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Saratec warn: 'Skilling graduates for unemployment'



South Africa's fledgling wind turbine service technician training programme will be 'skilling its graduates for unemployment' if construction on the next round of state-commissioned wind farms doesn't begin within the forthcoming year.

This is the warning from Naim Rassool, director of the South African Renewable Energy Technology Centre (SARETEC) at the Cape Peninsula University of Technology.

Rassool says the domestic job market for wind turbine service technicians will soon become saturated, leaving graduates unable to find local employment. It will also jeopardise the future of this training centre, one of only 'five or six globally' that has a 2.5MW wind turbine housing and associated components on site for training purposes.

SARETEC was set up by the Department of Higher Education and Training in 2012 and the first intake of wind technician trainees was in February 2016. To date, 30 graduates have passed through the five-month training programme and gone on to complete another two months of practical work in the field. All of these graduates

have been absorbed by the domestic industry.

The wind power sector was expected to boom on the back of the Department of Energy's (DoE) Renewable Energy Independent Power Producer Procurement (REIPPP) programme where private energy firms have built and operate 96 renewable energy plants around the country. Half of these plants - mostly using solar and wind energy technologies - are fully operational, feeding energy into the national grid.

Wind farms, compared to solar plants, generate the greater number of operational jobs since the turbines have many working parts and need maintenance and repair work. Solar plants tend to generate more jobs during the construction phase but once operational do not require a large team to keep them running.

'Wind farm owners have a contractual obligation with Eskom to remain operational 95% of the time,' explains Rassool "and each wind farm must have at least two technicians on site for safety reasons and to ensure that immediate repairs can be carried out as well as regular maintenance.

But while about half of the plants that

have been commissioned by the state since 2011 are now operational, construction on the next batch of 26 plants, including solar and wind sites, is on hold due to two years of procrastination by Eskom.

Rassool says these construction delays threaten skills development in the sector, as well as the future of SARETEC, which has been funded by the state to the tune of R105 million with the private sector injecting a further R30 million into the centre.

The next intake of wind turbine service technicians begin their SARETEC training this February, as well as the first recruits for the solar photovoltaic technicians' course.

Many of the original equipment manufacturers are hiring SARETEC graduates, according to Rassool. But once the warranty expires on the turbines, and the IPPs take over operation of the plants, they will be the main recruiters of technicians.

Rassool says the industry is anxious that the two-year delays in signing of contracts with the next round of developers will cause the wind sector's job market to become saturated, and local wind farms will not be able to employ graduates from courses run in 2018 and onwards.

Engen builds future leaders



Engen Maths Science Awards Top 3 Cape Town Achievers - Haslima Olday, Ilham Khan and Aqeelah Sedik.

The 2016 class of the Engen Maths and Science Schools achieved an impressive 94% pass rate, up 5% from last year's average of 89%, with 70% of learners attaining a Bachelor pass.

The Engen Maths and Science Schools (EMSS) are a national initiative that seeks to address key skills shortages in the engineering and technical fields by providing supplementary support to government efforts to promote maths and science education.

At an awards ceremony held at the Cape Peninsula University of Technology recently, Engen proudly announced the top learner in the Western Cape - who also placed in joint third place nationally - Ilham Khan who attended Rylands High School in Cape Town and achieved an impressive overall average of 88%. She is studying medicine this year at Stellenbosch University.

Learners from Grade 10 to 12 who show potential in maths and science, attend Saturday classes where they receive tuition from skilled teachers, as well supplementary educational material and academic support.

In 2016, 1 881 learners from Grades 10 to 12 participated in EMSS classes, of which 586 wrote the Grade 12 National Senior Certificate exams.

The majority of schools supported by EMSS are typically "no fee" schools in disadvantaged communities, which are often faced with an assortment of challenges.

"Many learners in the programme had to overcome great socio-economic

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Not the jolly trolley

THE two doyens of Cape Town retailing Woolworths and Truworths – whose head offices are still only a stone's throw away from each other – are facing challenging times ahead in the local market.

These sprawling retail entities – once the two biggest cogs of the old Wooltru empire – are both facing muted consumer spending in a low inflationary environment coupled with more intensified competition as the novelty of new international retail concepts continues to distract customers.

Woolworths reported that clothing and General Merchandise sales grew by only 3.5% in the half year to end December – although CEO Ian Moir regarded this as “a good result in a tough and promotional market”.

Moir said price movement was held to 7.3% despite the impact of a weaker rand on imported product. Compar-

able sales grew by 1.2%, and the gross margin declined by 0.4% to 47.7% after higher promotional activity.

Store costs increased by almost 10% with 2.9% of additional trading space added.

The bottom line was that Woolworths reported a nearly 5% drop in adjusted profit before tax to just under R1.2bn.

On the food side, sales grew by a more vibrant 9.5% with comparable sales up 5.6%.

Moir noted that price movement of 9.2% remained high due to the impact of the drought.

He said Woolworths food segment continued to grow ahead of the market, pointing out that the gross margin only crimped slightly to 25% mainly due to investments in lower pricational and increased levels of promotion.

Store costs increased by 10.3% with 7.9% of additional space added in the interim period.

The food segments' adjusted profit before tax increased by 7.5% to R919 million.

Moir noted that Woolworths was pushing to become a “beauty destination” (watch out Clicks) with new market leading brands including Chanel, La Mer, Bobbi Brown, Estée Lauder and Clinique

He said new private label brands were on the cards and reiterated again the intention to build on the repositioning of Woolworths classic and premium classic merchandise under the David Jones label.

He said Woolworths would also continue to implement a suite of merchandising systems that would optimise the ranges in stores and improve store space utilisation.

Perhaps most importantly, Moir disclosed an investment in supply chain capability and capacity that would increase the Cape Town Food distribution

campus capacity by a hefty 30%.

Another initiative to boost revenue and profits is Woolworths' efforts to drive online sales – which currently account for more than 30% of turnover.

Food price movement was expected to be in the 7% to 8% range.

Truworths

In the half year to end December retail sales in the core South African operations were static at R7.4 billion with operating profits up 1% at R2.2 billion. Although the performance was flat on a 2% increase in trading space to 365 000 square metres, Truworths did report cash generated from operations up 7% and inventories decreasing 22%.

A breakdown of performance by divisions gives some insight into where Truworths' strengths and weaknesses lie.

The ladieswear di-

vision – the biggest sales hub – saw revenue down 4% to R2.5 billion, while menswear was up 2% to R1.5 billion.

The designer emporium – comprising Daniel Hechter, LTD and Earthaddict – was static at R937 million. There was an encouraging 8% hike in sales at the Kids Emporium (Naartjie and Earthchild) to R585 million – but the Identity business showed a 5% drop in sales to R1.19 billion.

Truworths is pushing a loyalty card and e-commerce platforms as two possible ways to boost flagging sales.

This might be an inspired move considering Truworths boasts 1.9m cash only customers in addition to its 2.9 million credit clients.

The e-commerce platform will be launched sometime in 2017. The aim is to increase the online fashion offering available to both cash and credit customers.

Fishing sector (s)hake up

HAKÉ fishing specialist Sea Harvest – which is controlled by well-known empowerment company Brimstone Investment Corporation – is looking to net fresh capital of around R1.5 billion when it lists on the JSE at the end of this month.

This follows in the wake of the decision by another Cape-based empowerment company, African Empowerment Equity Investments (AEEI) to raise around R560m by separately listing its fishing subsidiary Premier Fishing on the JSE.

The PremFish listing certainly has paved the way for Sea Harvest to enjoy a successful capital raising exercise. At the time of writing PremFish – which created waves amongst local investors – had just confirmed its private

placement of shares had been oversubscribed by almost four times. This suggests the market has a voracious appetite for seafood aligned ventures.

