. "This will allow us to be in conversation with our customers on a weekly basis to assess what we did right, what we did wrong and what we could have done differently. This will allow us to continuously improve what we are doing." She said robust change management initiatives would be implemented, while the Code of Trade principles for opening and closing of stacks would be reinstated from June this year. "We will also increase our human resource capacity for both maintenance and operations going forward." Several of the RTGs would be refurbished and equipment from other terminals redeployed to Cape Town as necessary and as required.



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Sea Harvest acquires Viking

A CONSORTIUM of black-owned companies led by the Sea Harvest Group (Sea Harvest) has confirmed the approval from the Competition Tribunal of its transaction to acquire the fishing business of Viking Fishing Holdings Proprietary Limited, whilst Sea Harvest Aquaculture, a wholly-owned subsidiary of Sea Harvest, is acquiring 51% of the issued share capital of Viking Aquaculture Proprietary Limited (jointly referred to as the Viking Group). The Competition Tribunal approval, in terms of the Competition Act 89 of 1998, comes after the transaction was approved by the Department of Agriculture, Forestry and Fisheries (DAFF) in terms of the Marine Living Re-

sources Act 18 of 1998. Sea Harvest CEO, Felix Ratheb, says, "The approval by the Competition Tribunal is hugely satisfying after many months of hard work by us and the Commission."

The broad-based black economic empowerment (B-BEE) consortium includes the Vuna Fishing Company Proprietary Limited (Vuna Fishing), Nalitha Investments Proprietary Limited (Nalitha) and the South African Fishing Empowerment Corporation Proprietary Limited (SAFEC). The latter two companies are new entrants to the fishing industry and are wholly black-owned.

Nalitha is led by a seasoned industry managing director, Bonga

Mavume, who has extensive experience in the food and fishing industry. Mavume commented, "The opportunity to be involved in such a transaction will allow for the growth of truly black entrepreneurs in the fishing industry and will continue to turn the tide towards a transformed sector."

SAFEC, meanwhile, includes three community based companies from the Western Cape, Eastern Cape and Kwa-Zulu Natal, as well as a charitable trust. "We are grateful for the invitation and the facilitation from Brimstone Investment Corporation Limited (Brimstone) to be part of the consortium. Corporate South Africa has to support B-BBEE if we are to succeed, as

a nation, in realising the change that our country needs," stated SAFEC representative, Maxwell Moss.

"At Brimstone, as the majority shareholder of Sea Harvest since 2008, we are always looking for the opportunity to assist government's objectives of transforming the fishing industry into one that contributes to inclusive economic growth and the creation of jobs," said Sea Harvest and Brimstone Chairman, Fred Robertson.

"I would like to welcome the Viking people to the Sea Harvest family. We see great potential and opportunity for Viking as part of a bigger and stronger group. We take our hat off to Nico Bacon, a pioneer and entrepreneur in South Africa's

fishing industry, for the significant business he has built over the last 40 years," Robertson added.

"An investment of this magnitude would never be undertaken without our absolute commitment to the fishing industry and the facilitation of entering new black SMMEs into the sector, which will allow us to spread the benefit further to those who have been previously marginalised. We would like to thank DAFF and the Competition Tribunal for their approvals and we look forward to the long-term sustainability and growth in rural areas through job creation, transformation and local-area development that this transaction will create," Robertson concluded.

Fendercare signs global supply agreement with HALO

FENDERCARE Marine, part of James Fisher and Sons plc, has signed an international distribution and preferred supplier agreement with HALO Maritime Defence Systems (HALO), a global leader in waterside security and access control solutions, to provide enhanced marine asset security and protection to its global customer base.

The agreement, effective immediately, allows leading marine equipment supplier Fendercare Marine to supply and install HALO ma-

rine barriers and access control systems worldwide. Customers will benefit from increased availability of HALO's advanced solutions as well as Fendercare Marine's expert personnel and equipment support on installation and maintenance projects.

HALO's floating barriers and gates provide essential security to critical assets that are vulnerable to water-borne access. The systems benefit from over ten years of research and development, offering the only solution available to

have met or exceeded the US Navy's performance specifications.

The partnership expands Fendercare Marine's offering to the defence and maritime markets and will improve the availability of HALO barriers by leveraging the company's international reach, together with the wider, global supply chain of the James Fisher group.

Eric Johnson, CEO of HALO, said: "Fendercare Marine has an established, international supply chain and a solid rep-

utation for service so we are very happy to come on board with this agreement. With Fendercare Marine's support, HALO will be able to offer our barrier systems to many more marinas, ports, harbours, offshore installations and other high priority assets, which until now have been beyond the reach of our US headquarters."

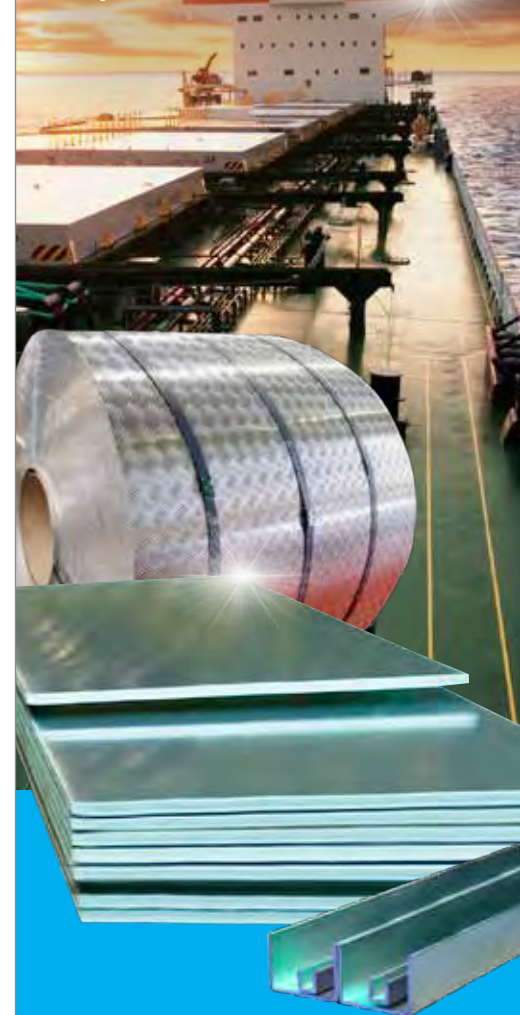
Brett Ward, senior business development manager at Fendercare Marine, said: "We are very pleased that we've reached an internation-

al distribution and supplier agreement with HALO. These systems are – bar none – the best waterside security and safety solutions available anywhere in the world and we are proud to be HALO's distributor and supplier of choice.

"Not only will this increase the availability of HALO's systems, but it will mean that our own expert teams will be able to support installation and maintenance projects with HALO, offering a fully integrated service solution."

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SHIP BOARD conditions are harsh - perhaps even more demanding than say underground mining, with the added element of corrosive atmospheres, pitching & rolling and wave action - placing heavy demands that test the endurance of even the most mechanically proven equipment.

Working vessels such as deep water trawlers operate in all weathers and maintaining their engines, systems and equipment is vital to ensure high levels of productivity and safety while minimizing the risk to the vessel and human lives due to unforeseen breakdowns miles out to sea.

Local manufacturer of chemical solutions specifically formulated for marine use is Parow Industria based Orlichem, that have been supplying cleaning and treatment products for shipboard use since 2008.



Orlichem's laboratory where special formulations are developed.

Most of Orlichem's 400+ product range are biodegradable, environmentally friendly and fully soluble in fresh or sea water - an important consideration for marine customers who need to comply with international standards of responsible disposal.

Orlichem formulations have become the standard in many industries as they are highly effective, carry International accreditation and

its operations are ISO quality certified.

Up to 80% of the ships chandlers and agents in the greater Cape Town area rely on its cleaning and chemical treatments for shipboard use. "More than 60 vessels that ply their trade in African waters use Orlichem products on board. Typical products include rust removers, heavy duty degreasers, air system cleaning products, biological active cleaners

and treatments for bilge cleaning. Others applications are specified for boiler treatment, as coating & residue removers, cooling water treatment, corrosion control, electrical cleaners, evaporator and fuel treatments as well as oil spill dispersants and ballast and potable water treatments" says Orlichem MD Ryszard Orlik.

"We've received excellent reports on our diesel fuel treatment for older engines which can increase combustion efficiency by up to 20%, providing more power while lowering fuel consumption, maintenance and operating costs" he explained.

Orlichem's products are in use across all aspects of the marine environment including fishing, off-shore mining, coastal and deep sea freighters and the oil and gas industry with oil rigs and drilling vessels.

'Blue is the New Green'

Launch event attracts international experts to debate ways to harness Africa's oceans

THE African continent needs to work together on a country and regional level to put in place and, more crucially, implement a sustainable maritime governance system that will benefit the whole continent, concluded delegates at the first Africa Blue Economy Forum (ABEF) (www.ABEF2018.com).

ABEF 2018 took place in London on 8 June, to coincide with World Oceans Day. The Forum attracted international experts and African government ministers to debate the economic contribution of oceans in the context of the African Union's Agenda 2063 and the UN Sustainable Development Goals (SDGs). Paul Holthus, CEO of the World Ocean

Council and keynote speaker at ABEF 2018, remarked: "Africa presents major blue economy investment opportunities and also sustainable development challenges. We are working to bring together ocean business community leadership and collaboration in Africa to address both these opportunities and challenges."

Speaking on the panel discussing 'The blue economy and ocean financing', Gregor Paterson-Jones, an independent expert on renewable energy investment, said: "The blue economy is not a uniform theme. The green economy is more easily defined, because it relates to 'clean' energies. The blue economy has multiple sectors with different types of invest-

ment opportunities. I always say blue is the new green."

A strong focus on action was prevalent throughout discussions at ABEF. David Luke, Co-ordinator, African Trade Policy Centre, United Nations Economic Commission for Africa, remarked: "Because the blue economy is such a broad concept, we need to bring coherence to it. As far as Africa is concerned, we need to be part of the change we see happening on the continent for the blue economy to have traction."

Stanislas Baba, Minister-Counsellor to the President of the Togolese Republic, said: "Trade is an unexploited resource in Africa, but the blue economy has to be handled carefully. \$350 million is lost each year in Africa due to illegal fishing. We can combat poverty by using our seas."

Achieving a regional approach will not be easy, noted Yonov Frederick Agah, Deputy Director General, World Trade Organisation. "One of the problems we have in Africa is that we don't like ideas," he remarked. "Blueprint programmes are lying on the shelf. Integration means letting go of certain things."

Speakers and delegates at ABEF 2018 agreed on the need for innovative financing to start developing the Africa blue economy on a wider scale, not only from governments, but also the private sector. Relevant data and more research is required to shape policies, especially with regard to climate change. Focusing on educating Africa's youth is also key to shaping the blue economy, which has the capacity to provide desperately needed jobs for the younger generation across the continent.

Details of ABEF 2019 will be available on the website: <https://www.ABEF2018.com>




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Grindrod on NASDAQ

GRINDROD Shipping Holdings Ltd., a global provider of maritime transportation services in the drybulk and liquid-bulk sectors, has begun trading on NASDAQ under the ticker symbol "GRIN".

Grindrod Shipping holds the shipping business spun out of Grindrod Limited, a company listed on the Johannesburg Stock Exchange (ticker JSE: GND). Following the listing, Grindrod Shipping will be an independent, publicly traded company with separate public ownership.

"New York has been the destination of choice..."

Martyn Wade, Chief Executive Officer of Grindrod Shipping, commented "Grindrod has been involved in various segments of the shipping and transport industry for more than 100 years. As a separate and independent entity, Grindrod Shipping will be able to pursue a growth strategy focusing only on the shipping business to maintain and enhance our position as a successful owner and operator of drybulk carrier and tanker vessels. New York has been the destination of choice for the majority of global shipping companies and we are pleased to join the NASDAQ platform as we position the company for the next phase of its development."

Grindrod Shipping owns and operates a diversified fleet of owned, long-term chartered-in and joint-venture owned drybulk and liquid-bulk vessels across the world. The drybulk business, which operates under the brand "Island View Shipping" (IVS) includes a fleet of 20 handysize drybulk carriers and 12 supramax drybulk carriers. The liquid-bulk business, which operates under the brand "Unicorn Shipping" includes a fleet of 11 Medium Range (MR) product tankers and four small tankers. Grindrod Shipping is based in Singapore, with offices in London, Durban, Cape Town, Tokyo and Rotterdam. Grindrod Shipping will have a primary listing on Nasdaq under the ticker "GRIN" and a secondary listing on the JSE under the ticker "GSH" effective as of June 19, 2018.

Girls get a glimpse of maritime and engineering careers

TRANSNET National Ports Authority (TNPA) observed "Take a Girl Child to Work Day" by allowing more than 200 female learners to gain insight into the operations of the national port system and the wide range of career opportunities offered.

To participate in

TNPA's programme for the day girls must be in grades 9 to 12 and studying English, Pure Mathematics and Physical Science at high school level, as these are required for many of the mission critical roles in the maritime industry.

TNPA's General Manager: Corporate Affairs and Exter-

nal Relations, Moshe Motlohi, said: "The years 2010-2020 were declared by the African Union as the African Women's Decade along with the theme *Grassroots approach to gender equality and women's empowerment*. As TNPA, we are fully committed to support this vision and are on

a mission to encourage young girls to fully participate in our industry."

"We need highly skilled, innovative and dynamic people to take our business forward. Exposing learners to careers available in the port system is a way in which we hope to inspire young people to acquire the qualifica-

tions to enter our business," he added.

In keeping with TNPA's commitment to supporting communities in the areas in which it operates, the girls included a combination of employees' children and previously disadvantaged learners from TNPA's adopted schools across the country.