While Premfish plies its trade in south coast and west coast lobster as well as abalone, squid and pelagic fishing, Sea Harvest is best known for its branded frozen hake offering.

While both companies are major export revenue earners, a key difference is that Sea Harvest now has operations outside South Africa. Last year Sea Harvest signalled it had bigger ambitions outside its traditional hake business when it diversified boldly by acquiring control of Australian fishing enterprise Mareterram.

Another big difference between Prem-



Fish and Sea Harvest brand. Sea Harvest – along with I&J and Lucky Star – are prob-

ably the best known seafood brands in South Africa's supermarkets.

According to Nielsen ratings, Sea Harvest is the leading brand in the South African retail frozen fish category.

The company distributes and merchandises its products to over 2000 retail stores in South Africa. But a little known fact is that Sea Harvest also packs frozen Cape hake and kingklip exclusively for Woolworths (a partnership that dates back to 1984), and ranks as one of the largest suppliers in the domestic foodservice industry (supplying Cape Hake, by-catch and a range of traded products to quick-service restaurants, fish & chip shops, hotels, institutional caterers and independent seafood

shops).

Sea Harvest – with access to a fleet of 29 vessels and employing close to 3000 people mostly in Saldanha Bay – is also considerably bigger than PremFish (although PremFish enjoys fatter operating margins).

It seems Sea Harvest could get bigger in the ensuing years. Mareterram already offers further scope for expansion via its vertically integrated agribusiness – which spans catching, processing and packaging tiger and king prawns.

In terms of organic growth, things appear to be going swimmingly. Brimstone has indicated that Sea Harvest has shown strong growth in the last five years with revenue and operating profits growing at a nifty compound annual growth rate of 15% and 22% respectively.

Financial statements seen by CBN for the year to end December 2015 showed revenue of nearly R1.4 billion and operating profits of R114 million.

Brimstone also pointed out that over the last five years operating margins expanded from 15% to 19%.

Almost 60% of Sea Harvest's revenues were generated in hard currencies with Europe and Australia being the Group's largest international markets.

Sea Harvest CEO Felix Ratheb said the company had ambi-

tions to become a diversified global seafood business. “The listing on the JSE is the natural next step for Sea Harvest. It provides the company with access to equity capital to invest in its assets, which will further enhance the group's margins and allow us to pursue further acquisitions in both South Africa and Australia.”

Broadly speaking Sea Harvest should, in years to come, be able to capitalise on the (relatively) low market penetration of fish (around 30%) amongst South African consumers.

What is reassuring is that Sea Harvest is able to source fish globally – via its relationships with regional Cape Hake producers and international whitefish suppliers. This should allow the company to leverage the strength of the Sea Harvest brand.

Ratheb also believes there is an opportunity for fattening operating margins. He said Sea Harvest had identified further opportunities to pursue margin enhancing investments.

“This will take the form of additional investment in land-based and vessel efficiencies and capturing more of the value chain.”

Most intriguingly, Sea Harvest's pre-listing documentation makes no bones about the possibility of acquisitive growth in

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Food for thought

THERE could be some spicy corporate activity and organic growth spurts amongst the Western Cape's largest food and beverages counters in the months ahead.

Stellenbosch-based liquor conglomerate Distell – which endured a tough six months to end December with consumer spending under pressure – was frank in its admission that securing new growth nodes depended very much on making acquisitions.

Distell has been fairly quiet on the acquisition front in recent years, and its two biggest deals involved buying French cognac maker Bisquit and whisky producer Scottish Leader.

But in a recent presentation, Distell CEO Richard Rushton indicated that “inorganic activity” was crucial to enhance existing markets and unlock new markets. He said there was a strong pipeline “with interesting potential for diversification and step change”.

The smart money suggests Distell will again look offshore for acquisition opportunities – the stronger Rand perhaps offering an additional incentive to clinch a deal sooner rather than later.

While Distell's focus is on building a global liquor business, there are also some interesting developments in South Africa that bear close monitoring.

Rushton – a former executive at beer giant SABMiller – has hinted that there may be a marked cut-back in the company's brands. He wants Distell to build a core set of strong brands. This will entail simplifying the brand portfolio – which spans wine, whisky, gin, cider, liquors, Ready-to-Drinks and brandies – to allow more resources to be invested in fewer brands.

This strategy, Rushton, reckoned, would allow Distell to play to its strengths.

In this regard, Distell is enjoying immense local and international success with its 4th Street wine brand – which again achieved double digit growth in the half year to end December 2016.

Rushton noted that

4th Street had been recognised as the world's fastest growing wine brand by authoritative liquor sector database, IWSR.

The success of 4th Street might suggest Distell is capable of achieving mass market success in wine in the same way the company built out its cider offerings, Savanna and Hunters Dry, into the second biggest cider production hub in the world.

While Distell deliberate about brands and acquisitive endeavours, CBN expects Drakenstein-based Rhodes Food Group to waste little time in eating up profitable market share. Late last year Rhodes – which produces jams, canned foods, pies, fruit juices and other fresh products – raised R662.5 million in an accelerated bookbuild.

That puts a lot of cash in Rhodes' kitty, and CEO Bruce Henderson said the proceeds would be used to fund planned capital expenditure and internal investment, create capacity for possible future acquisitions and to reduce debt levels.

“RFG's growth strategy is to complement organic growth with strategic, value-accretive acquisitions of food producers operating in allied product categories.”

Rhodes has already spent close to R1bn on acquisitions since listing on the JSE in 2014. To date Rhodes has smoothly digested these new businesses with its profitability increasing in line with the bigger revenue line.

The company has achieved a 27.7% compound growth in revenue over the past five years as well as consistent growth in market share as the acquisitions created access to new product categories, markets and customers.

It seems unlikely that Rhodes will let over R660 million burn a hole in its pocket – and with over R700 million invested in production capacity and efficiency since 2011, CBN believes another couple of acquisitions could be clinched by mid-year.

Meanwhile Swartland food bands behemoth Pioneer is likely to have a muted start

to the year. The company – which counts Sasko, Bokomo, Liquefruit, Ceres, Weet-Bix, Safari and Wellington amongst its best known brands – expects its earnings for the six months to end March to be between 38% and 55% lower than the same period last year.

But Pioneer advised that the second half trading to end September this year should be a lot more appetising. The improvement in profits will be fed mainly by reflect an improved performance due to an anticipated improvement of maize profitability; a satisfactory raisin crop; new Weet-Bix capacity coming on-stream; the commissioning of the

Aeroton bakery upgrade and bakeries in the Western Cape regaining momentum.

Respected agri-business analyst Anthony Clark, of Vunani Securities, reported that events at Pioneer's recent AGM suggested acquisitions remained on the cards to reduce the dominance and reliance of essential foods

(bread and cereals).

Clark reckoned some small bolt-on deals to the UK cereals business had occurred and there were plans to take the South African 'FutureLife' brand into the UK market.

Clark said: “I gain the sense that any Pioneer expansion will probably occur in either the UK, where Pioneer has an

established presence, or in to Eastern Europe.”

He pointed out that Pioneer had stated its ‘war chest’ would allow R4 billion for deals. “Thus smaller regional acquisitions in either the UK or in Eastern Europe – to gain a credible toe-hold – seems to be the modus operandi of management at this stage of development.”

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Public infrastructure at risk

KEY players in the engineering industry are taking legal action against the Department of Public Works (DPW) and the Engineering Council of South Africa (ECSA), alleging that the appointment of the new ECSA council is unlawful.

The court action arises from alleged irregularities in the appointment of ECSA's current 50-person council in September 2016; changes were made – without the legally-required consultation – to the outgoing council's approved list of members for the new council. The Engineering Profession Act 2000 (EPA) requires the Minister of Public Works to consult with the council if there are insufficient nominations.

There were 46 names and four vacancies in the list approved by the council last March. The

court papers allege that the final list of council members officially inducted by the Minister in September comprised 49 individuals with one vacancy – and that six people on the approved list were removed without consultation.

According to the South African Institution of Civil Engineering (SAICE), who is leading the legal action on behalf of 14 engineering associations and their 50,000-plus membership, the appointment of the current council is therefore illegal – throwing the integrity of ECSA into question and weakening the engineering profession in terms of quality and safety.

South African consultants work extensively globally and specifically in neighbouring states. International accreditation

through the Sydney, Dublin and Washington Accords, is dependent on a substantial peer review system for professional registration with ECSA, which the new council would allegedly replace with another system. The latter would allegedly dissolve the extensive peer review system and consequently compromise the recognition of professionally registered engineering practitioners internationally – as it is a prerequisite for being a signatory to these accords. Government-supported efforts to export professional services would thus also be jeopardised.

Industry players who have joined the court action say that the lack of integrity in the new ECSA council appointment process has opened the door for individuals who are

unknown to the industry, and who now have undue influence over the profession.

Concerns are also being expressed about the possible impact on international accreditation of South African tertiary qualifications, according to some Deans of Engineering around the country.

Issued by the following voluntary associations:

- Aeronautical Society of South Africa (AESSA)
- Concrete Society of Southern Africa (CSSA)
- Institution of Certificated Mechanical and Electrical Engineers of South Africa (ICMEESA)
- Institute of Municipal Engineering of Southern Africa (IMESA)
- SAICE Professional Development & Proj-

- ects (SAICE-PDP)
- South African Institution of Chemical Engineers (SAICChE)
- Southern African Institute of Mining and Metallurgy (SAIMM)
- Consulting Engineers South Africa (CESA)
- Chamber of Engineering Technology (COET)
- Institute of Professional Engineering Technologists (IPET)
- Southern African Society for Trenchless Technology (SASTT)
- South African Asset Management Association (SAAMA)
- South African Institute of Agricultural Engineers (SAIAE)
- South African Institution of Civil Engineering (SAICE)

Fishing sector (s)hake up

Continued from P2

South African seafood. Indeed Sea Harvest's strong broad based black empowerment credentials should allow the company to pursue opportunities in a regulated fishing sector and act as a 'consolidator' within the sector.

Of the proceeds to be raised ahead of the JSE listing, around R300 million is earmarked for settling third party debt as well as retiring preference share and loan arrangements with Brimstone. But there will be more than enough cash left on Sea Harvest's balance sheet to aggressively pursue acquisitions – locally and abroad.

Whether PremFish

– already subject to rumours around taking over the Saldanha Group – and Sea Harvest end up competing for takeover targets, it will be fascinating to gauge in the next two years as the new fishing allocations for 2020 draw ever nearer.

A fascinating development in recent years is that Sea Harvest has shifted into the retail sphere – and owns and operates seven of its own retail factory shops. Currently there are five stores in the Western Cape and two in Gauteng.

This retail aspect, while still at a fledgling stage, should perhaps not be underestimated.

Engen builds future leaders

Continued from P1

hardships to achieve their high results. We are proud of the Class of 2016 and wish them all the best in their tertiary studies and future careers," says Engen's Corporate Social Investment Manager, Mntu Nduvane.

The overall top learner in the EMSS Class of 2016 Unathi Bhodlingwe. Unathi, a learner at Umlazi High School in KwaZulu-

Natal, scored 93% for mathematics, 92% for science and 87% for English. She obtained an overall percentage of 91% and will be studying accounting at the University of Cape Town this year.

"Engen's drive to help learners pursue stimulating careers not only benefits these young people's lives, but the economy as a whole. We strongly believe that it is our responsibility and privilege to help young people with potential to overcome obstacles and thereby break cycles of poverty in the country," says Sulaiman-Bray, Engen's General Manager: Corporate Affairs.

There are currently nine EMSS schools across South Africa with classrooms at Zakariya Park Secondary in Gauteng and the Cape Peninsula University of Technology in the Western Cape. A further four schools are based in KwaZulu-Natal, with classrooms at the Mangosuthu University of Technology in Umlazi (Mantech), the University of KwaZulu-Natal (Howard Campus), Fairvale Secondary School and Ganges Secondary School in Merebank. In the Eastern Cape schools are based at the Nelson Mandela Metropolitan University in Port Elizabeth, the University of Fort Hare in East London and Cala High School, which is located in the heart of the rural Eastern Cape.

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The Zest WEG Group, a subsidiary of leading Brazilian motor and controls manufacturer WEG, started out as a South African company and maintains its strong commitment to contributing to the development of the African region. By leveraging best practice

engineering and manufacturing capabilities, the group is able to offer a range of standard off-the-shelf products as well as end-to-end energy solutions.

An in-depth understanding of the requirements for HVAC applications, access to quality product solutions and years of experience have ensured that the Zest WEG Group service offering is fit-for purpose. From single product installations to individually customised solutions, which are application specific, the latest technology is used to ensure optimum performance and reliability without

compromising on energy efficiency. WEG products are engineered to facilitate a safe and reliable plant environment with operational stability and the highest possible production levels as an objective.

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Air Products – the safest of places

AIR Products exceeded their previous records when they walked away with ten awards at the 2016 Noshcon Awards function. It is the most Noscars received in one year and with this record, they have raised the bar for themselves and proved that they are one step closer to excellence. As an organization that is known and respected for their safety track record, Air Products is determined to build on the success of these prestigious accolades.

Seven of the Air Products sites, including Cape Town, Port Elizabeth, Pinetown, Empangeni, Witbank, Newcastle and Springs received Noscars for continuing to meet the stringent criteria in their last National Occupational Safety Association (NOSA) audits. As the overall sector winner, the Kempton Park facility also received a Nascar.

In addition to these facilities receiving recognition for their efforts in protecting the environment as well as the health and safety of all our employees, two of the Air Products employees also received individual awards. Sue Nicholls received the “Corporate Group Risk Manager of the Year” award and Rushda Thomas the award for the “Environmental Coordinator of the Year”.

These awards highlight the commitment from individuals to continually improve vital aspects of safety, health and environmental management, not only for a specific facility, but for the entire organisation.

Corporate Risk Manager, Sue Nicholls commented: “Air Products has established a culture with a strong emphasis on health and safety and we appreciate the recognition that we receive for our consistent commitment to safety at the company’s nationwide facilities”.

According to Nicholls, the Nascar criteria are based on achieving high system compliance as well as a low disabling injury frequency rate (DIFR) consistently for three consecutive years. The enabling factors for Air Products to achieve and maintain its Nascar status is largely due to the commitment from Air Products’ management and staff, coupled with a sound safety, health and environmental management system.

“Air Products is proud of our achievements and receiving Noscars provides us with the recognition and assurance that we are one of the top performing companies in safety, health

and environmental management in South Africa. Furthermore, our employees can see that their efforts to participate in numerous health and safety-related programmes have paid off. Most

importantly, with the recognition from an industry body such as NOSA, our customers are assured that we are managing the risks related to our services and products” she said.



Sue Nicholls of Corporate Group Risk Manager with Justin Hobday (L) and Duncan Carlisle (R) from NOSA.



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R4.5m SAME Foundation Science Centre to give new hope to Manzomthombo learners

CHILDREN of Manzomthombo Secondary School in Mfuleni, Cape Town will soon reap the benefits of learning in modern science and computer laboratories, upgraded classrooms and lavatories thanks to the fantastic work done by the SAME Foundation.