After an overview of the port system, the learners spent the day "shadowing" senior staff as they went about their day and were exposed to various aspects of port operations. Locations included TNPA's head office and nine port operations around the country.

Integrated maritime solutions will save authorities billions

By Hein van den Ende, Marketing Executive: Maritime for Sub-Saharan Africa at Saab

WITH sea trade being one Africa's largest sources of income, a wave of new port infrastructure and upgrades along African coasts are set to make ports even more attractive to an influx of trade. However, this also results in the unwelcomed external threats of piracy, and the internal threats of staff fraud and mismanagement.

On the West Coast, there are substantial ports projects in progress in Nigeria, Ghana and Namibia, as well as in Kenya, Tanzania on the East Coast, and Algeria, Morocco and Egypt on the North Coast. Collectively, these amount to roughly \$30 billion in expen-

diture over the next two to three years. This is massive and very necessary, as 90% of international trade in Africa is by sea, including intra-Africa trade, which is cheaper and faster by sea than land or air.

States seeking to grow their economies through foreign trade need to be able to accommodate much larger vessels, as they carry cargo for themselves as well as their landlocked neighbours.

However, they also need to employ the most advanced tracking and monitoring capabilities to keep track of the millions of tons of cargo coming through the various African harbours each year.

Worryingly, some African countries still depend on paper-based logging systems to record the goods moving through their facili-

ties. We've estimated that this is costing as much as \$2.5 billion a year in inefficiency, fraud, theft and other threats from within and en-route to their various destinations.

Vulnerabilities exist on three levels: at the port, on the coast and in the communication channels that are left vulnerable to unwanted surveillance.

These are the key areas where ports authorities can make the biggest improvements and deliver an attractive service to shipping companies seeking to dock on African harbours.

Port Security

It is vital that ports remain updated with the latest technology for managing vessel visits, cargo and service, with systems that automatically and accu-

rately invoice customers digitally. These systems provide instant access to real-time status of vessels, resources, infrastructure and business to improve situational awareness, as well as access to historic performance for better planning.

Coastal Protection

Ports are left vulnerable without an active round-the-clock coast guard operation, something countries such as Kenya, South Africa and Nigeria provide as a vital service to protect their waters at no cost to customers. To support coast guard units, authorities need to be provided with systems that provide readily-available, reliable information for enhanced maritime awareness, aided by comprehensive surveillance capabilities,

nautical charts and dynamic displays. These build a complete picture of activity within key areas to aid in the detection of suspicious behaviour and route deviation.

Communication

Should a pirate ship target a ship on its way into port or after it has set sail, the shipping company, ports authority, coast guard and possibly the various navies should all be able to communicate effectively on a single, secure network with very minimal delay and launch operations quickly. Without a robust, proven safety critical communication system, neither ports nor coastal authorities would be able to co-ordinate their activities. A scalable, integrated tactical communication platform

can mean the difference between resolving emergency issues quickly, and suffering regular losses.

Even in the most advanced port environments around the world, these three key areas are often managed separately, making it more challenging and expensive for multi-agency operations to be launched effectively. Saab's TactiCall Integrated Communication, PORTCONTROL Port Management and COASTCONTROL systems, working together, offer cost-effective, seamless maritime management infrastructure that provides secure access to detailed maritime information to ensure complete, real-time protection of valuable cargo entering and leaving Africa's busy shores.

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Navigating P&I cover in a sea of complexity

By Grant Fugard,
Marsh, Business Unit
Leader Marine

PROTECTION and Indemnity cover is an intricate field of insurance within the marine insurance sector, a specialist field in itself, and it's crucial that client and broker understand exactly the needs and risks of the insured when structuring a policy.

Protection and Indemnity cover, or P&I cover, dates back centuries to the marine trade in which vessel owners began pooling funds into "clubs", a kitty of sorts, to share losses on a mutual basis. Essentially, it lies at the heart of any insurance policy: contributions by many pays for the losses of a few. However, P&I takes on the risks that more traditional marine insurance policies tend to avoid. These P&I clubs continue to form part of an association, The International Group of P&I Clubs, which remains one of the largest reinsurance

programme placements in the world.

A typical P&I limit of liability would be US\$500,000,000 although higher limits can be purchased.

The clubs charge only the essential premium in order to break even and build reasonable reserves for future losses. Each member pays a "call" to the club which resides in the pool. In the event of a poor claims year, where losses exceed the initial 'calls' (or premium), the onus lies with club members to meet this loss with a further call fee (i.e. an additional call).

P&I is foremost designed to protect a vessel owner against any liability that may arise during use of the insured vessel, much in the same way a third party and passenger liability policy would cover the owner of an insured motor vehicle, but with a myriad of other additions and considerations relevant only to marine insurance.

We find that the majority of claims stem from collisions between

vessels – invariably due to negligence on the part of one or both parties; death or injury to crew or passengers and third parties; damage to third-party property, including damage to cargo; pollution risks; and wreck removal. Claims can vary from the cost of diversion of a vessel to offload a sick crew member, to the medical costs incurred by this crew member, to the possible repatriation of the body of a deceased crew member. Other types of claims, such as pollution spills, will cover the clean-up costs of third-party property which may have been damaged, to fines incurred as a result of an accidental oil spill.

And while some risks are covered in a standard marine insurance policy, such as a hull or cargo policy, the majority of these liability risks relating to the ownership or operation of a vessel are only covered under a suitable P&I insurance policy. It's important to note that this applies mainly to commercial vessel own-

ers as liability risks for pleasure craft, yachts and other small marine craft are generally covered under a single comprehensive policy that covers both physical damages and liability risks. However, it goes without saying that vessel owners, commercial and other, should contact a broker to confirm which insurance policy best suits their needs.

This is a specialist field of marine insurance and an experienced broker who knows the risks and requirements of P&I is essential in helping vessel owners navigate their often complicated insurance policies. For instance, P&I cover for a fishing vessel operating on the South African coastline will differ considerably from the cover required for a container vessel carrying thousands of containers around the world.

While the wording in many of these P&I policy documents may seem similar, it's in communicating the intricacies of the policy to the client and the risk to the un-

derwriter, respectively, where a broker's experience can prove to be pivotal. These experts are familiar with the potential risks to each type of client and how to communicate the details to an underwriter in such a way as to secure the most favourable terms for the client. While most vessel owners require basic P&I cover, the meticulous broker will recognise where the policy needs a tweak or an extra add-on. This, for instance, can include freight, demurrage and defence (FDD) cover, which protects a client against disputes from charter parties; bills of lading; and contract of affreightment. Other important considerations also include special cover for salvors, charterers and specialist operations. Any marine broker worth his salt knows how to steer the ship through these waters.

There is often a slew of legalities in dealing with liabilities, which, again, is where the professional assistance of specialist surveyors and



attorneys, working together with a broker, will help in managing the situation and mitigating the outfall. A major benefit for a vessel owner entered into a mutual P&I club, or an established fixed premium P&I insurer, is a vast network of correspondents – usually surveyors, assessors and attorneys – spread across the globe.

Marsh is currently dealing with such a sensitive case in which the work of all parties involved, including the client, broker and attorneys, are crucial in seeing to the correct and fair outcome of the claim, which will very likely proceed to court. These risks need special cover tended to by spe-

cialists.

Should an incident occur, the client can immediately contact their broker who then notifies the P&I insurer and arranges the appointment of a local correspondent, i.e. an attorney or surveyor. It is vital, especially in the initial stages, that the claim is handled professionally and the client is well advised on their interactions with the third party claiming against them, as it could be a sensitive legal matter. P&I cover thus serves as much more than a financial backup for potential losses, it aims to mitigate these losses from the outset, and keep them to a minimum. A specialist broker is central to this process.



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Vote for SA Cruise Ports in World Travel Awards 2018

THREE South African ports, operated by Transnet National Ports Authority (TNPA), have been nominated for the Africa & Indian Ocean segment of the 25th annual World Travel Awards in the category of "Africa's Leading Cruise Port 2018". Members of the public have until 19 August 2018 to vote for their favourite to be in line to take the prestigious title home, with the Ports of Durban, Cape Town and Port Elizabeth up against Kenya's Port of Mombasa and Tanzania's Ports of Dar Es Salaam and Zanzibar.

The gala awards ceremony will take place at Durban's Inkosi Albert Luthuli International Convention Centre on Saturday, 6 October 2018.

Founded in 1993, the World Travel Awards seek to acknowledge, reward and celebrate excellence across all sectors of the global travel and tourism industry. Global travel and tourism industry leaders will be recognised at the various

World Travel Awards gala ceremonies across the world, with Durban hosting the Africa and Indian Ocean nominees, delegates and media for the third time. TNPA Chief Executive, Shulami Qalinge said: "To have been nominated for the annual World Travel Awards is a huge honour for TNPA. It means that the work we have put into positioning Durban and Cape Town as stimulus cruise home ports is being recognised, while the Port of Port Elizabeth is also taking its rightful place on the map for luxury world cruise tourism." South Africa's growth as a cruise destination sees its ports increasingly feature on the itineraries of luxury cruise line operators. Annual escalations in the number of visitors and liners have afforded TNPA, and the country at large, positive socio-economic spin-offs such as tourism development, job creation, skills development and supplier development. "We are delighted to

have welcomed more than 20 luxury cruise ships operated by 17 international cruise lines to South Africa's six cruise ports during the 2017/18 cruise season. Through port concessions TNPA is also making it possible for private operators to use their expertise to ensure that South Africa earns its slice of the global luxury cruise sector, which is one of the fastest growing segments in the tourism industry," said Qalinge.

TNPA recently finalised its Terminal Operator Agreement with Kwa Zulu Cruise Terminal Pty Ltd (KCT) – a Joint Venture between MSC Cruises SA (a subsidiary of MSC Mediterranean Shipping Company SA) and Africa Armada Consortium (a black empowerment partner) for the Design, Financing, Construction, Operation, Maintenance and Transfer of the new Cruise Terminal Facility for a 25 Year Concession Period in the Port of Durban.

In the calendar year

2017, 185 390 passengers were processed through the Port of Durban during 56 vessel calls. This represents a 173% increase in passenger numbers at the port over the last 10 years, from only 67 892 passengers and 39 vessel calls in 2007. The port enjoyed its busiest cruise season in 2014 when it processed 221 162 passengers and 75 vessel calls. Durban is one of the busiest ports in Africa and is the leading port in the SADC region serving as the premier trade gateway between South-South trade, Far East trade, Europe & USA, East & West Africa regional trade. Durban is used as a home port by MSC Cruises, which will introduce its MSC MUSICA vessel on the route in the 2018/19 season, following remarkable success with MSC SINFONIA sailing regionally over the last few years.

Further growth prospects are anticipated at the Port of Cape Town as the V&A Waterfront (Pty) Ltd was granted a



The Queen Mary 2 in Port Elizabeth harbour.

concession from TNPA in 2015 for operation, maintenance and transfer of ownership of the Cape Town passenger terminal back to TNPA after a period of 20 years. The operator has a three-phase growth plan in place for the facility.

The Port of Port Elizabeth in the Nelson Mandela Bay Metropolitan Municipality provides a big boost for the local economy during the cruise season, allowing tourists

on stopovers to access tourism, leisure and wildlife experiences in and around the Metro. One of the highlights of this cruise season was the visit of the Queen Mary 2 on 29 January 2018. She is the biggest passenger vessel to have visited the port with an overall length of 345 and gross tonnage of 149 215.

To cast your vote for the Port of Durban, Port of Cape Town or Port Elizabeth, register an account on [https://](https://www.worldtravelawards.com/vote)

www.worldtravelawards.com/vote. A verification email will be sent to your email account and you will need to click the verification link before you can login to cast your vote. Check your junk mail folder if you do not receive the verification email in your inbox.

Select 'Africa' as the region and the category of 'Africa's Leading Cruise Port' to vote.

Voting is open until 19 August 2018 at midnight.

Bold interventions for seafarers' wellbeing

THE International Day of the Seafarer (DOTS) was commemorated in three multi-city events held in Durban, Port Elizabeth and Cape Town, recently.

June 25 marked the acknowledgement and remembrance of the sacrifice seafarers have made over the centuries, in ensuring that the world functions swiftly through their efforts.

The Department of Transport (DOT), in partnership with the South African Maritime Safety Authority (SAMSA) hosted the commemorative DOTS events in the form of roundtable discussions involving seafarers and maritime industry leaders.

DOTS is an International Maritime Organization (IMO) calendar event that is being marked globally by all maritime nations.

Critical issues facing the seafarers' day to day implementation of their duties, were raised during robust question and answer sessions.

DOT and SAMSA, as custodians of the South Africa seafarers' registry, reiterated that seafarers' matters was every ones' business.

To this end the DOTS theme for this year, "Seafarer's Wellbeing" entrenched

government's commitment in protecting the men and women who risk their lives in order to ensure goods travel freely, and daily living needs transported.

Sobantu Tilayi, acting Chief Operating

Officer for SAMSA reiterated the authority's openness to seafarers and informed those gathered that the overall wellbeing of seafarers was their priority.

Seafarers had to prepare themselves

for the challenges associated with working in a diverse and multi-cultural environment, he said.

Some seafarers gathered in Durban asserted that one of the challenges they faced at sea

was being perceived as ill-disciplined when they raised labour-related issues with their superiors on-board.