Working in collaboration with donors such as Engen, SGS, TMS Industrial Services, Road Accident Fund, Grand-slots, Zonke Monitoring Systems, Conco Group, Ilex South Africa, Bidvest Facilities Management, ADB Safegate, SAMD and many more, SAME built and fully equipped four science labs, a computer lab, a library as well as the full refurbishment and upgrade of five classrooms and the boys and girls toilets. The auditorium-style classrooms include state of the art Smart-board technology with CAPS aligned software,



air-conditioning, new quality floors and ceilings, and a 24 hour security system. The total investment in this project amounted to over R4.5 million.

SAME Foundations Chairman, Trevor Pols, says "The new Science Centre and Computer Lab will allow the pupils of Manzomthombo to reach their full potential in both science and technology and career options for the learners. In the first year we have already noticed an increase of 8.9% in the matric pass rate."

Despite being situated in a disadvantaged community characterised by high unemployment and social strife, Manzomthombo Secondary School has consistently risen above these circumstances, defying the odds and remaining true to its motto of "Quality and Excellence".

The SAME Foundation is a national NPO that focuses on creating an environment where quality healthcare and education is available to everyone. This is done by renovating and equipping healthcare

and education facilities around the country that are in dire need.

Speaking about future projects, Pols, says that "This is the first of many such renovations to be completed around the Western Cape in partnership with the Department of Education and our loyal donors. We intend to replicate this model country wide and are appealing to corporates to partner with us in changing the lives of the youth of our country through the provision of quality education."

Be aware of atmospheric hazards in confined spaces

EACH year there are fatalities which occur while working in confined spaces, with the majority of deaths caused by atmospheric-related hazards.

"Using oxygen, fuel gases and equipment in confined spaces is one area in the industry that is neglected as far as safety," says Hennie van Rhyn, Application Development Manager: Cutting, Heating and Safety, Afrox.

A confined space can be defined as an area that has limited or restricted access, or an open vessel or structure that requires ladders, stairs or other means of entrance or exit.

Examples of confined spaces are boilers, pipelines, columns (boxes), silos, process vessels, ducts, furnaces, rail tankers, cold boxes, pits, drains, manholes, vaults, chutes and hoppers.

Confined spaces are generally opened when inspection, cleaning or maintenance is performed, such as pre-heating for a specific welding application, inspecting of welds, repairing trays in a distillation column, replacing linings in a storage tank, or repairing leaks in a heat exchanger, boiler or chiller coils in a rail car.

"Extreme caution must be taken before any oxygen/ fuel or welding application is used in any confined space," advises van Rhyn.

"Oxygen deficiency occurs at less than 19.5%. This will cause difficulty in breathing that could lead to a loss of consciousness or even death. Oxygen enrichment greater than 23% will accelerate combustion in the presence of an open flame or other source of ignitions."

He went on to say that "any fuel gas leak could create an explosive mixture with air in the confined space, and any ignition or open flame will cause serious explosions".

"Afrox strongly recommends that only fuel gases with a density less than air be used for any pre-heating, cutting, brazing or soldering applications in confined spaces, such as acetylene. Acetylene features a particular property of high value with a density of 1,095kg/m³ (at 15°C/1 bar).

"This means acetylene is about 10% lighter than air. If it should escape inadvertently, it will rise and disappear in the atmosphere. Any fuel gas mixed with air could

form an explosive mixture, while fuel gases that are heavier than air will sink to the lowest level and increase the risk of asphyxiation," explains van Rhyn.

Using acetylene for hot work processes means higher cutting speeds, faster start-up and pre-heating, concentrated heat input and therefore significant time saving.

New technology enables the use of acetylene with air (no oxygen) for pre-heating processes. This is totally safe, and eliminating the risk of any flashbacks occurring.

Acetylene and air burners are particularly suitable for pre-heating in welding or for the drying of the region near the weld or heat-affected zone. These flame gases are very dry in comparison with other fuel gases like LPG. As acetylene has approximately 30% less moisture content, the possibility of hydrogen-induced cracking in the weld or heat-affected zone is reduced.

Customers performing any hot work processes in a confined space must ensure that all the relevant permit requirements are in place and conduct risk assessments.

Robust performance from CAW

AFTER experiencing a challenging and turbulent year in 2016, the electric motor repair industry is starting to see light at the end of the tunnel. During 2016, CAW (Cape Armature Winders) weathered the many changes and challenges within the sectors it operates – mining, oil & gas, paper, steel and rail.

Its Electrical division expanded to build on extensive electrical experience in the heavy industrial environment following representation from customers who were looking for an all-inclusive solution from their supply chain.

CAW Pumps division expanded into larger premises in order to handle the increased interest in repairs and refurbishment of pumps and related equipment. CAW Pumps service and maintain many of the City of Cape Town's pump stations, and have partnered with Sulzer, Rapid Allweiler, and Wilo, to provide a reliable, OEM quality service.

Partnering with INDAR and Bakker



CAW dredge motor

has grown the sub-Saharan repair market with alliances and local facility upgrades locally, resulting in long term benefits and cost reductions to CAW customers.

CAW's Vibrator Motor Test Facility was commissioned in partnership with De Beers. This new facility represents a strategic investment for CAW, enabling growth and innovation in the industry.

CAW's partnership with De Beers to maintain their electric motors has been an on-going commitment

to the company for the past decade. The latest project involved the repairs to two 26 ton dredge motors used for underwater excavation on one their self-contained floating mining operation, the "Mafuta" off the Namibian coast.

The repairs partnership between CAW and the SA Navy has commenced, as the company undertakes the repair and maintenance of electrical equipment to the Navy's fleet. We are excited to continue our track record of superior service to the SA Navy.

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Wine and Olive Oil Production Expo heads for Cape Town in 2017

SOUTH Africa is the eighth largest producer of wine in the world with export volumes having doubled in the past ten years. According to a study commissioned by the SA Wine Industry Information & Systems (SAWIS), published in January 2015, of the R36.1 billion gross domestic product (GDP) contributed by the wine industry to the regional economy, about R19.3 billion eventually would remain in the Western Cape to the benefit of its residents. Growth in contribution to GDP has been in excess of 10% per annum since 2003. Exports to Europe and the USA remain strong whilst export sales into Africa are also growing.

Many wine farms have also diversified into other products with olive oil being popular as some of the equipment and machinery used in the production of wine can also be used for producing olive oil. This brings additional benefit to farmers as olive trees require little water and need hot conditions to grow, which is ideal in the local climate conditions.

Bringing wine and olive oil production and supply into the spotlight will be the newly-launched Wine and Olive Oil Production Expo which will be taking place in Cape Town in October 2017, co-located with the acclaimed Propak Cape exhibition. Showcasing a wide range of the latest equipment, machinery, products



and services from leading local and international manufacturers and suppliers to wine farms and olive oil producers, the Wine and Olive Oil Production Expo will offer an ideal marketing platform for exhibitors. Visitors will have the opportunity to interact with top industry experts and gain invaluable industry insight.

A series of free-to-attend seminars will add further value to the expo with discussion topics such as sustainability, lightweight packaging options for wine and olive oil, recycling, mechanisation and the use of technology in the wine making process, ingredients, water purification, and many others.

“We have been in discussion with many wine farmers and industry suppliers in the Western Cape and they agree that a show of this nature can bring valuable benefit to these mar-

kets,” says Joshua Low, Portfolio Director, Specialised Exhibitions Montgomery.

“Bringing the new Wine and Olive Oil Production Expo alongside Propak Cape aligns the synergy of both exhibitions. Propak Cape will be showcasing the full industry lifecycle from raw materials and processing to packaging, plastics, printing, labelling, logistics, warehousing, recycling and waste management. The Wine and Olive Oil Production Expo will cover the full supply chain up to the point of packaging including, but not limited to, suppliers of fertilisers, chemicals, vines, and all the machinery used for separation, filtration and ageing of wine.”

“The global and local exhibition industry remains robust and, as the industry grows, so do the excellent results achieved by exhibitors,” says Low.