Sobantu Tilayi, acting Chief Operating Officer for SAMSA said: "It is important

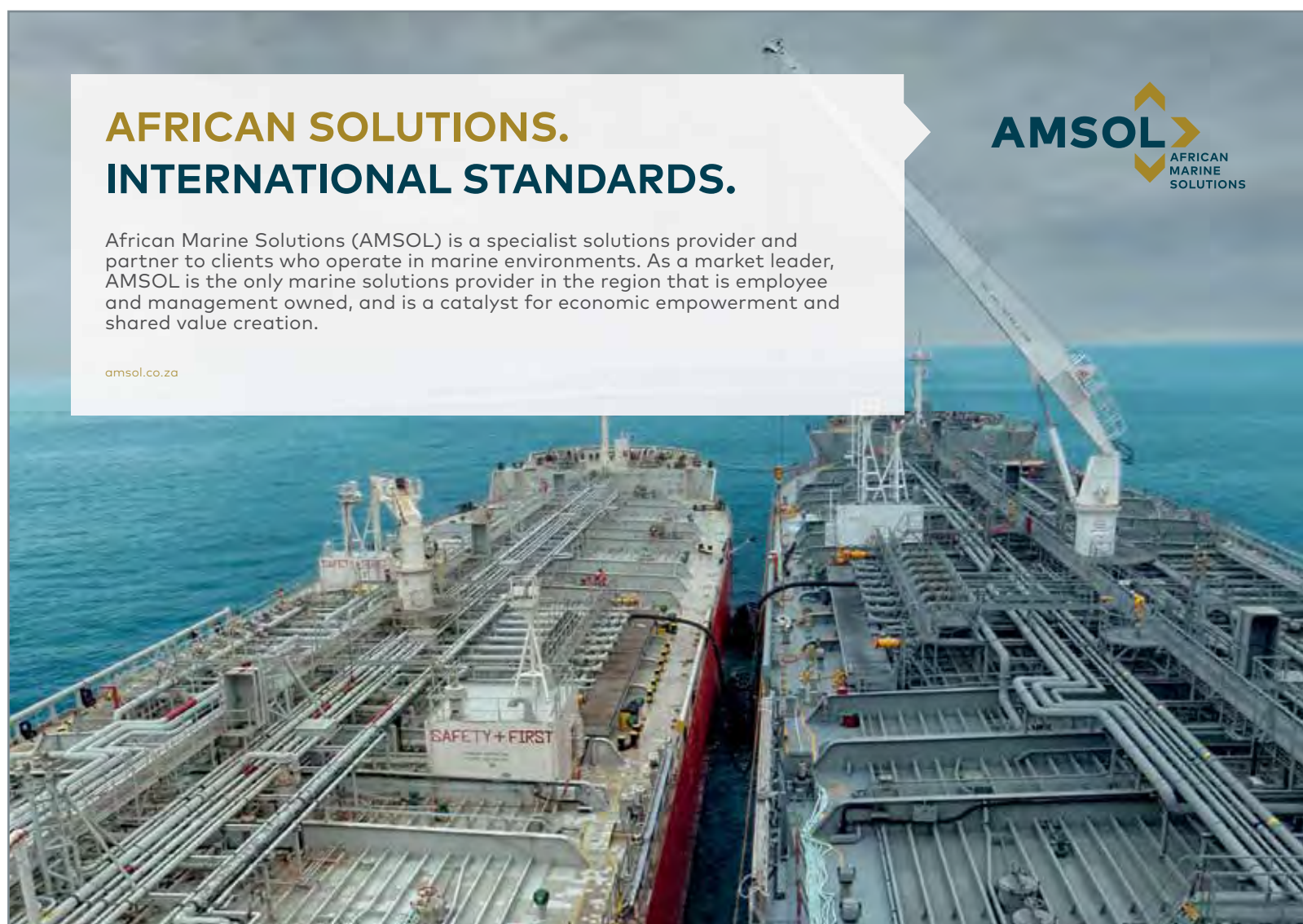
for our seafarers to understand that it is the Merchant Shipping Act, rather than the Basic Conditions of Employment Act, which governs the labour rights of seafarers."

He encouraged seafarers to view the maritime industry in its global context, and consider the norms and standards established in the companies in which they worked.

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Engineering optimal energy solutions

ZEST WEG Group combines its local manufacturing capability with WEG's range of world class products to engineer energy solutions for customers around Africa, according to the group's integrated solutions executive, Alastair Gerrard. Gerrard also emphasises Zest WEG Group's extensive network of agents and distributors across the continent, who provide vital insights into local conditions, needs and constraints.

"Our solutions are not off-the-shelf, and are tailor made for individual application requirements," he says. "Our team spends time gaining an in-depth understanding of what the customer really needs, and what the operational constraints are. In this process, we collaborate with reliable, in-country partners who have local knowledge and experience. This local presence also facilitates quick response times and 24/7 after-sales support."

Gerrard also emphasises the use of parent company, WEG's range of motors, variable speed drives and soft starters, as well as its low voltage and medium voltage switchgear. These products are an integral part of the fit-for-purpose solutions, as is Zest WEG Group's South African manufacturing capability in terms of generator sets, transformers, substations and other mobile energy solutions.

"Operating a local gen set manufacturing facility staffed by experienced engineers allows us the flexibility to package this offering with an engine and alternator combination to suit the customer preference," he says. Zest WEG Group also offers



Zest WEG Group was extensively involved in this biogas to energy power plant at a wastewater treatment facility.

a standard off-the-shelf range of gen sets.

Forming part of Zest WEG Group's manufacturing operations in South Africa is WEG Transformers Africa which has two facilities capable of producing transformers up to 45 MVA/132 kV and a range of mini substations up to 33 kV. Also, part of the group is Shaw Controls which is a leading local manufacturer of custom electrical panels, motor control centres (MCCs), containerised electrical solutions and E-houses.

He says that E-houses have become popular in Africa as these are pre-assembled and tested in a factory prior to being transported to site by truck.

The focus is on providing integrated solutions in four main areas, says Gerrard, being power generation, electrical infrastructure, mobile energy solutions and group product packages. Power generation options include diesel, gas, steam, hydro and renewable energy generation solutions,

while the electrical infrastructure offering ranges from supply and refurbishment of outdoor and indoor substations to the provision of overhead lines.

Mobile energy solutions, which are engineered to meet specific customer and site needs, are popular in the mining industry but are relevant to any application where operations need flexibility when deploying their electrical systems such as gen sets, substations, skid type solutions or circuit breakers.



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Concor to construct new wind farms

CONCOR Infrastructure has been appointed, in a consortium with Conco, by global wind and solar company Mainstream Renewable Power as the construction contractor for two large scale wind farms.

The wind farms, located in the Northern and Western Cape, represent an investment of approximately R6.6. billion and construction will commence in June 2018.

Eric Wisse, managing director of Concor Infrastructure, says the company is well positioned to undertake these two major projects with its depth of experience and expertise. He points to the successful completion of the Loeriesfontein and Khobab Wind Farms in 2017 and prior to that the Jeffreys Bay and Noupport Wind Farms.

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"Concor Infrastructure has an established reference base that speaks to our capability and responsiveness, which enables us to deliver complex projects on schedule, within budget, and most importantly safely," he says.

The 140 MW Kangas wind farm is situated 52 km east of Springbok in the Northern Cape while the 110 MW Perdekraal East wind farm is about 80 km northeast of Ceres in the Western Cape. The wind farms are expected to begin commercial operation in 2020.

Solar energy or solar panels?



WITH the solar industry taking South Africa by storm, the urge to be a part of the change and switch to a more sustainable source of energy grows bigger every day. The number one advantage of solar energy is cheaper energy bills coupled with creating a sustainable environment for generations to come.

Assuming everyone is modestly rationale and wants cheaper energy, the biggest question is do I own a solar system, or do I let someone else own it for me?

1. Large upfront capital investment

The large upfront investment required when purchasing a solar system makes the initial cost of owning your own system extremely high. An upfront cost can however be avoided, instead of paying for a solar system you just pay for solar energy used with no upfront payment or cost for the system. The energy you pay for is at a cheaper rate than what you are currently being charged, so you start saving money on your bills from day one.

2. Maintenance & insurance costs

The ongoing maintenance required in order for a solar system to operate at optimum capacity is always underestimated. The cost of maintaining a system on your own can become a costly, admin intensive job. As the system warranties begin to void over time so the maintenance costs increase. With a solar services model, the service provider is responsible for the maintenance costs as well as the insurance. These costs are factored into the unit cost for use of the solar system.

Once solar panels have been installed on your roof, they begin to gather dirt, dust and even bird faeces which hinders the panel's performance necessitating periodic cleaning in order to maintain its efficiency. In most cases the solar service provider monitors the system's performance using an online monitoring tool that allows live tracking of the solar system's performance at any given time in order to ensure its constantly operating at optimum efficiency. Insuring your solar system also becomes an added cost, should your solar panels or inverters get damaged due to a fire, hail, lightening or any other unforeseen event, the expense to replace these can become costly. With a solar services model, these issues are of no concern as all systems are insured at the

service providers cost.

3. Oversized systems

When purchasing a solar system, it can happen that installers over specify the size of the system required for your property, the more panels applied to your roof the greater the profit for the installer. An over-

sized system means that you aren't able to use all the energy that has been generated by the solar system. This won't be the case if you able to pay for using the system based on the amount of energy actually used. That means, whether the system is too big or too small for your property, it's no longer an issue for

you to worry about.

So in summary, finding the right solar financing partner and converting to a solar services model removes the large capital outlay costs and provides the hassle-free operational and maintenance services while receiving cheaper energy.

SolarAfrica offers customer friendly solar

service contracts that take over the capital investment and ongoing costs of running a solar system. It has been offering cheaper and cleaner energy solutions to residential, commercial and industrial energy users for almost eight years; it's an easy way to go green and start saving from day one.

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tion. Our engineers meet you to assess your site's power needs. We then make a plan that covers the equipment, engineering, logistics and people needed to put things right after a crisis.

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- Reduce risks, minimise disruptions and keep things safe.
- Hands-on, rapid assistance from our local technicians.

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Multi-function weighing transmitter technology

INSTROTECH is offering the multi-function weighing transmitter, the model 6004MF version II. It's a powerful, compact, field-mounted unit that can be selected for a variety of weighing functions. Specifically designed for servicing organizations, weighing equipment manufacturing companies and individual users, the 6004MF is a single electronic unit that can be used for almost any application in the weighing industry. The 6004MF finds application in the



main display and auxiliary information LCD display, with user-programmable function keys, digital inputs and relay outputs.

The 6004MF uses the popular and powerful ARM (Advanced RISC Machine) micro-processor with integral clock and USB I/O port. Programming, set-up and calibration is via the keypad and backlit LCD. It features precalibration of sensitivity and range, zero trim and dead-weight span trim. Also, a 15-point lineariser, min-max hold, auto-zero maintenance and preset tare.

The 6004MF features PI control with auto-manual setpoints, bumpless transfer and anti-reset wind-up. There is a SD Card Bootloader for remote internet firmware updates and program specials. The 6004MF allows for various inputs, including loadcell, incremental encoder and six digital. It also features a stan-

dard isolated analog output of 1-5/0-10Volts or 0/4-20mA.

Options for the 6004MF include:

- Programmable 2,4 or 6 plug & play, electromechanical or photomos output relays
- Serial ASCII outputs on RS232 or RS485, plug & play option cards
- SD memory card for data logging

Version II of the 6004MF has an improved and simplified user menu interface and operation service manual, as well as much improved EMI immunity. Design technicians have also improved on the standard SD card functionality for fast on-site internet software upgrades with remote registration. While busy, they also vastly improved the on-board PI control and the on-board system diagnostic information and simulation.





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Goscor PE moves

AS a result of increased business activity at its Port Elizabeth branch, Goscor Lift Truck Company (GLTC) has outgrown its previous premises, prompting the recent move to a larger facility. The new branch is now located at Cnr Swartkops & Broad Street in North End.

Branch manager Mike Burley says the new facility doubles the size of the previous premises, which translates into better stockholding for all equipment ranges in the GLTC stable. "This also means better response times for all aspects of the business, translating into increased uptime for our customers," says Burley.

"Some eight months ago we identified there was need for us to move into a larger premises. However, finding a facility that met our expectations took longer than anticipated, especially in a market where



The new branch is located at corner Swartkops and Broad Street in North End.

buildings with the sort of infrastructure we wanted are not readily available," adds Burley.

The new facility will provide a comprehensive range of services, all the way from sales, rentals (both short and long term), to parts and services, for all the various products under the Goscor Cleaning and GLTC umbrella.

Goscor Cleaning offers products such as Tennant, Ghibli, Kai-vac, Delfin and Maer. Meanwhile, GLTC is the sole distributor of leading forklift brands, including Crown, Doosan, Bendi, Hubtex and BHS Battery Handling Solutions, allowing the company to offer a full basket of materials handling and ware-

housing solutions to its customers.

The new facility conforms to ISO 9001:2015 standards. GLTC recently achieved an upgrade from ISO 9001:2008 to ISO 9001:2015 and OHSAS accreditation, making it the only forklift company in South Africa to have achieved both the standards.




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- Doosan hydrostatic steer axle provides smooth steering control and durability
- Rigid steel engine hood with wide open angle provides greater accessibility to main compartment
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FMX is standing tall in the Materials Handling Field

ALTHOUGH RTS (Real Telematics) has a bouquet of other Telematics offerings not related to Fleet Management, they find their FMX Forklift Management System is increasingly in demand. They have grown from just one OES customer in 2010 to seven regular OES customers today, with another three as ad hoc customers. RTS also has agents in various territories around the world, 20 to 30 smaller local dealers and many direct customers in their fold, representing thousands of forklifts across the country and internationally, all fitted with FMX.

The Materials Handling Industry can be a very aggressive market and the successful OES/Dealers are those that can shift focus into new channels before the rest, and then follow through with superior service. For that reason, RTS has had to ensure that FMX is adaptable in different industries. This is done through constant development and engaging with customers on their needs. Today it is the primary Forklift Management System suppliers in the industry, a position RTS holds thanks to trust in their product and ongoing support of the

Materials Handling industry.

Normally RTS focuses very heavily within Warehousing, Logistics, Production and Retail, but it is now experiencing new avenues into the agricultural market.

Farmers are astute businessmen, either managing their own farms or through co-operatives and these businesses are going hi tech in every aspect. Every aspect of the harvest and its distribution is planned down to the finest detail, including how forklifts and tractors are used to optimize operations. RTS has found that farmers understand implicitly the benefits that fuel and battery cut outs, transmission and engine protection can give them and they are often a few steps ahead with their questions.

This advanced technical attitude has migrated from the farms into their distribution channels both locally and internationally, through companies such as RSA, DW Fresh, Fox and Brink and others situated at the Fresh Produce Markets throughout South Africa. These customers are amongst the first to fit FMX to their fleets and optimize their savings.

Farewell Knut

THE Konecranes-Demag team turned out in full force to say goodbye to Knut Stevens, Managing Director Southern African Countries and Vice President Head of Region Africa, who returns to the Konecranes Head Quarters in Finland after 6 years in South Africa.



From top

Knut Stevens, Hayley Green Adams, Garthney Links, Jacques Shields, Brandon Shaw, Estelle Steyn, Leon Pretorius, Markus Labuschagne (Branch Manager Cape Town).

From left

Roelof Pieterse, Deon Alberts, Ken Rainbird, Shaun Cassisa, John MacDonald (Service, Sales and Marketing Manager Konecranes Southern Africa)

Tower cranes to WBHO



A Potain MTD218.

AN IN-DEPTH understanding of lifting solutions and in particular tower cranes has seen Crane & Hoist Equipment SA secure an order from WBHO for three used Potain tower cranes.

Louw Smit, sales director of Crane & Hoist Equipment SA, says that when a company is adding to its tower crane fleet it is critical that the configuration of the units already in the fleet are considered. "By doing this, it is possible to allow optimum usage of the new cranes as well as the existing equipment by ensuring that the majority of sections and chassis are interchangeable."

Smit says it is also always advisable when making the decision to purchase second-hand tower cranes, that the supplier selected has a sound understand-

ing of the market, the application of this equipment and most importantly has access to quality used equipment.

"We sourced two of the tower cranes via our network in Europe and the third one locally. The tower cranes will be thoroughly inspected to ensure the lifting performance of the equipment prior to handing over to the customer," Smit says.

The tower cranes which will bolster the WBHO fleet are a Potain MD238A, a Potain MD 208A and a Potain MTD218.

The Potain MD238A offers a 10 t maximum lifting capacity with a 60 metre jib and will allow good reach onto a project site. This particular tower crane also offers the flexibility of erection using fixing angles making it suitable for confined spaces. Where this is not required, this crane offers the options of being installed on a chassis. Adding to the flexibility of this crane, it is possible to anchor and jack the crane which will provide additional height.

The Potain MD208A has a 62,5 metre jib length with a 10 t maximum capacity. It offers the same flexibility in terms of either fixing angles or chassis mount. Additional height is again possible through jacking.

The Potain MDT 218 has a 65 metre jib length with a 10 t maximum capacity and is installed using fixing angles making it suitable for erection in tight areas.

Crane & Hoist Equipment SA was established late last year to offer a range of tower crane sourcing, refurbishment, sales and site management services. The company has strong supply networks locally and abroad to source used cranes, and also has close links with original equipment suppliers allowing it to provide an above average service to the market.

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Gumboots 101

WITH WAYNE being the largest manufacturer of gumboots in Africa, we tackle 5 common questions around gumboots and selecting the perfect pair for the job.



1. In which industries are gumboots used?

There are different gumboots based on the industry and application in which they will be used. Wayne gumboots are divided into 4 key ranges:

- Mining and construction: Heavy-duty gumboots incorporating a steel toe cap to comply with safety regulations.
- Food processing & hygiene: lighter weight gumboots suited to these applications due to their slip and stain resistance.

- Agriculture (incl. fisheries): Engineered to tolerate the specific tough, wet and sometimes dangerous conditions.
- General-purpose use: Every day protection for domestic and light industry applications.

2. PU vs PVC gumboots?

PVC gumboots are versatile, durable and provide better resistance than PU to harsher acids, oils and chemicals. However, Wayne's range of premium Polyurethane (PU) gum-

boots are growing in popularity due to several benefits over PVC which include:

- Up to 3 times longer lasting
- Lightweight
- Stain resistant
- Breathability and hygiene
- Flexibility and comfort.

3. How long should PVC gumboots last?

This varies depending on the application. Deep level mining, where boots are subjected to harsh con-

ditions for extended periods, require a shift life of 90 shifts (about 3 months). Wayne gumboots generally exceed this time comfortably, especially with proper care.

4. Selecting the right specs for the job?

Specifications are theoretical by nature in that they relate to controlled laboratory conditions and should only be used as a guideline. Trials should be conducted in the specific areas under working conditions to ensure that the correct gumboots are aligned to the application. Steel

toe caps and penetration resistant midsoles are exceptions as these are tested against set criteria.

5. The correct care for gumboots?

Regular and correct care of gumboots will extend their lifespan and improve hygiene and comfort. Clean regularly, based on their usage.

- Clean the exterior with mild soap and water using a scrubbing brush to remove soil build-up in the sole. Never use chemicals or solvents as these

will make the boot brittle, causing it to crack.

- Wash the interior with mild detergent and rinse thoroughly.
- Place the boots outside to dry, preferably in sunlight. Never use a dryer or similar.
- Absorbent cotton socks should be worn with gumboots.

Fast fact: Wayne gumboots come with a knitted nylon sock liner instead of a brushed nylon to prevent moisture absorption, making them easy to clean.

Duraflow Powered Air Respirator has real-time airflow control



RESPIRATORY expert Scott Safety (now proudly part of 3M) introduces Duraflow, a lightweight and ergonomically designed Powered Air Respirator with sophisticated real-time air flow control technology. The new solution gives complete wearer assurance of respiratory protection to focus on the job rather than the protective equipment itself, in a multitude of hazardous situations and industries.

Mark Andrews, Global Product Line Manager Powered Air, Halfmask & Airline at Scott Safety said: "Our design intent for Duraflow was to bring to the market a reliable, durable powered air product at an affordable price for those currently using respirators with filters fitted directly to the mask (negative pressure mode)."

Duraflow's automatic monitoring features ensure the airflow rate is maintained at precisely the correct level to afford protection for the user. Visual and audible diagnostics alert

the user of any drop in airflow below the required level or when the battery needs recharging. 2 high energy density battery options are available –standard and extended duration which can be selected depending on shift coverage required- less downtime more working time.

Duraflow will help employers meet the needs of workers across all demographics- with its low respiratory burden. As highlighted in Scott Safety's latest whitepaper, changes in lung function in older employees working in manual positions can reduce their ability to undertake certain active tasks. By providing workers with a cooling stream of purified air, Duraflow can for some workers make the difference between whether a job can be completed or not.

Highly versatile, Duraflow is compatible with a plethora of Scott Safety headtops, filters and accessories, protecting workers from a variety of environmental hazards.

Choosing your fire helmet

WHEN choosing your next fire helmet, Bulard say there are a few key characteristics to take into consideration: weight, materials, style, and balance. Each of these characteristics is examined below.

Weight

Your fire helmet needs to provide you with the optimal level of comfort. Design expertise is a key element in the lightweight feel of fire helmets. Choosing a lightweight, durable helmet that offers optimal balance heightens the level of comfort the helmet provides to firefighters.

Materials

Fire helmets are made from either thermo-

plastic or fiberglass materials, which have both been shown to protect firefighters in extreme heat conditions. Fiberglass helmets are made up of a mixture of thermoset resins and glass fibre. The thermoset resin is the "glue" that is needed to hold glass fibres together in a composite helmet shell. Thermoset resins by themselves have relatively little strength; the strength of a thermoset composite material comes primarily from the fibres of the glass or other materials that are bonded together by the resin.

The challenge in designing an effective fiberglass material is getting the right mix of a good thermoset resin

and high content of glass. The glass fibre is heavier than the resin, so getting the right mix also creates the best potential for a lighter helmet shell. Most fire helmets today have a glass content of approximately 50%.

Fiberglass helmets have traditionally shown their best strength against chemical exposure. Today's fiberglass helmets also protect well in high heat environments; however, over time and repeated exposures to extreme temperatures, the thermoset resin that holds the glass fibres together in fiberglass helmets begins to degrade with each exposure. High heat exposures can accelerate the degradation of

fiberglass helmets.

Thermoplastic material exhibits a high-quality surface finish and has proven to be impact and resistant. While today's advanced thermoplastics can perform at temperatures exceeding 260 degrees Celsius, thermoplastics can be sensitive to some chemical solvents. Since thermoplastic helmets are made by a process of melting and re-cooling, they are designed to accept the type of re-heating that occurs when fighting fires.

Style

There are a variety of fire helmet models on the market today, but three specific designs are the most popular

among firefighters: the traditional American helmet; the streamlined contemporary helmet; and the jet-style helmet.

Balance

Did you know that you can make your helmet feel lighter... without actually removing any weight? It's all about balance. A fire helmet that is engineered with superior balance reduces the top-heavy feel that many firefighters complain about when wearing their helmets. Some manufacturers offer a brand of helmets that allow firefighters to adjust the helmet to ride higher, lower, or somewhere in the middle on their head.

Easy health monitoring

HONEYWELL Process Solutions (HPS) has launched a new gas metering solution that provides easy-to-use health monitoring of midstream metering systems for operations, maintenance and leadership teams. Honeywell Connected Plant Measurement IQ for Gas enhances the metering operation's reliability and safety while reducing costs by massively reducing the need for site visits.

With advanced diagnostics, at-a-glance dashboards and intelligence analytics, Measurement IQ enables operators to increase metering reliability in the face of skills shortages, dispersed operations and a complex hydrocarbon mix. Users can detect and correct costly mismeasurement, anticipate equipment failure, reduce gas

losses and eliminate unnecessary maintenance.

"Traditionally, it's been difficult to get metering diagnostics and meaningful analytics from the metering stations to others in the organization, and no one had visibility of the whole operation," said Eric Bras, product marketing manager, HPS. "With Measurement IQ, operations, maintenance and enterprise-level users can access real-time diagnostics and collaborate to find the best solutions, wherever they are. Engineers can diagnose faults before they go to the metering station, operators get real-time alerts when key parameters exceed limits, and leadership can connect people and draw on expertise across the enterprise."

Measurement IQ connects assets across all enterprise metering



stations and captures the data in Honeywell's secure data center. Users can connect on any device with a web browser and receive customizable alerts on their mobile phone with Honeywell's Experion® App.

The Connected Plant solution monitors for significant changes in not just the flow meter, but also the process and envi-

ronment in which it operates. It anticipates problems and enables users to move from time-based or risk-based recalibration of meters to condition-based monitoring with calibrations only when required. Historical diagnostic data can be used as a basis to extend calibration intervals specified by regulatory authorities. Customers

can save up to substantial amounts if recalibration intervals are extended from one to two years.

Honeywell offers solutions for the entire metering system and has one of the most extensive installed revenue measurement base in the world. More than 200 million of its metering devices are deployed in more than 130 countries.



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VIZLITE™ REFLECTIVE TAPE



SIDE SLITS FOR EASE
OF MOVEMENT



REFLECTIVE CONTI SUIT



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RETARDANT AND ACID RESISTANT
- WEIGHT:** • 300gsm
- SIZES:** • 28 - 60
- REFLECTIVE:** • 48mm VizLite™ reflective tape
- CLOSURES:** • Concealed YKK brass zip
- STITCHING:** • Triple stitched stress seams for enhanced durability | Bar tacked at stress points for extra strength
- COMFORT:** • Side slits for easy movement | Elasticated waist band



TRI-REFLECT CONTI SUIT



- FABRIC:** • 65/35 POLY COTTON
- WEIGHT:** • 235gsm
- SIZES:** • 28 - 60
- REFLECTIVE:** • 19mm VizLite™ reflective tape
- Lime/Silver/Lime
- CLOSURES:** • Concealed YKK aluminium zip
- STITCHING:** • Triple stitched stress seams for enhanced durability | Bar tacked at stress points for extra strength
- COMFORT:** • Wide back yoke for extra comfort | Elasticated waist band | Extra thigh space for enhanced comfort



TRI-REFLECT CONTI SUIT



- FABRIC:** • 100% COTTON
- WEIGHT:** • 340gsm / 12OZ
- SIZES:** • 28 - 60
- REFLECTIVE:** • 19mm VizLite™ reflective tape
- Lime/Silver/Lime
- CLOSURES:** • Concealed YKK aluminium zip
- STITCHING:** • Triple stitched stress seams for enhanced durability | Bar tacked at stress points for extra strength
- COMFORT:** • Wide back yoke for extra comfort | Elasticated waist band | Extra thigh space for enhanced comfort



HIGH VISIBILTY CONTI SUIT



- FABRIC:** • LUMINOUS FABRIC – 50/50 POLY COTTON
• BASE FABRIC – 65/35 POLY COTTON
- WEIGHT:** • 235gsm
- SIZES:** • 28 - 60
- REFLECTIVE:** • 50mm VizLite™ reflective tape
- CLOSURES:** • Concealed YKK brass zip
- STITCHING:** • Triple stitched stress seams for enhanced durability | Bar tacked at stress points for extra strength
- COMFORT:** • Wide back yoke for extra comfort | Elasticated waist band | Extra thigh space for enhanced comfort



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SHAPED FOR WOMEN WHO SHAPE THE WORLD

Through extensive research and consultation with women in industry, Sisi has launched a range of safety wear that challenges the status quo that one size fits all. With an understanding that not all women are shaped the same, Sisi introduces the first range of locally manufactured safety wear to offer **3 UNIQUE CUTS FOR WOMEN**: Standard, Extended and Maternity.