“Exhibitions offer a powerful medium to source new customers, engage with existing customers, build brand awareness, launch new products and generate sales and leads.”

Propak has previously been endorsed by the Institute of Packaging SA, Plastics SA, Printing SA and the Italian-South African Chamber of Trade and Industries. The show is organised by Specialised Exhibitions Montgomery, a member of the prestigious Montgomery Group, one of the most widely respected exhibition companies in the world with trade shows, consumer shows and specialist projects currently spanning Europe, the Middle East, Africa and Asia.

The Wine and Olive Oil Production Expo and Propak Cape 2017 will be taking place at the Cape Town International Conference Centre (CTICC) from 24-26 October 2017.

Machine Tools Africa to showcase latest technology

TAKING place at Expo Centre, Nasrec in Johannesburg from 9-12 May, Machine Tools Africa 2017 will bring machinery alive through the daily demonstrations and interactive displays. On view will be equipment in machining such as turning and milling, grinding and drilling, as well as all types of sheet metal machinery, laser, plasma cutting, bending and punching and presses. Also exhibiting will be various suppliers of Tooling and CAD CAM software who are an integral part of the successful machine shop.

Visitors will be able to meet with companies such as Amada, TH Machine Tools, Victor Fortune, Retecon, Puma Machine Tools, PIM, Magnum Machine Tools, DURMA, Siemens, CML Machine

Tools, Walker Machine Tools, First Cut, Toolquip & Allied, Craft Machine Tools, PBS Machine Tools, YASKAWA Southern Africa, FANUC South Africa, MicroStep South Africa, WD Hearn Machine Tools, F&H Machine Tools, Haas Factory Outlet CNC Machine Tools SA, RGC Engineering, Extreme Machine Technologies, CNC Clear Cut, MJH Machine Tools, Efamatic Machine Tools, Flexilube, Samsung Machine Tools, amongst many others.

Free-to-attend technical seminars hosted by the South African Institution of Mechanical Engineering (SAIMEchE) at Machine Tools Africa will present valuable content for delegates and CPD points can be earned. Topics will include a discussion around Industry 4.0

and whether Africa is ready for digital transformation. Intelligent Manufacturing will come under the spotlight with the presenter looking at demystifying productivity and performance. The Future of Manufacturing session will look at opportunities driving economic growth, whilst another session will address the skills shortages among artisans, technicians and engineers. Attendees can also benefit from the South Africa Manufacturing Forecast 2017 – 2020. Details of the full seminar programme will be available online shortly at www.machinetoolsafrica.co.za

Over 100 companies will be exhibiting at Machine Tools Africa 2017. These will mainly be the local machine tool suppliers together with their international principals.

Canon launches new i-SENSYS printer

CANON Europe has introduced the i-SENSYS LBP312x, a small footprint, high-productivity printer for use where space is a premium. The new device combines sharp, rich print output at fast speeds with high capacity paper trays, double-sided printing and versatile mobile connectivity.

This black and white printer claims advantages in speed, footprint, print quality, paper capacity and running costs.

Compact footprint combines high productivity and fast wake up

Based on an innovative, more compact print engine, and smaller toner cartridges, its small footprint

means it can be placed closer to users, providing immediate access to high-speed, quality, mono print output.

The LBP312x delivers A4 and A5 print at speeds of 43ppm and 65ppm respectively and is ready to print in seconds from power off and sleep when the Quick Start Up or Recovery modes are enabled. The high-yield cartridges promise more pages can be printed between refills.

Versatile configuration options

The printer has one 550-sheet paper cassette which can be extended with up to three more standard cassettes of 550 sheets each. So as well as increasing paper capac-

ity to reduce reloading frequency, it's also possible to print on up to four different sizes of paper, or different types of headed paper or forms, without having to reload.

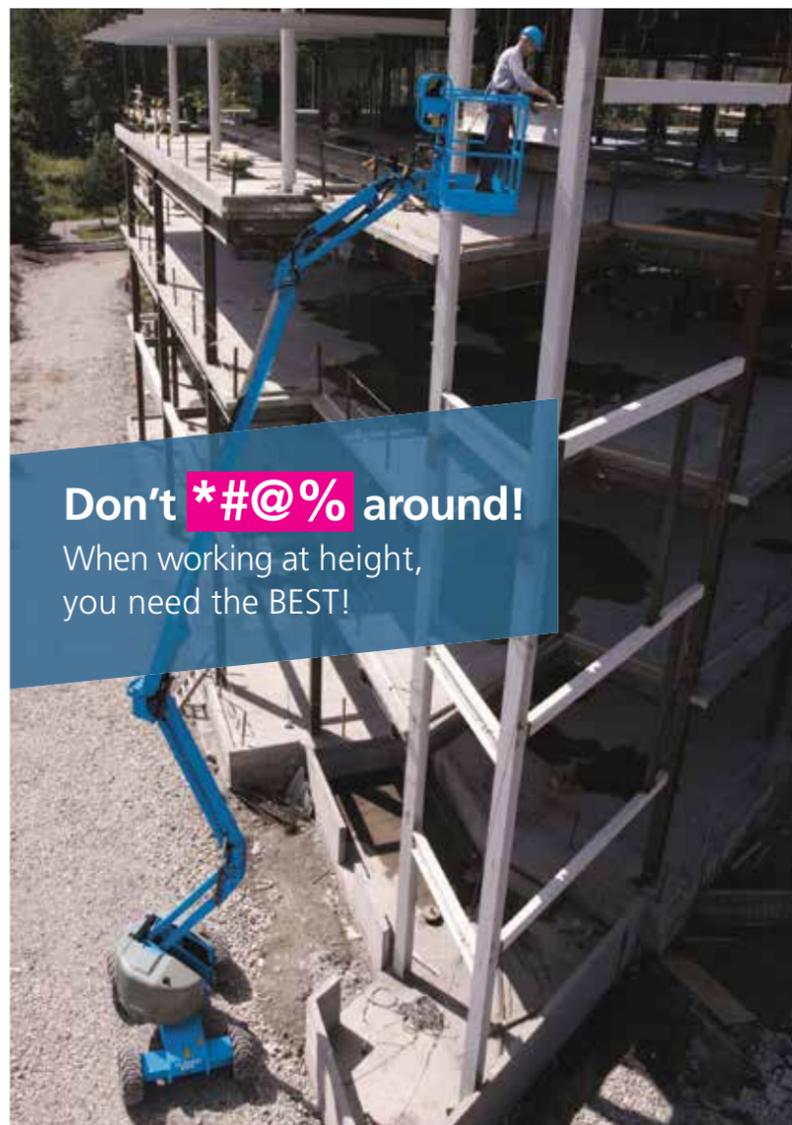
The LBP312x supports a wide range of cloud and mobile technologies, including the Canon PRINT Business app, Apple AirPrint, Mopria and Google Cloud Print. It's optimised for PCL and PostScript environments, and compatible with managed services, including e-Maintenance remote service management system and uniFLOW output management.

The new series will be available from April 2017.



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Self-erecting crane launched

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

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

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

The Potain Hup 40-30 has a 40m jib and boasts 16 configurations enabling it to be

easily adapted for a range of job site applications. The crane has a maximum capacity of 4 tonnes, while it can lift 1 tonne at its jib end of 40m.

As with the Hup 32-27, the new Hup 40-30 features a telescopic mast for a range of working heights. This design boosts the height under hook attainable by the crane to 25,6m in its low position, and 30m when extended to its greatest height. The logistics are also improved, as no extra mast is required to install the crane.

Further versatility is delivered with the crane’s luffing jib that offers three positions: horizontal, 10° and 20°. These options give the

crane a height under hook range of 20m to 40m. Shortening or extending the jib is a swift and straightforward operation, with the Hup 40-30 offering convenient configurations for both short and long jib lengths.