Incorporating internationally recognised finishes, such as a **Vizlite™ reflective tape** and **YKK zippers**, Sisi has once again shown its commitment to empowering the lives of the women who shape our world.

OUR LOCALLY MANUFACTURED RANGE FEATURES THREE DIFFERENT CUTS:

- THE STANDARD CUT:** caters for women with standard body shapes
- THE EXTENDED CUT:** caters for women with fuller figures
- THE MATERNITY CUT:** caters for women during pregnancy

Jackets and trousers sold separately

Women have spoken and Sisi has listened

Since its launch in 2008 of the first locally manufactured range of women's safety footwear, Sisi has become more than just a brand, it has become a commitment to the women of industry that their needs do not go unnoticed. With the rise of women entering into areas once the preserve of men, the market has seen an increase in brands offering work wear catering to the needs of women. These garments have typically classified all types of women into one shape group. Through extensive research and consultation with women in industry, Sisi has launched a range of safety wear that challenges the status quo of one size fits all. With an understanding that not all women are shaped the same, Sisi proudly offers the first range of locally manufactured garments offering 3 unique cuts: Standard, Extended and Maternity.

The Sisi Safety Wear range features three different cuts:

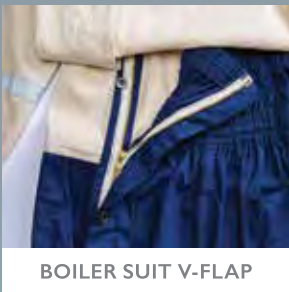
- The standard cut:** This cut caters for the typical differences between a woman's and a man's body, accommodating for the hip and bust areas.
- The extended cut:** This cut has been designed to accommodate for a bust size that is not typically proportional to the waist area and a larger posterior that is not typically proportionate to the hip area. This range further features a longer length jacket and higher waisted trousers to prevent exposure of the back and midriff areas when the wearer is raising her arms or bending over.

The maternity cut: This cut caters to women during pregnancy who experience changes to the shape of their bodies. The trousers feature a cotton-knit insert at the side seams and a broad knitted cotton waist band, providing comfort for a growing belly, whilst the jacket offers an extended front and sides to accommodate for the growing bust and belly areas. All trousers and jackets are sold separately to ensure that those with large bust areas, but small hip areas, or vice versa, can still ensure a comfortable fit.



COTTON WAIST BAND

This Sisi range further caters to the functional requirements of women in industry, placing emphasis on creating garments that not only fit comfortably, but also address the practical requirements of those wearing safety wear in the field, often in the company of men. Apart from the extensions made to the length of garments to prevent the exposure of the back and midriff areas when bending over or raising arms, our range of boiler suits has looked to maintain the dignity of women in the mining industry who are often challenged by the lack of an enclosed ablution facility.



BOILER SUIT V-FLAP

The V-Flap enables women to conveniently relieve themselves on-site without having to remove the upper part of the garment and expose themselves, while the darker colour featured on the upper thigh and hip area of our unbleached boiler suits prevents the exposure of sanitary accidents whilst on-site. Sisi is proud to introduce its inaugural range of safety wear, shaped for the women who shape our world.



For more information, please email us at info@sisi.co.za or visit www.sisi.co.za

“Simple” descaling device for Western Cape water

AN apparently simple looking device that promotes rapid water descaling and treatment, clamps to the outside of any pipe, requires no energy source or chemical additives and is maintenance free, is now available in the Western Cape from Hydronic Energy Systems.

Water all over the world contains not only H₂O but also ions, micronutrients, minerals and salts. These are important for the human health and should not be removed.

However, if these dissolved solids are deposited in the pipes, they will cause problems in industrial machines and pipes but it is not the water that's causing problems; the whole issue is about the soluble parts in the water which are responsible for corrosion.

These dissolved solids are found in industrial tap water, borehole and well point water, sea water and other liquids.

The device is known as the Merus Ring and has been available in Europe for the past 20 years.

The special thing according to Merus is that no chemistry is needed to treat the water. This is ideal for drinking water as well as industrial water. No undesired side effects or environmental damage has ever been reported.

How it works

Water can carry a certain amount of foreign particles. If this amount is exceeded these particles settle and can form a hard crust. One popular example of this is lime scale. The reason for the behaviour of the particles in water is among others how the atoms of water and lime scale move or oscillate.

If this movement is changed, the solubility of foreign substances in the fluid will increase.

The atoms move synchronously, this means that every single atom oscillates just like its neighbour. If another oscillation is brought into the movement these two can overlay. This is called interference. Thus two different oscillations result in one new. If an oscillation is brought into the fluid specifically this is called active oscillation.

To bring the oscillation into the fluid a carrier is needed which can maintain and transmit the oscillations. Merus have developed a ring which needs to be installed around the pipe. No direct contact with the fluid is needed. The oscillations can be transmitted into the fluid through the pipe wall.

An illustrative exam-

ple for this phenomenon is how music (acoustic waves) is transmitted through the air. You are able to hear the music coming from a loudspeaker without touching it. With sufficient volume you even can hear it in an adjoining room, through the wall. Just the same is what the Merus Ring does - it transmits waves or oscillations to the fluid.

Typical Merus treatable problems in water systems

Lime scale

Regardless of the amount, over time it combines and forms a hard crust on the inner walls of pipes, boilers, heat exchangers, geysers, elements, shower heads, irrigation nozzles and RO (reverse osmosis) filters of all sizes.

Rust and corrosion

The metal of the pipe reacts with oxygen in the water – this is where corrosion occurs.

What is seen and known as rust can be seen as brown water coming out of the pipes. Under unfavourable conditions rust can cause holes in the metal – this is called pitting corrosion.

Extensive sanitation measures are necessary but replacement is unavoidable and the cost is extremely high.

Biofilm and biofouling

Combinations of algae, micro-organisms and scale form biomass. This allows oxidation to occur which causes devastating corrosion and bacteria.

It is the major cause of maintenance and bio-fouling - causing blockages and shut-downs which are maintenance intensive and costly.

Designed for ANY environment

There are four Merus designed models; from a standard house hold unit, to a high intensity unit for industrial use, which can with stand extreme temperatures and powerful water pressure from pumps creating high velocity flow rates. It has no moving parts and requires no maintenance for the duration of its life time and functions 24/7.

Typical applications include:

- Cooling Water Treatment – HVAC systems
- Heat Exchanger Cleaning - boilers
- Marine Applications – circulating water systems
- Hotels and Real Estates – potable and spas
- Refineries – cooling system
- Domestic – boreholes, geysers and solar systems.

Effectively treat contaminated water

NATIONAL and local government regulations are specific in their protection of municipal sewers and storm water drains against grease and oil pollution. Contaminated water must pass through a grease trap - catering industry, or oil separator - automotive and petroleum industry, before discharging into the sewer system.

PollutionSolution's Sewer Guard™ systems are designed to trap grease for the safe and cost-effective disposal of water-borne grease and oil. Its systems are 100% manufactured in South Africa to national and local legal requirements and PollutionSolution hold two patents on its products; including a unique separator for fuel and oil pollutants.

Sewer Guard™ NS series of equipment has been specially designed to protect municipal sewers and storm water drains from pollution by both minor and major spillage of petroleum fuels and oils, particularly in service stations' forecourts, workshops and wash bays.

Contaminated water, usually wash-down water from the under-canopy area of a service station or from a workshop floor, is drained into an underground sludge/silt collection tank in which solid material accumulates for regular clean-out.

The contaminated water then overflows into the underground separator tank which is specially designed to permit and maintain the gravity separation of water and the hydrocarbon contaminants: the latter are lighter than water and float to the top of the separator tank.

Under usual conditions of low levels of water contamination the accumulation of contaminants slowly overflows the separator into the drain box, a sealed tank with elevated breather, which requires regular pumping-out to maintain it as “normally empty”.

At the same time, wastewater regularly underflows from the tank to sewer.

Under the extreme condition of a major petroleum spillage, alternatively neglect to empty the drain box, the drain box fills and the separator tank itself begins to fill, from the top downwards, with contaminant(s). Without a special safeguard the contaminants would eventually reach the underflow connection and cause

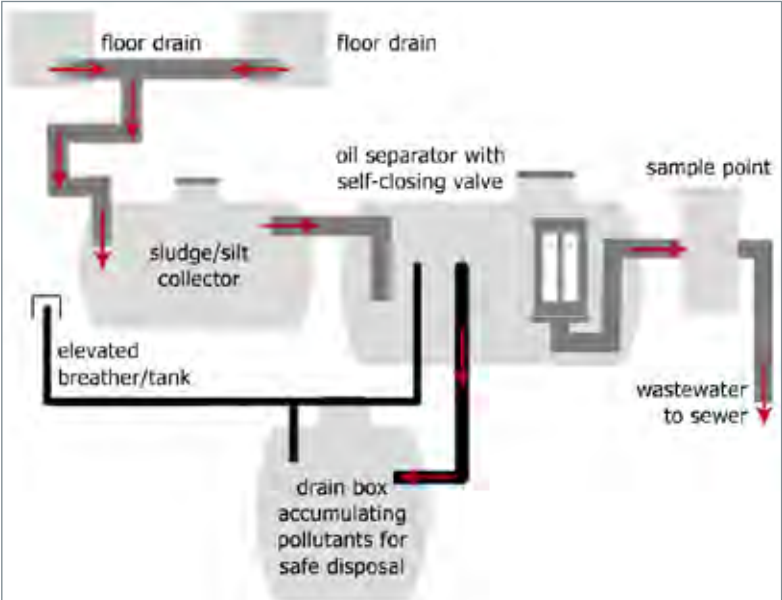
major contamination of the sewer: that safeguard is provided by the Sewer Guard™ patented float valve system.

Catering Grease traps

Sewer Guard™ also provides safe and cost effective grease traps to control pollution from catering waste polluted by the following kitchen activities such as:

- food preparation [peelings, off-cuts, solids],
- cooking [grease, oil, spillage, floor wash water], and
- cleaning of equipment (pots, pans, crockery, cutlery, dishwashers).

PollutionSolution's equipment includes under sink grease traps, floor drains, sludge catchers, large grease traps/interceptors and sample points. The regulations are categorical in the requirement for separation of solids to be carried out in a separate



compartment from, and prior to, the separation of oils and fats. A grease trap system therefore comprises of four units: a floor drain (1), a solids catcher (2) followed by the grease trap itself (3), and a sample point. (4)

SANS 10 252-2 [National Building Regulations] defines the minimum requirements for grease traps for catering and food processing businesses.

The following institutions are affected.

- bakeries
- cafes
- canteens at factories and offices
- conference centres
- food manufacturers
- golf courses
- hospitals
- hotels
- pubs and inns
- restaurants
- schools and colleges

- shopping centres
- sports venues
- service stations
- take away outlets
- theatres

Other than supplying a large client base in South Africa PollutionSolution systems have been supplied to Australia, Angola, Botswana, Mozambique, Namibia, Nigeria, Seychelles, Swaziland and Uganda.



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What density?

WHETHER dealing with the concentration or the mixing ratio, the density of liquid media is of high importance in many processes such as in the food or chemical industry. INSTROTECH is able to offer Kobold's DWF mechanical density meter, specifically for the monitoring and continuous measurement of liquid media and 2-phase liquids. Once it is calibrated to the respective medium, the density is measured by means of a float and transmitted to the outside without magnetic contact. Even multi-phase media can be safely managed with this measuring principle.

At 1% of the measuring range, the repeatability and linearity of the robust field device are very high. The stainless steel or Hastelloy instrument can stand medium temperatures up to 150°

C and pressures up to PN 40. Three different sizes ranging from a maximum of 2 500 l/h to a maximum of 10 000 l/h make it possible to optimally adjust the system to the respective task. Here, the nominal widths of the process connections are DN 25 for the smaller device and DN 50 for the two larger devices.

An easy-to-read mechanical indicator is located directly on the measuring device. The electrical output signal 4... 20 mA is for remote transmission. Additional limit value contacts can also expand the application possibilities as needed with the respective switch outputs and a transducer with communication protocols such as HART®, Profibus® PA, or Foundation™ Fieldbus. With an IP 65 degree of protection, the high quality and robust measurement instrument is very well designed for a harsh process environment. It fulfils the industrial norms and standards and is certified for use in explosive areas.

Applications

The sensor DWF is used for density metering of liquid media in pipes. The scale on the device shows the density rate expressed as grams per litre or kg per mN. Applications include density metering, -monitoring, and control of liquid media. The meter's design as mechanical device is excellent for processes under difficult and rough operating conditions. The device is also available with additional electrical equipment for process monitoring and control.

Lighting the way

LIGHTING has a crucial role to play in allowing people to see clearly and avoid obstacles, obstructions, dangers and hazards. This is especially so when working on site, making lighting a critical safety issue.

Lee Vine, managing director of Integrated Pump Rental, says better lighting also enhances productivity and in response to this demand the company recently bolstered its pump rental fleet with the inclusion of Urban LED mobile tower lights. Units are mine specific and comply with all safety requirements.

Manufactured by AllightSykes, the Urban MLLED200K-9AC mobile tower light is built to the highest quality standards ensuring reliable operation. The tower light's power coated full steel body and galvanised hydraulic mast assembly

are integrated with its maintenance free axle suspension.

The Urban MLLED200K-9AC is equipped with a nine metre mast which ensures maximum output reaches the work area for optimum productivity and safety. The 359 degree mast rotation with lightbar tilt capacity is standard. Powered by a Perkins engine, the 240 Volt AC tower light delivers 200 000 lumens through four powerful 500 Watt LED lamps.

The unit is equipped with four adjustable outriggers facilitating optimum stability in all underfoot conditions.

Leading safety innovations have been incorporated into this latest generation LED tower light, and this includes an audible voice alarm should the hand brake not be engaged, or the unit is not level. When either or both conditions are

not met, the mast cannot be raised, or if it is raised it will automatically lower. These integrated features prevent the incorrect deployment of the tower light on site.

The Urban is integrated with the purpose built Smartgen ALC708 lighting tower controller. This offers effortless operation, auto start/stop capability and engine protection.

"The inclusion of the Urban tower lights in our rental fleet is a natural progression and is aimed at addressing customer needs," Vine says. He says the tower lights are also available for purchase.

Integrated Pump Rental offers a range of pumping rental solutions all engineered to deal with the harsh operating conditions on the African continent. Options include both medium and long term turnkey rental solutions.



The Urban LED mobile tower light has a nine metre mast extension facilitating optimum light output.

Wireless lube control

WLUBEMON monitors that the right amount of lubricant is fed in the right time to the bearing – the fundamental criteria for reliable lubrication system.

The system works completely independently and is capable to monitor all types of grease lubrication systems including manual lubrication.

The meter (LubeMon) has been available some years already but with cable transmission. The disadvantages have been high cost of cable installation as well as risk of cable damage.



The WLubeMon comprises a precision grease meter that measures the amount of lubricant fed into the lubrication point. The meter communicates on a regular basis wirelessly with a Control unit. The system provides alarm both for too high and too low volume as well as statis-

tics and log functions.

The Control unit can monitor up till 20 individual meters and has a range of up to 75 metres. The condition for each meter is shown clearly on the Control unit. The Control unit is very user-friendly and has a colour display. The battery lasts at least 15 years.

Power, Quality and Motor Analyser

COMTEST is offering the Fluke 438-II Power Quality and Motor Analyser, adding key mechanical measurement capabilities for electric motors to the advanced power quality analysis functions of the Fluke 430 Series II Power Quality Analysers. They measure and analyse key electrical and mechanical performance parameters such as power, harmonics, unbalance, motor speed, torque and mechanical power without the need of

mechanical sensors.

The 438-II is the ideal portable motor analysis test tool, locating, predicting, preventing, and troubleshooting power quality problems in three-phase and single-phase power distribution systems, while giving technicians the mechanical and electrical information needed to effectively evaluate motor performance.

- Measure key parameters on direct-on-line motors including torque, r/min,



mechanical power and motor efficiency

- Perform dynamic motor analysis by plotting of motor de-rating factor against load according to NEMA guidelines
- Calculate mechanical power and efficiency without the need of mechanical sensors, just connect to the input conductors and you're ready to go
- Measure electrical power parameters such as voltage, current, power, apparent power, power factor, harmonic distortion and unbalance to identify characteristics that impact motor efficiency
- Identify power quality issues such as dips, swells, transients, harmonics and unbalance
- PowerWave data technology captures fast RMS data, and shows half-cycle

averages and waveforms to characterize electrical system dynamics (generator start-ups, UPS switching etc.)

- Waveform capture function captures 100/120 cycles (50/60 Hz) of each event detected event, in all modes, without set-up
- Automatic transient mode captures waveform data at 200 kS/s on all phases simultaneously up to 6 kV.

The Fluke 430 Series II Power Quality Analysers are Fluke Connect® compatible, which means that users can view data locally on the instrument, via Fluke Connect mobile app and PowerLog 430-II desktop software.

The Series is safety rated for industrial applications – 600 V CAT IV/1000 V CAT III rated for use at the service entrance and downstream.



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Production secured with new compressors

Case study highlights reliability and cost savings of Permanent Magnet air compressors

THE HM Group Cape Town comprises of a range of companies, well known for the production of glass fibre and resin. The Stikland based companies occupy a 40 000m² industrial site and at peak capacity employs over 400 members of staff. One of the cornerstones of the group is IWT which manufactures glass fibre reinforcing used in grinding and flap discs for the abrasive market. The processes employed in the manufacture of these components are a year round continuous operation which relies heavily on machines fed by a reliable supply of compressed air.

"Due to the nature of the glass fibre and resins used in the manufacturing process, any stoppage in the production will result in excess waste, so compressor reliability is of paramount importance. We also utilise Just-In-Time manufacturing so we try to

minimise delays in production", explained Rall Robertson, IWT Group Engineer and Project Manager.

"Back in 2016 we started looking at upgrading and replacing our old compressors with new generation machines that could offer tangible energy savings combined with reliability, efficiency and lower maintenance."

Two of the other companies in the group were already using 22 kW and 30 kW standard Airstream compressors in their respective plants and so quotations were requested from Airstream agents, Electro Air for state of the art Permanent Magnet (PM) driven energy saving air compressors – a technology that was launched in South Africa by the Airstream group in 2016. IWT previously ran 75 kW and 110 kW rotary screw air compressors, of which the latter served as a backup.

"We conducted a



L to R Rall Robertson, Group Project Manager IWT Group with Kevin Rushmer, Compressed Air Marketing & Sales Consultant for Electro Air Compressors.

thorough evaluation of our compressed air requirements and decided to segregate the air utility into two separate air compressors to serve the plant. Energy efficiency was a major criterion as the plant runs continually, but with dynamic demands during various shifts. Our final selection was a 75 kW and a 37 kW Airstream oil cooled PM compressor which not only provides diversity and backup in the event of an unscheduled down-

time event, but has resulted in substantial energy cost savings", said Robertson.

Kevin Rushmer, Compressed Air Marketing & Sales Consultant for Electro Air Compressors in the Western Cape and distributor for Airstream products in Cape Town, takes up the story.

"After a critical technical evaluation process, which included quotations and various energy saving VSD options from the major international

compressed air suppliers in Cape Town, IWT Group opted to purchase two Airstream Oil Cooled Permanent Magnet compressors. Airstream exclusively offers this market leading technology from a 7,5kW right up to the flagship 75 kW oil cooled PM package; currently this size in oil cooled version is not available from any other compressor suppliers in South Africa."

Status Quo

"To date these PM compressors have clocked over 12 000 operating hours since commissioning in April 2017. They have realised substantial energy saving amounting to 25.7% reduction in their bill when compensating for price increases.

"IWT have smart meters installed for cost control in various departments of their plant, so they are able to very accurately determine the energy savings after the installation of the Air-

stream PM machines.

"No breakdowns or production losses due to compressed air shortages have been reported since installing these PM compressors, apart from power surges which cause automatic machine shutdown, and are beyond their control. As there are no motor bearings, couplings or V belts, maintenance has been confined only to scheduled maintenance intervals thus further contributing to reducing running costs", said Rushmer.

"Cape Town has the largest population of PM compressors in the country, which is somewhat surprising, as the Mother City is often touted as having a more conservative approach. The adoption of the 'green economy', energy- and water saving are all contributory factors in embracing new technologies."

"In the past it was a very difficult exercise to buy exactly the right size compressor plant. Users had to carry out

costly and lengthy air audits to determine their specific needs in order to calculate cost of ownership - principally electricity consumption which is almost 80% of the liability. With PM technology, they simply have to replace their existing equipment with an equivalent sized PM if their plant is currently running efficiently; the PM will automatically adjust to actual demand at the most efficient and optimum level, minimising energy and of course saving money! This means that the ROI on new acquisitions can accurately be calculated and accounted."

"I predict that Permanent Magnet compressor capital costs will continue to reduce due to increased sales volumes, as happened with the innovation of smart phones and computers. Currently PM production outnumbers old VSD compressor technology by 5 to 1 in the northern hemisphere", he concluded.

IAS at Electra Mining 2018

INTEGRATED Air Solutions will showcase its full mining arsenal of industrial oil-lubricated and oil-free air compressors and services at Electra Mining 2018. A prominent feature on the stand (P18) which will be located at NASREC's lake area, will be the unveiling of MethaSpense, a methane dispersion and dust suppression system for underground coal mining.

"We are the exclusive regional distributor of the globally renowned ELGi compressor range and are proud to be aligned with this distinguished brand," states Graham Russell, Integrated Air Solutions Group CEO. Integrated Air Solutions boasts decades of unrivalled

experience in providing individually tailored high-pressure ELGi compressor packages to meet a broad spectrum of applications in Sub Sahara Africa's mining and general industry sectors.

According to Russell, ELGi's electric driven compressor range is gaining increasingly wide acceptance in the local mining sector and a selection of these oil-lubricated machines will be on display on the Integrated Air Solutions stand. The company will also exhibit the large ELGi diesel-driven air compressor widely used to meet the air requirements for down-the-hole (DTH), post hole, water and exploration drilling applications.

"We are looking for-

ward to showcasing the ELGi PG1200-350 compressor. One of the most exciting innovations to come out of the renowned ELGi stable, this thoroughbred offers the perfect balance between increased efficiency and reduced operating costs which are fundamental to sustainable drilling. This remarkable dual-pressure machine enables the end-user to drill to deeper depths while using less fuel on average."

An installed base of over 300 ELGi high-pressure diesel-driven compressors in the sub-Saharan region bears testimony to both the quality associated with the brand and the ruggedness and serviceability of the machines. "ELGi

compressors have been tried and tested in the harsh Southern African environment for over a quarter of a century, passing with flying colours," confirms Russell. "Combine this with the depth of the ranges that are available and it comes as no surprise that these compressors have been the air delivery system of choice for customers and end-users over the decades."

Integrated Air Solutions holds the enviable position of being one of only a few OEM companies with the unique ability to locally customise compressors to OEM warranty. "This capability, combined with ELGi's compact skid-mounted 475 to 1500 cfm high-pressure diesel compressor range



New ELGi PG 1200S- 350 dual-pressure compressor to be unveiled by Integrated Air Solutions at Electra Mining 2018.

which is ideally suited to customisation, enables us to meet the growing demand for compressors adapted specifically to the customer's individual need."

The company has completed a number of successful customisation projects including the replacement of the

counterweight on a JCB excavator modified for blast hole drilling, with a customised ELGi 900cfm 14 bar diesel compressor. "We also fitted a FOGMAKER high-pressure water-mist fire suppression system to both the excavator and compressor," adds Russell.

Sister company, FOGMAKER South Africa (Pty) Ltd., will be exhibiting jointly with Integrated Air Solutions on the P18 external stand located at Nasrec's lake area, where visitors will have the opportunity to view this innovative fire suppression system.



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Ultra-compact magnetic sensor for machine construction

INSTROTECH is offering SIKO MSC500 the latest stage of development in ultra-compact magnetic sensors for industry as well as machine and plant construction. Common applications for SIKO's latest compact sensors include linear actuators, stop adjustment for saws, and even measurement of the tracking of solar plants.

Path, angle and rotational speed measurement tasks
The sensor measures paths, angles or rotational speeds – contactless and wear-free – in conjunction with the associated magnetic tapes or magnetic rings. The sensor reads the magnetic code of the magnetic tape or magnetic ring incremental-

ly. This information is converted into digital square-wave signals and sent to the downstream electronics.
Clever solutions
The SIKO magnetic sensor MSC500 constitutes a significant development over previous MagLine magnetic sensors in terms of their performance and inte-

grated technology. The sensor includes a clever, multicoloured status LED that aids in both commissioning and standard operation. The correct distance between the magnetic band or magnetic ring is can be monitored visually. If the reading distance between sensor and magnetic tape / magnetic ring is excessive, it will be indi-

cated by the blue LED. A green LED indicates an intact power supply, while a yellow LED indicates that the encoded path information is being read correctly from the magnetic tape or the magnetic ring.
Pluggable and ultra-compact
Another new feature is the plug connection



right on the sensor. The combination of a pluggable version and the status LED along with its unique compact design allows installation even where space is limited.

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Körber acquires Centriq, a provider of voice-directed warehousing and modelling solutions

THROUGH its business Voiteq, Centriq is a leading provider of solutions and services related to logistics, in particular focusing on the voice solution market. Voiteq provides voice software solutions and services with its product "VoiceMan". Centriq's Cirrus Logistics subsidiary supplies software and services that use advanced optimization and simulation techniques to develop and execute supply chain strategies. Additionally, Centriq offers services for their products: among others voice-as-a-service subscription, supply chain consulting, implementation and integration or logistics hardware consulting, design and site surveys. Main customers for Centriq's products come from the food & beverage, retail, and third party logistics (3PL) industries.

This acquisition complements Körber's existing strong North American voice business, Vitech Business Group, and creates one of the world's largest and most experienced Honeywell Vocollect voice integration teams. The combined organization offers local and global customers the widest range of proven products and services to enable them to gain the substantial benefits of voice-directed work. "With the successful acquisition of Centriq we have added another key component to our logistics portfolio. Its excellent team will enable us to strengthen our internationally leading position in the SCM segment with access to multinational project opportunities", emphasizes Stephan Seifert, Chairman of the Group Executive



Board at Körber AG. "Moreover, we will bring added value to our existing and future customers as we will be able to offer a more comprehensive product and service portfolio on a global scale." Hubert Kloß, CEO of the Körber Business Area Logistics Systems, adds: "Growth in e-commerce and changing customer demands are putting a strain on supply chains and driving a trend

toward continuous process improvements. Centriq is a major international player for products that enable higher efficiency in warehousing with direct delivery capability into global blue-chip organizations. The voice solutions of Voiteq for example keep workers' hands and eyes free, improving comfort, productivity and accuracy. This addition to our Business Area will establish Körber Logistics Systems as one of the globally leading suppliers of voice technology in logistics."

David Stanhope, CEO of Centriq Group, Ltd., says: "Speaking on behalf of the whole management team at Centriq, we are very excited about joining the successful Logistics Systems Business Area and the Körber Group as a whole. For our team of technical experts that serves some 300 clients at 500 sites with award-winning products already, the prospect of joint further growth comes at the right time." He further explains: "We estimate that more than 90% of warehouses across the world are yet to adopt voice technology. Together with the existing SCM portfolio of Körber Logistics Systems, we will be able to strengthen our international platform and - thanks to the integrated offerings portfolio - provide more benefits for our customers."