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

“Customers will benefit from even greater flexibility and adaptability with these new designs and technologies, enabling them



to cover a much wider range of jobs with a single machine.”

Operator efficiency on the Hup 40-30 is maximised through Manitowoc’s remote control unit, which features a large, coloured screen with easy-to-use navigation and optimised ergonomics for

operator comfort.

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

The Hup 40-30’s hoist unit features Potain’s high per-

formance lifting (HPL) technology delivering impressive lifting speeds.

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

crane maintenance throughout its lifecycle.

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

SA’s first climate change court case



IN South Africa’s first climate change court case, non-profit environmental justice organisation Earth-life Africa Johannesburg (ELA), represented by the Centre for Environmental Rights, presented compelling arguments to the North Gauteng High Court why the Minister of Environmental Affairs’ decision to uphold the environmental authorisation for the proposed Thabametsi coal-fired power station in Limpopo must be set aside.

ELA argues that:

1. the Department of Environmental Affairs (DEA) granted the environmental authorisation for Thabametsi without adequate information about the station’s climate change impacts; and
2. on appeal by ELA, the Minister of Environ-

mental Affairs correctly called for a climate change impact assessment for the power station, but should have referred Thabametsi’s application back to the DEA to make a fresh decision about the authorisation, once properly informed by the findings of that climate impact assessment. Instead, the Minister rejected ELA’s appeal, thereby upholding the authorisation.

If ELA is successful, the authorisation for Thabametsi will be set aside and referred back to the DEA. The DEA will then need to consider the full and final climate change impact assessment, along with public comment thereon, before making a decision whether to re-issue the authorisation. Such an order by

the court would also have wider implications for the consideration of climate impacts in the authorisation of future coal-fired power stations.

Despite the fact that Eskom has been reporting excess electricity capacity since May 2016, both the Minister and Thabametsi argued in court that ELA’s position ignored economic considerations given South Africa’s “energy crisis” and developmental needs. ELA rejects the argument that its case has anything to do with energy security; instead, it contends that DEA needed to know what the power station’s climate change impacts would be before it could weigh these impacts up against any developmental needs. It is also well established that climate change will significantly impact the country’s developmental needs, which include the need for water, clean

air and clean energy.

ELA also disputed arguments that the consideration of climate change impacts could be more appropriately dealt with through the Air Quality Act as part of the air emission licensing process, which process is dealt with by Municipalities and not DEA. Although greenhouse gas (GHG) emissions are a significant contributor to climate change, climate change impacts are far broader than GHG emissions, as some of these impacts include increased water scarcity, more extreme weather events (such as droughts and flooding) and temperature increases.

Judgment on the case has been reserved. Thabametsi still requires an air emission licence, a water use licence, and a licence to generate electricity from NERSA.

Thabametsi’s own reports indicate that the power station, if it proceeds, would have an operational lifespan of 40 years. It would emit 8.2 million tons of carbon dioxide equivalent each year, thereby contributing up to 2% to South Africa’s total GHG emissions by 2020, and up to 3.9% by 2050.

The power station would therefore contribute to climate change in South Africa and globally. South Africa’s own national climate change response policy confirms that the country is extremely vulnerable to the impacts of climate change.

FEDHASA clears up DHA confusion

THE Federated Hospitality Association of South Africa, FEDHASA, has attempted to dispel the confusion caused by a media briefing by the Department of Home Affairs (DHA).

The confusing statements follow a meeting attended by stakeholders in the hospitality and tourism industry addressed by the Minister of Home Affairs, Malusi Gigaba on the 31st of January 2017.

FEDHASA’s response: “There has been reference to a requirement for all businesses in the South Africa to employ a minimum of 60% South African citizens. However this requirement, a provision in the Immigration Act and Regulations, only applies when a foreigner makes application to the Department of Home Affairs for a Business Visa with the intention of starting or investing in a business in the country. One of the conditions attached to the Business

Visa is that the applicant undertakes to employ not less than 60% South Africans including permanent residents within a period of 12 months from the date of issue of the visa. There is currently no provision in South African labour legislation that makes reference to the employment of a minimum of 60% South Africans.

“The majority of FEDHASA members employ well over 60% of South Africans in their companies many of which are 100% South African Employees. FEDHASA encourage members to abide by labour laws, and if they are hiring foreign employees, they must follow immigration regulation in terms of quota system, rare skills, and obtain necessary documents from the DHA.

“At the meeting, the Minister expressed concerns on behalf of citizens as to the issue of non-South Africans working in the industry, and this became a topic

of conversation. FEDHASA’s response was that research is required to find out if this is simply a perception or the reality. We currently have no data available as to the ratio of South African citizens to permanent residents employed in the sector.

“A further concern was raised about the perception that there is illegal employment of foreigners who are working without the correct entry permits or visas in the industry, especially when it comes to restaurants.”

In South Africa, travel and tourism’s contribution to GDP in 2015 stood at R375.5bn (9.4%) and is forecast to R555.1bn (10.6%) of GDP by 2026. FEDHASA is committed to working collaboratively with government and other stakeholders to ensure the country’s vital tourism and hospitality industry is fully compliant with South African labour laws and continues to be a key driver of economic growth.

Key milestones for the renewable programme

THE Renewable Energy Independent Power Producer Procurement (REIPPP) programme has established a flagship public-private partnership model for South Africa and the rest of the African continent.

Six bid windows of the REIPPPP have secured:

- A total of 102 projects being procured, bringing investments of R194.1 billion, of which R53.4 billion was from foreign

investors. The green industry has started to develop to the point that some manufacturers have become exporters of renewable energy plant components;

- Sixty-four (64) projects have signed contracts representing 4 006 MW capacity, of which 3 051 MW were on-line (including early operation) as at 17 January 2017;
- Fifty-seven thousand (57 000) jobs

being created for South African citizens, of which more than 47% are for the youth.

- Socio-economic development initiatives have been initiated in local communities, while a significant contribution has been made to a cleaner environment and to helping South Africa meet its international Climate Change Mitigation commitments.

Can South Africa get on to the energy bandwagon?

BRITISH oil major BP in its 2017 annual energy Outlook, predicts that oil and gas, together with coal, will remain the main sources of energy powering the world economy for at least the next two decades, accounting for more than 75% of total energy supply in 2035, compared with 86% in 2015.

Gas demand grows more quickly than either oil or coal over the Outlook period says BP, with demand growing an average 1.6% a year. Its share of primary energy overtakes coal to be the second-largest fuel source by 2035. Shale gas production accounts for two-thirds of the increase in gas supplies, led by growth in the US. Liquefied Natural Gas (LNG) growth, driven by increasing supplies in Australia, Mozambique and the US, is expected to lead to a globally integrated gas market anchored by US gas prices.

A local example being Italy's oil and gas major Eni SpA which has initiated a US \$8 billion investment in the first phase of development of the Coral gas discovery

in deep waters offshore Mozambique. The Coral South project entails the construction of six subsea wells connected to a floating production facility FLNG (Floating Liquefied Natural Gas), with a liquefaction capacity of over 3.3 million tons a year, equivalent to around 5 billion cubic metres.

The whole Coral field, located in Area 4, is estimated to contain about 16 trillion cubic feet of gas.

Against these predictions, what are the challenges and opportunities for South Africa's offshore drilling and mining industries?

There are more than 200 companies registered under the South African Oil and Gas Alliance that provide supporting products and services to the offshore oil and gas industry.

The Centre for Policy and Regulation SAMSA – South African Marine Safety Authority - in its Offshore Oil and Gas – Industry Profile states that the offshore



oil and gas industry is highly fragmented and is represented by a few dominant companies that often compete head on leading to a lack of cooperation beyond ad-hoc project-based activities and little or no cooperation in market activities.