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Improving office block security

By Laurence Smith,
Executive at Graphic
Image Technologies

OFFICE blocks are quickly becoming more attractive as targets for criminals. Partly because office buildings often contain expensive equipment (such as computers, printers, televisions and other sorts of valuable technology) in addition to valuable supplies or products. However, the main attraction for criminals is the fact that office blocks are empty of people at night, bar a few sleepy security guards.

So, now that the physical presence of security guards is insufficient to deter criminals from breaking and entering, what needs to be done to make our places of work more secure?

Proactive security first

No matter the size of the office building, if it contains valuables then it's important to provide physical security. A complete site survey is necessary, taking note of possible weaknesses or vulnerabilities that need to be addressed.

While insufficient on their own, it would be inadvisable to neglect the basics of physical security, like locks, alarm systems and motion detectors.

However, these should be beefed up with other access control measures, like keycards or biometrics to ensure that only legitimate staff can gain access to and

move around the office building.

No security without visibility

A CCTV surveillance system is the most effective way of gaining visibility into every aspect of the office building. From rooftops to basement parking lots, it's advisable to have eyes wherever you can afford to put them. Access points should be monitored by ultra-high definition 4K cameras, capable of recording video footage that makes it possible to positively identify a person, visually. The perimeter of the office block should be secured as normal too, with a physical barrier and security measures at the entrances and exits where cars or people pass through.

Access control here must be tightly maintained and security procedures (like security access registers) must be consistently applied. It is advisable to have surveillance cameras monitoring all gate access points to monitor both the traffic and the security guards controlling its flow in and out of the property.

Furthermore, because video analytics software can positively identify and protect against intrusion with 98% accuracy technology makes CCTV surveillance that much more effective. The fact that the CCTV system is now able to distribute real-time alerts of possible threats means it does not require human monitoring.

Tank blanketing counters fire threat

FIRES in flammable liquid storage tanks can occur at any time for many reasons. Therefore, it is vital to safeguard both human life and material assets from the destructive effects of fires. Tank blanketing valves provide an effective means of preventing and controlling explosions in flammable liquid storage tanks.

Lavenda Sekwadi, Process Engineer at Energas Technologies, explains that blanketing can reduce evaporation of the stored product and protects the tank from structural corrosion damage caused by air and moisture. He adds that contaminants that may enter the vapour space to cause product degradation are prevented.

"It is a control practice that is widely used in the chemical, pharmaceutical, food processing and petroleum refining industries due to its potential to improve safety," explains Sekwadi.

Understanding tank blanketing

The operational principle of the blanketing valve is simple; a blanket of inert gas in the tank's vapour space prevents atmospheric air from entering the tank. "Inert gas is admitted only during the inbreathing cycles (vacuum cycles). An inbreathing cycle occurs when liquid is being withdrawn from a tank or when vapours condense in the tank as a

result of a decrease in temperature," explains Sekwadi. "The amount of inert gas required for a specific application is dependent on the maximum inbreathing demand and the maximum emptying rate."

Nitrogen is the most commonly used gas for blanketing, because, as Sekwadi explains, it is inert, widely available and relatively low-priced. "Other gases such as carbon dioxide or argon are also used on occasions. However, carbon dioxide is more reactive and argon is generally more expensive. The selection of an inert gas for a particular process is based on several properties, including flammability, non-contamination, chemically inactive, non-toxic, availability of large quantities of use and cost effectiveness," says Sekwadi.

How it works

Typically, a blanketing valve is mounted on top of a storage tank along with a pressure/vacuum vent and an emergency pressure relief vent. The blanketing valve provides primary vacuum relief for the tank. It opens and supplies gas to the vapour space when pressure decreases to the valve's set point.

"When vapour space pressure increases, the valve reseals. The pressure/vacuum relief vent is sized to take care of overpressure and vacuum conditions when nitrogen blanketing



valve is out of service," he explains, adding that the pressure/vacuum relief vent is sized to take care of overpressure and vacuum conditions when tank blanketing valve is out of service.

The pressure setting of the vent is set slightly higher than the blanketing valve setting but below the maximum pressure the tank can withstand. Similarly, the vacuum setting is set higher than the normal operating vacuum but below the maximum vacuum pressure the tank can withstand.

Since the failure of an inert gas poses the danger of a fire, a flame arrester can be mounted upstream of the pressure/vacuum vent to prevent fire propagation into the tank. An emergency pressure

relief vent should be considered for the relief of excessive pressure in the case of fire as per API 2000.

Preferred supplier

"There are two types of blanketing valves depending on the actual process requirements: 1" Pilot operated (for high flow rate applications) and 0.5" spring operated (for low flow applications) blanketing valves. Energas Technologies can assist with sizing calculations to determine the most suitable solution for the application," says Sekwadi.

In 2016, Energas added Protectoseal's Series 10 2" Tank Blanketing Valve to its range, which provided capabilities that the existing Series 20 1"

could not offer in larger flow applications. The Protectoseal Series 10 2" Tank Blanketing Valve boasts a host of key features and benefits.

The valve is specifically designed for tank blanketing and its pilot-operated design offers a very tight operating band. It has the most compact design and fewest external connections of any other pilot-operated valve on the market. With uptime in mind, it is also field serviceable.

The valve is available in a range of materials. The metal parts are available in 316 stainless steel and the seals and gaskets are available in Buna-N, Neo prene, Viton®, EPDM, Chemraz® or Kalrez®.

Simplified safety compliance testing

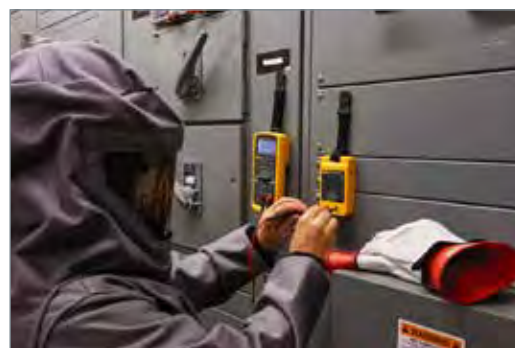
COMTEST is offering a Fluke tester to the market that sources both ac and dc steady-state voltage for Hi-Z and Lo-Z instruments, thus simplifying safety compliance testing.

The Fluke® PRV240 Proving Unit provides a safe and convenient method for "test before touch" TBT verification of electrical test tools without placing the electrician or technician in potentially hazardous electrical environments, which would generally involve using known live voltage sources.

In contrast to using a known live source, using the PRV240 does not require personal protective equipment

(PPE) for tester verification. Use of the PRV240 reduces the risk of shock and arc flash compared to verification of test instruments on high-energy sources in potentially hazardous electrical environments because the PRV240 provides a known voltage in a controlled, low-current state in accordance with safe work practices.


The pocket-sized PRV240 sources 240 V of both ac and dc steady-state voltage for testing of both high- and low-impedance multimeters, clamp meters, and two-pole testers, eliminating both the need for multiple verification tools





and the use of a known high-energy voltage source for test instrument verification. To avoid accidental contact, the voltage is supplied through recessed contacts that are activated only when test probes are inserted into the modules insulated access points. A single LED indicates

the sourcing of the voltage to verify the test tool, simplifying test tool verification without the need for PPE.


The proving unit can perform up to 5 000 tests per set of four AA batteries and comes with a TPAK magnetic hanging strap for easy accessibility.



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EDS celebrates 21 years

THE company continues to expand its footprint in the design and manufacture of LV distribution and control systems in South Africa and Africa. It recently shipped 223 DB's to INSA headquarters in Ethiopia.

EDS in Paarden Eiland, Cape Town, houses the design, project management, wiring and testing teams. The manufacture section enables the company to

develop and produce a certified modular range of DB's and MCC's. Their products and services support a wide spectrum of industries that include:

- Marine
- Hospital
- Construction
- Maintenance
- Custom designed research projects
- Generator/ backup

power

- Data Centres
- Power Stations
- Mines
- PV systems
- Remote metering and control/communications

There are many blue chip buildings in Cape Town powered by EDS's LV distribution systems such as FNB Portside, Cape Town Stadium,

Chris Barnard Netcare, Cape Town International Airport, Old Mutual, Artscape, City of Cape Town Switching Centres, Bantry Hills, Oasis Palm Century City, Sable Square and Vodacom/Old Mutual/Sanlam/Neotel and MTN Data Centres.

EDS supports sustainable energy and supply their distribution systems to companies' renewable energy

projects such as:

- Rooftop Solar: Old Mutual, Eskom, Shoprite, Kenilworth Shopping Center
- Solar Plants: Robben Island, Konkonnies, Aries
- Wind: Eskom
- Hydropower: Palmiet, Steenbras
- Green buildings: FNB Portside, Chris Barnard Netcare

- Terraces
- Eskom
- Saldanha Steel

EDS is a proud partner of the following international brands that are fully certified to SANS 61439-1/2 and IEC 61439-1/2 standards:

- ATI's ELSteel enclosure range
- Siemens SIVACON S8 LV MCC range that continues to add value to EDS's product line
- Schneider Electric's Prisma DB range

- Partnership programs with international suppliers to supply certified distribution systems that comply with international IEC 61439-1/2 and SANS 61439-1/2 standards
- ISO 9001/2015 QA/QC management system

Exciting new developments for the future at EDS Switchboards include:

- Production management tools for realistic deliverable tracking and delivery date projection
- Digitally completed documents for testing and quality control
- Expanded services to support client's needs e.g. maintenance of equipment
- Workshop layout changes to increase production
- capacity
- Supervisors/teams to oversee projects after hours while not interfering with workshop production during normal office hours

Other major projects that EDS Switchboards was proud to be associated with during the period July 2017 to June 2018 are:

- Vodacom Data Centre
- Bloedrift Diamond Mine
- Crude Oil Blending and Storage Facility
- De Beers Marine - Grand Banks Inport 2018
- Transnet Iron ore Tippler 3
- Shoprite Cilmor
- SANAE IV Research Base
- Plumblink

EDS's success and growth can be attributed to the following factors:

- Relationships with clients and customers
- Quality of work
- Technology that is up to date with the latest developments in the manufacture of distribution systems
- Upgraded CNC machinery and modular systems to meet demand

Expert transformer advice

A RANGE of factors need to be considered when correctly sizing a transformer for optimal performance in any application, according to Ronaldo Bertoldi, engineering manager at WEG Transformers Africa (WTA).

"Sizing a transformer for a particular application can be done using a simple equation, but the selection process requires many other factors to be taken into account," says Bertoldi. "Determining the right transformer for the job requires an in-depth assessment of the conditions under which the transformer will operate."

He emphasises the difference between the full load current required by an application, and the start-

up current if there is a direct online starting process.

If the motor is initiated by a direct online start, this part of the operation could require a much higher current than when it is running.

Bertoldi also points out the significance of the distance between the source of the power and the equipment consuming the electricity, as will be a voltage drop that will affect the sizing of the transformer.

"Transmitting low voltage over long distances can also be more expensive due to the thicker cables required by the higher current," he says. "Users can achieve a more cost effective solution in many cases by considering a step-up,

step-down configuration, where the voltage is increased to facilitate longer distances, then reduced to the requirement of the equipment at its point of location."

WTA's years of expertise in manufacturing and repair equips it well to advise customers in the sizing and selection of the right transformer for their specific needs. Its Heidelberg facility is capable of locally manufacturing power transformers up to 40 MVA in voltages up to 132 kV as well as mini substations and ring main units.

All distribution and power transformers are manufactured to SANS 780, BS 171 and IEC 60076 specifications under ISO:9001 quality standards.

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OPINION

Glider trucks are private enterprise in action

Continued from back page

fraction of the cost of a complete new vehicle that that looks feels and drives like a brand new truck.

There are many glider kits available with brands such as Peterbilt, Freightliner, Kenworth, and Western Star ready for immediate delivery.

It is no wonder the manufacturers of completed vehicles are worried.

Their competition gives the buyers lower cost of ownership compared to a factory truck, often better fuel economy, lower maintenance costs, and US-wide guarantees.

While glider kits have been available for a long time, they did not always have a good reputation but competition being the driver of all things, and necessity being the mother of invention, things has changed in the last decades. Once put together with used parts, today they are purpose built.

So here is a classic case of the market reacting to a customer demand, and coming up with a cheaper version that is making

inroads into the market and shaking up the completion.

You would think there would be loud cheers from representatives of the voters. Not a bit of it, the Democratic Party administration of President Obama, reacting to pressures from the manufacturers of complete trucks, promptly banned Glider Trucks.

Under President Trump the ban may be rescinded, and howls of outrage have begun, backed to their shame by some journalists and even some Republican Senators – four of them – three of whom have received handsome sums of cash from manufacturers like Senator Todd Young who got US\$43,683 from Cummins Engine and Volvo Truck employees, and Senator Shelly Moore Capito who got US\$40,855 from Volvo Truck and associates, and West Virginia Trucking Association employees.

Needless to say the attacks have honed in on the alleged environment dangers of

allowing glider trucks without expensive modern engines on the road. They are alleged to be “super polluting”.

These are backed up by the usual suspects: the American Lung Association and other environmental activist groups, including prominent attorneys known to be passionate Democratic Party supporters.

Lobbying politicians to have laws and regulations passed that favour business and free enterprise is one thing. Lobbying to have laws that are essentially anti-competition and enterprise is quite another. That the latter practice is common in many democracies in the West is shameful.

It goes a long way to explaining the Trump election victory. Clearly large swathes of the US voting public are disenchanted, and disgusted by what they see as an unholy alliance between big business, environmental groups and politicians.

Attempts to squash glider trucks is a good example.

Subsistence farmers not solution for land reform

Opinion from Fanie Brink - Independent Agricultural Economist

“THE only solution for land reform is the establishment of small black commercial farmers and not to plunge small black subsistence farmers in poverty and hunger,” says independent agricultural economist Fanie Brink.

Brink responded to view of Professor Ben Cousins of the Institute for Poverty, Land and Rural Studies (Farm) that “commercial farming is not the only land reform solution” and suggested that “unproductive and marginal farms” should be given to market-oriented small farmers.

Professor Cousins was a speaker on land reform at the two-year conference of the Agricultural Chamber, Agbiz, held in Port Elizabeth recently.

Brink says that, as a purely political objective, a million or maybe more small subsistence farmers, according to the National Development Plan, can be established on small pieces of land, but they will only suffer from huge poverty and hunger. The ANC will then be able to say that they have created a million jobs, regardless of the fact that these farmers cannot feed themselves and cannot make a contribution to food production.

However, the ANC does not care as long as these subsistence farmers can help to keep the party in power after the next election only to again be left on their own in poverty and hunger until the next election. It is precisely the old “African ideology” that almost all the politicians in Africa always followed, by capitalising on human suffering before an election.

Professor Cousins is totally wrong because it has been proven worldwide that there is no other way to guarantee the sustainability of food security than through profitable commercial agricultural production. Famine and poverty are predominant in Africa and Asia because they rely on the unprofitable and unsustainable production of food by small subsistence farmers. About 60% of all people in the world who suffer from malnutrition are



small subsistence farmers. In fact, the latest figures show that famine in the world has begun to increase once again after it has declined over the last few years.

The general mistake that is made when talking about land reform is not to draw a very clear distinction between “small black subsistence farmers” and “small black commercial farmers” that can be developed as full-fledged commercial farmers. The development of black commercial farmers is, in my opinion, the only answer for land reform that can deliver market orientated and sustainable production if it is profitable because profitability is the prerequisite for sustainable food security.

Professor Cousins’ proposal that unproductive and marginal farms should be transferred to small farmers would create just the same problem that commercial farmers in the maize industry experienced, for example, and who had to withdraw almost a million hectares from production in the late 1980s because of the extremely high production risks attached to it. Even

large commercial farmers will not survive financially because it is not economically viable, while small farmers will experience the worst possible poverty and hunger circumstances. Professor Cousins makes a very big mistake if he thinks that the “commercial model is not the only way agriculture can be successful” because it has been proven worldwide.

He is, however, correct to say that “insufficient support for small farmers causes problems with access to credit, training, guidance, transport, technical services, veterinary services and access to productive resources and markets,” but it will not change in South Africa as the political leadership has already proved that they do not have a plan to solve these problems.

To try to protect small farmers with a “broader set of regulations” against “dominant market players” will not be successful because the “market forces of supply and demand” will exclude economic unfeasible farming practices, according to Brink.

Shell faces climate lawsuit?

FRIENDS of the Earth Netherlands has announced that it will take Shell to court if it does not act on demands to stop its destruction of the climate.

Donald Pols, director of Friends of the Earth Netherlands claims ‘Shell is among the ten biggest climate polluters worldwide. It has known for over 30 years that it is causing

dangerous climate change, but continues to extract oil and gas and invests billions in the search and development of new fossil fuels.’

Shell was at the center of the fracking explorations in the Karoo in South Africa, before the exploration was put to an end. ground-Work’s Climate Justice and Energy Campaigner, Samuel Chademana

said; ‘Shell and oil and gas companies alike, have a long history of non-compliance, this lawsuit is a welcomed attempt by civil society to hold the multinational accountable for its destruction’.

The case is supported by Friends of the Earth International, which campaigns for climate justice for people across

the world impacted by dirty energy and climate change. Friends of the Earth International has 75 member groups globally, many of them working to stop Shell extracting fossil fuels in their country.

Karin Nansen, chair of Friends of the Earth International commented, ‘This case matters for people everywhere. Shell is doing enormous

damage worldwide – climate change and dirty energy have devastating impacts around the world, but especially in the global South. With this lawsuit we have a chance to hold Shell to account.’

To support the action and sign the petition:

<https://www.foei.org/?page=CiviCRM&q=civicrm%2Fpetition%2Fsign&sid=19&reset=1>

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Ash – win or lose?

WITH the winds wrestling the trees outside and the fire warming the winter coats inside, the local pub & grill was an ideal place for silent contemplation and urbane enjoyment of the particular artistry usually served in a glass. Thus the excellent fellowship of contemplative conversationalists gathered in their usual corner was exceptionally quiet, all silently pursuing their own thoughts.

Luke the Dude, as you might well expect by now, brought an end to all that, albeit unintentionally. My huge white hound, by way of special dispensation based on her being the prettiest blonde in town as well as the best-behaved being in the bar, is excluded from the ban on dogs and was lying peacefully at my feet. As usual, she added to the ambience. Luke stepped on her tail.

Being a grandmother and a lady, she jumped up and said nothing. I, being a grandfather and only occasionally less than a gentleman, jumped up and on this occasion said a lot.

In the ensuing exchange of views, The Governor grabbed the opportunity to enquire about a fresh round, ladies and gentlemen please, simultaneously instructing Angie the Angel to pour same again according to individual preferences.

When silence returned, broken only by the odd grumbling of “never any peace and quiet in this place”, Luke the Dude announced, “Now that I can finally get a word in sideways, I want to ask all you thoughtful people, what do you make of this Ashwin Willemse business?”

“What Ashwin Willemse business,” asked Irene the Queen with a raised eyebrow.

“Not everybody watches rugby, Luke,” intervened Bob the Book, “so please allow me to explain. In May the Lions, our top local team, was playing the Brumbies, an Australian side, in the Super Rugby competition. The team of expert analysts in the Supersport studio, the guys telling us normal fans what really happened, were Nick Mallett, a Springbok and to my mind the most successful Bok coach ever, Naas Botha, a genius footballer and very successful Bok captain, and Ashwin Willemse, a Springbok winger and popular with his team mates as well as the supporters. He handles the touch screen and gives us a virtual description of what happened on the field, or what should have happened.

“Most fans would agree that this is the most expert team of analysts we have on Supersport. I always gain something from their contributions.

“After the game on the night in question, Willemse suddenly threw his toys out of the cot, announced that he was not going to be patronized by people who played their rugby in the days of Apartheid, whined that he had always been called a quota player although he worked hard for achieving what he did and stormed out of the studio.

“Since then, the Supersport bosses did an investigation by interviewing all involved and came to an initial finding that the analysts got on well, no real problem. Then they decided on a further, independent investigation by a Senior Counsel, Advocate Vincent Maleka. Now suddenly Willemse did not want to know any more and refused to be interviewed. The deadline was postponed to accommodate him, but he still refused.

“Advocate Maleka spoke to the other two and the studio presenter, to other Supersport staff and interviewed as widely as he thought appropriate. He found no trace of racism anywhere.”

“Now, Willemse’s lawyer complained that the investigation was incomplete. I wonder why. And, surprise, surprise, suddenly Ashwin

accused his colleagues of racism. When that was laughed out of court, he announced he was taking the matter further, to the Human Rights Commission.”

“Well that’s about it,” pronounced The Prof. “The whole story, thank you Robert. What more is it you wish to know, Lucas?”

“I asked what you make of it, Prof,” retorted Luke the Dude as if he doubted The Prof’s depth of understanding. “Why do you think Willemse behaved like that? Should we feel sorry for him? Who is to blame?”

“Me, I don’t know about Englishmen,” responded Jean-Jay. “Also South Africans, they used to be straightforward, open people. More like the French, yes? But nowadays they are also behaving funny. Not funny ha ha, funny peculiar, like they are afraid of saying something wrong. The political police are listening and maybe you go to jail for something you say. No?”

“For me, I do not have so much doubt.” Jean-Jay snapped his fingers to make sure we were paying attention. “For a regular, paid studio presenter to make a scene and march out during a live broadcast is, how you say, grossly unprofessional. No excuses. No matter how slighted he may have felt in his huge ego. If this happened in another country there would be no looking for excuses and suspension with full pay. He would be out on his ear, on the spot.”

“I do not agree,” said Big Ben.

“Pray tell why,” groaned The Prof, with a warning look at Jean-Jay.

“Well ...” pondered Big Ben as if all of this was news to him. “In the first place I admire him as a player. He was a fast winger who scored tries. In one year he was elected Player’s Player, Most Promising Player and Player of the Year. He went to two World Cups!”

“Pffft. What did he do in the 2007 World Cup? In France, that one?” scorned Jean-Jay. “Willemse played almost, how you say, zilch rugby for two years, but there he was, part of the squad. South Africa beat the world, but he is only remembered for hanging onto President Thabo Mbeki’s arm afterwards like a teenager in love. He would not let go!”

“What are you talking about?” protested Big Ben. “Such a man and a Springbok deserves at least the opportunity to have his say, state his side of the story!”

“Agreed, Big Man, agreed,” advised Advocate Stevie the Poet. “And he was given that opportunity. Repeatedly. Supersport interviewed him and he had no complaints. It should also be noted that he had recorded no complaints with Supersport in the run-up to this unfortunate event or ever before. Never a word about racism or patronising colleagues.

“Then he was given more opportunities by Advocate Maleka SC to state his side of the story. All turned down, despite efforts to accommodate him. So the advocate continued and did his job as best he could, finalized in a 50-page report. No racism was found. Remember, my learned friend, that it is the advocate’s duty to be fair and just to all concerned, not just the one respondent who did not play open cards with the court.

“Now Ashwin is off to have his human rights restored, no doubt under the eager encouragement of his attorneys. After all, litigant Willemse sits on a fortune of R61 million, all in the obscene service of broad-based black economic empowerment. Nothing wrong with empowering some lawyers in turn, not so?”

“Most enlightening,” nodded Colin the Golfer slyly, “but knowing our friend Luke the Dude as we do, I am sure he had a reason for bringing up the issue, so to speak. What’s on your mind, boy? Spit it out.”

“Sure my good man,” shrugged Luke the Dude. “I watched the whole thing with keen interest as I always do. But before we go there, it has since come out something happened that could have been a trigger. In the show’s previous visit to the studio, for the same game, the producer did not communicate the correct time available to the presenter and panellists. Instead of ten minutes, they were cut off after three. The result was, no contribution from Willemse.

“Naas and Mallett felt this was not right and agreed with the presenter that Ashwin should have the first turn to speak in the post-match discussion.

“What has also come to light since the palaver, is that Willemse was not in the studio for parts of the second half. He left for a number of smoke breaks, as he apparently does all the time. There is even a claim that he went and had lunch. Maybe near a TV screen.”

“Get on with it, boy,” rushed Colin the Golfer, “we have a game coming up.”

“Right then, this is what I saw,” hurried Luke the Dude. “Willemse was talking and not saying anything worth writing down. Then he slowed and looked slightly lost. He turned to his colleagues and asked them what they had to say. Naas, by the look of it oblivious that things were going wrong, laughed and said, no Ashwin, it’s all yours – or something similar.

“Mallett noticed there was a problem and jumped in, taking over the analysis with his usual professionalism.

“When Willemse spoke again, he said he was not going to be patronised by Apartheid Springboks etcetera, the whole outburst. Naas sat stunned, Nick said ‘You’re over-reacting’ and Willemse fumed forth, placed his stuff

Glider trucks are private enterprise in action

ALAS it is common for successful businesses to squeal with indignation when a competitor arrives who does similar things more cheaply.

Their first port of call is the government, specifically the regulators with the power to put a legal spoke into the competitor’s wheel, without the tiresome business of getting a new law passed.

These same complainers claim to believe in free enterprise.

A local example concerns a company that has sunk an inordinate amount of capital into a brand new state of the art liquefied petroleum gas terminal in Saldanha Bay which took years to be completed mainly because of regulatory hurdles.

Now, a savvy businessman from Nigeria, who following a local LPG importer, started ship-to-quayside importation of LPG, thus by-passing the brand new terminal. As a result there has been a mother of all legal fights to persuade him to stop and use the more expensive new terminal.

The courts still have to decide.

Meanwhile another case that looks-- on the surface at least -- as an attempt to hang on to market share using regulatory means, rather than adopting greater efficiencies,

ON THE CONTRARY



Pieter Schoombee

down on the presenters’ desk and stormed out. He left his team-mates to do the damage control as best they could.”

“What a team player!” exclaimed Jean-Jay.

“And now,” lamented The Governor, “we paying subscribers are being denied the insights of the two best rugby analysts on Supersport!”

“I don’t agree with this conversation,” grumbled Big Ben. “In my opinion Ashwin Willemse was a top Springbok winger and I will always be a fan!”

“And you are fully entitled to that opinion, dear Benjamin,” consoled The Prof. “And no matter how our opinions differ, we can all agree that something good came of this.”

“And what might that be,” enquired Colin the Golfer incredulously.

“Well,” continued The Prof, “as we saw, the race card was played, as usually happens in this sad country when someone has no supporting facts or logical arguments. But, here is the good part. This time it did not work. Some sanity may be breaking through! And that is reason to celebrate.”

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THE OTHER SIDE OF THE COIN



Keith Bryer

puts heavy-duty truck manufacturers in the US and Europe up against producers of what are quaintly called “Glders”.

A Gilder truck is brand new in all respects except it does not have an engine or a transmission. The word Glider comes from the fact that like the winged variety also does not have a power train.

With the very high cost of these behemoths of the road that have taken on the job in the US (as here) that used to be done by locomotives on rails, and the fact that in the US they are most often driven by private owners for whom they are their sole source on income, the attraction of buying a Glider truck and putting in the old or re-conditioned power parts, is very attractive.

Conversion kits have been available for more than 20 years but recently manufacturers of the full versions have now begun to see their markets shrinking.

It is not surprising since the kit forms that are now available retain the factory warranty on the cab and chassis for a year or 160 000 km. Once installed with transmission and engine it is ready to go at a

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