Although a wide range of infrastructure is available to service the industry, the document states, it has not been upgraded for many years, lacks maintenance and operational efficiency. Moreover, the existing facilities do not meet the requirements of modern rigs and drilling vessels. This is related to the size

and draft of dry-dock capacity, berth drafts, size and availability of lifting capacity, the lack of Goliath cranes and of port warehouse facilities, among others.

In an African context, the South African infrastructure might seem competitive, but as the market served is international, it requires facilities to match global competition to capture a larger market share.

Too expensive, no clear vision

Port charges and dues, docking and dry-docking fees are perceived to be excessively high and are not in line with

international levels. This creates problems for the competitiveness of the industry as these fees are regarded as an impediment to the promotion of South Africa as the preferred location for the region for major upgrades and refurbishments.

The South African Government does not have a clear strategic policy to develop the industry. This lack of vision and policy fragmentation across all spheres of government tends to impede the growth of the industry. As a result the industry has been falling behind other regional players that are strongly supported and whose needs are understood by their governments. One example is Walvis Bay, which is in direct competition with the Western Cape.

Support services

The support industry is largely outside the harbour area across many parts of the cities, thus providing inefficient services to the market. Skills development and competence are lacking at both vocational and academic levels in

the field of marine and offshore engineering and the pool of workers and engineers is very limited.

Fabrication and construction

The large yard at Saldanha Bay has a capacity of 5000t a year of fabrication capacity.

Repairs and maintenance

The Port of Cape Town is the main centre for the repair and upgrade of upstream offshore vessels and equipment due to its strategic location and the depth of services available. Although Cape Town's dry dock is the largest one in Africa, the country does not have a dry dock facility capable of handling drillings rigs or the new generation drill ships.

Local suppliers also provide a wide range of pumps, valves, pipes, motors, instrumentation, and process equipment.

General and technical support services

These include general services such as le-

gal and finance while technical services include a significant cluster of companies doing inspection and maintenance, training, diving services, ROV (remotely operated undersea vehicles) operation and repair.

Sector opportunities

Beyond the country's borders, sub-Saharan Africa represent one of the fastest growing and highest potential oil and gas exploration and production areas in the world. Most of the new developments are still in the relatively early stages of what promises to be a huge build-up of infrastructure and activity. Total investments in the offshore maintenance, modification and operation segment of the sector were \$153bn in 2013.

Continental developments which could be market opportunities for the South African oil and gas industry include West and East Africa and Mozambique where gas reserves are considered to be the largest anywhere in the world, more than 30 trillion cubic feet.

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The company also provide an end to end service of specialised vessel management in terms of the procurement of manning, victuals, spares and bunkers for delivery voyages, dry-docking and lay-ups.

All recruitment is carried out in accordance with national recruitment policies, from a thoroughly screened database. Elite is committed to placing the most suitable candidates in line with the legislated Manning Requirements and the client's corporate culture.

Elite Maritime's employment contracts are between the employee or contractor, with the company taking responsibility for salaries administration, personal insurance, industrial relations and compliance with all statutory employment regulations.



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Target Rigging continues to invest in materials handling equipment

FROM small humble beginnings in 2001 with 1 crane truck and 2 lowbeds, Target Rigging has continued to invest and expand in materials handling equipment.

Presently Target Rigging has the following equipment:-

- 5 crane trucks of various sizes and capabilities;
- 4 truck tractors;
- 4 forklifts of which the largest is a 12 tonner with exten-

sion forks;

- 4 mobile cranes in an associate company, D & H Cranes, with a 55 tonner being at the top of the range; and
- About 8 trailers of various descriptions.

The trailers include a 4 axle extendable lowbed with ramps which under permit can transport 55t. This was purchased in 2016 to cater for the need to transport 12m flatracks and over height contain-

ers requiring minimum height. These containers and flatracks are accommodated on the lower level of the lowbed and in certain instances, eliminate destuffing the containers prior to arrival at the customers.

There is also a 4 axle lowbed trailer with a folding gooseneck which under permit can carry 50t. This is ideal for construction equipment, even compactors which do not have wheels or tracks and are capable of damaging the

deck. This particular lowbed transports them with ease.

In addition, the company has substantial quantities of rigging equipment including platforms, spreader

beams up to 20t each and much more. Where necessary, the company manufactures specialised equipment for specific jobs.

Health and Safety has become an essential

requirement in many industries and. Target Rigging boasts an enviable safety record which is enforced through continuous training and inductions at sites. We adhere to all requirements

by clients including the provision of complete Safety Files.

The company is conveniently situated at 1 Consani Rd, Elsie's River in the Consani Business Park.

BT Reach Trucks for Spar W Cape feature enhanced lift and capacity

TOYOTA Forklift, part of EIE Group, has handed over 17 machines for warehousing and distribution to Spar Western Cape, including the first BT Reach Trucks to be supplied with the new 13m mast and 1,000kg capacity.

The machines, supplied on an outright purchase basis with a full maintenance agreement, were ordered at the end of June 2016 and include BT RRE200 (2t) Reach Trucks for operation in both cold storage and ambient conditions, Opus OSE250 order pickers and Orion LPE200 pallet trucks. With advanced ergonomics, the machines will be deployed for pallet put-aways and retrievals into and out of racking, pallet transporting and picking.

"The award of the contract was based on the unrivalled features of these machines, which are designed around the four core values of safety, productivity, durability and drivability, as well



as on the long term working relationship we enjoy with the client – as part of our commitment to building partnerships for life," says Gary Neubert, EIE Group's CEO.

As one of Toyota Forklift's best-in-class brands, the energy efficient BT Reflex range of reach trucks offers high acceleration and exceptional drivability for optimum horizontal transportation and stacking. The transitional lift control (TLC) enables high lift speeds for increased productivity, while ensuring lift and lower movements are completely smooth,

protecting the load and assuring safety. Other safety features include an automatic parking brake, and a 360 degree steering, which not only saves steer wheel wear but also reduces driver fatigue, in addition to allowing for faster pallet put-aways and retrievals.

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Goscor has record month

A fine year all-round has culminated in Goscor Rental Company (GRC) having its best

month ever in November 2016 and according to GM Shaun Morton, the company's

success is a result of the team delivering world class service to its customers.

GRC is a division of Goscor Lift Truck Company (GLTC), part of the Goscor

Group of Companies and rents Crown, Doosan and Bendi forklifts and material handling equipment on a short-term basis to a wide range of customers. It also sells top quality, refurbished second-hand equipment.

"The entry level requirement of a business like ours is excellent product and that we have. All three of these brands are world leaders," says Morton. "But our success is a result of making the most of these brands through providing a world-class service to match their quality and we have managed to do this through an exceptional team performance," he says.

He adds that from the operators and drivers through to the technical, admin, sales, marketing and support staff and management everyone has shown an extraordinary dedication and commitment which has resulted in rapid growth and now this record month. "We are all very proud to be part of this winning team," he says.

The new equipment market has shrunk by almost 30% over the past two to three years, which means that companies are holding on to machines for longer periods and are generally looking to save money wherever they can. "This has boosted the rental and refurbished sales market considerably and has meant the more creative solutions are required," says GRC sales manager Tanya Brummer.

many factors into account and ultimately give the client the solution that best suits their needs," she says.

Darryl Shafto, GLTC MD, says he is delighted with the performance of the GRC team. "Through their efforts they have built a reputation for reliability and value for money and, therefore, they have a very loyal clientele," he says.

GRC which has a fleet of more than 700 machines, caters for the electric, LPG and diesel markets, provides big and small machines and has a team of qualified mechanics for each type of machine as well as highly trained operators and battery experts where required. All of its refurbished and rental machines are engine-inspected and fully load-tested.

The Goscor Group, has recently been acquired by Industrial Services Holdings (Pty) Ltd. (InServe), a new entity, which was created to give comprehensive service to the South African industrial services sector.

"One of the secrets to our success is the way in which we handle the equation of short-term rental versus long-term rental..."

"One of the secrets to our success is the way in which we handle the equation of short-term rental versus long-term rental versus refurbished purchase versus new purchase. We take

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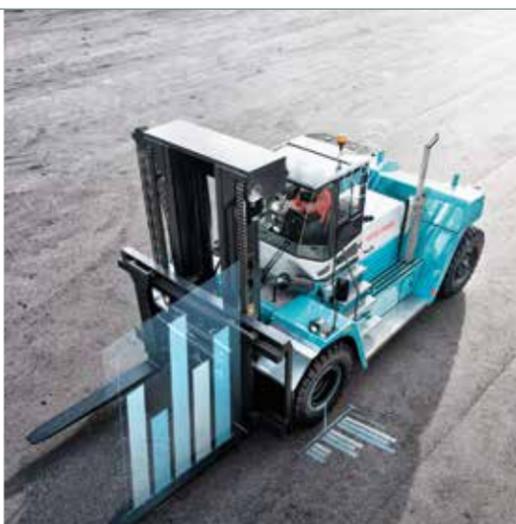
Front row seated, (l to r): Grany Letswalo, Tebogo Mohlaka and Annaria Mokoena. Back row standing (l to r): Lavesh Gunpath, Monique Voster, Tanya Brummer, Rene Groenewald, Amanda Manana and Ephraim Dlodla.

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Kempston- new distributor for Clark forklifts



WHEN the world's pioneer in the forklift sector partners with South Africa's largest privately owned transport and related group of companies, clients can be assured of high-end quality products matched with outstanding customer service.

This is exactly what the South African supply chain sector can look forward to following a recent announcement that Kempston Material Handling is the new distributor of Clark Forklifts.

Given the history and reputation of both companies, the synergy between the two bodes well for a successful partnership.

The Clark name is synonymous with forklifts, being at the forefront of material handling advancements for decades. The reliability of the Clark machines has always been a strong point since they produced the first forklifts way back in 1922, which is why Clark machines are some of the oldest equipment in the market still running today in certain applications.

Its presence in South Africa gets a substantial boost now that it is represented by Kempston Material Handling division. Speaking after the landmark announcement, Jonathan Cotterell of Kempston Group explained that the company is giving the Clark brand a new lease of life in South Africa.

"Clark has historically been a very strong player in the 4.5 to 8 ton space with excellent products at competitive prices, but in the past has not been strongly marketed in the high volume 1.8 – 3.3 ton market" he said adding that the Clark Forklift brand is in sound hands thanks to the support offered by the Kempston Group.

A comprehensive range of in-house finance, insurance, leasing, long and short-term rentals as well as spare parts stockholding, make Kempston the ideal partner for this ubiquitous machine range.

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FOR optimum performance of automated doors it is recommended to carry out preventative maintenance by a reliable company with trained technicians using original parts.

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Maxiflex technicians are trained and able to perform any service, repair or upgrade required on any of the products in the range. In addition to providing access to a facility and improve the flow of goods and people, specialised doors help to conserve energy so a preventative maintenance programme is key to extending the life of both equipment and working environment, avoiding safety and security problems before they occur.

Maxiflex has over 25 years' experience in servicing, maintaining and repairing industrial doors and loading dock equipment, offering quick turnaround times and its fully trained technicians deal with customer problems professionally and efficiently.

Products and service resources are available throughout South Africa, from its branches in Johannesburg, Cape Town, Durban, and Port Elizabeth.



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New MD for Babcock's Equipment business



Babcock has appointed David Vaughan as the new Managing Director - Equipment. Vaughan was previously Sales Director of the business and has been with Babcock since 2005 when he joined as a regional general manager.

Licensed to load

JOHN Valentine, Director at Real Telematics comments that most forklifts are more expensive than a car and many forklift operators/drivers do not have their own car licence. Often they are happily given access to a forklift to operate worth hundreds of thousands of Rands, not to mention the stock values.

Luckily, much of this associated risk can be

countered through the simple introduction of Access Control to the forklift which only allows authorised use to drivers with tags, to machines as specified and on condition of appropriate licensing. Real FMX already does this and also includes a Driver Licence Reminder Alert, configurable to set dates. Real FMX also offers a built-in driver incentive pro-

gram which measures set KPI's for drivers and then generates a Driver of the Month certificate. Believe it or not that small bit of recognition goes a long way to introducing the correct driver behaviour.

Real FMX, delivers a powerful intervention tool, that can control machine access, proportion accountability, and be the backbone of credible analysis.

New backhoe revealed



HPE Africa's newly launched H940s backhoe loader series.

HPE Africa's newly launched H940s backhoe loader series, which replaces the H930s, has been well received by the local market.

"Customers are impressed with this machine's unequalled value in terms of fuel efficiency, low operating costs and powerful loader performance, even in tough operating conditions," states Alex Ackron, managing director, HPE

Africa, part of the Capital Equipment Group (CEG) of Invicta Holdings Limited. "We have also had positive feedback about Hyundai's new features for improved operator comfort and simplified maintenance, as well as technical advancements for precision control."

"The robust H940s backhoe loader series is designed to meet growing demand from businesses that need compact machines for smaller projects, without having to make a substantial capital investment in large excavators and loaders.

"Central to this machine's backhoe performance, is an integrally welded high strength loader boom that allows for clear visibility when the operator is digging around buried

constructions like water mains, sewer pipes and utility lines. Optional features include pilot controls for improved precision when excavating and an extendable dipper enhances the machine's versatility.

"Also notable is after extensive onsite testing and analysis over 750 hours, fuel consumption was recorded at an average 5,5 litres per hour. Machines are supported by HPE Africa with a two year/3 000 hour warranty."

Critical features include a rigid loader frame for greater lifting capacity and an optional return-to-dig function that reduces loading cycle times. A four wheel drive system is standard with differential lock to improve traction.

The optional 'ride control system' improves

productivity, safety and operator comfort. A shock absorbing accumulator minimises loader arm bounce, reduces material spillage and improves travel with a full bucket. Standard power shift transmission provides fast, easy and efficient operation.

Hyundai's load sensing hydraulic system distributes optimum power to hydraulic components based on the load demand required. Sufficient flow is provided, whether the machine is operating in a trenching application, for fine control digging, or when suitable speed is needed for high productivity applications. An adjustable flow control system (AFCS) is particularly useful when travelling on roads.

Power is provided by a fuel efficient, low noise, environmentally friendly turbo charged Perkins 2 tier diesel engine. For easy serviceability and reduced maintenance time, the tilt-up hood provides convenient access to the engine compartment, with ground access to critical service items and grease points.

HPE Africa – exclusive distributors in Southern Africa for Hyundai wheel loaders, wheeled and tracked excavators and backhoe loaders – also supplies Soosan hydraulic hammers.

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Their multi strand technology allows the load on the bearing surface of sheaves to be spread over more strands than conventional 6 strand ropes, reducing fatigue and extending the service life of the wire rope. While the compaction of the strands results in a greater fill factor which reduces crushing on multi layer drums and increases abrasion resistance. The improved design of the polymer infused rope core, seals in lubrication, prevents internal wire breaks and lowers incidents of bird-caging.

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and get the benefit of longer rope life and less crane downtime.

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- 6x19 FC/IWRC

Specialised Crane SWR

- 19x7 IWRC
- 18x7 FC
- 35x7 Compact WSC
- Maxipact
- Maxilift
- HD8K
- Turboplast

Stainless SWR

- 1x19 SS
- 7x7 SS
- 7x19 SS

PVC-Covered SWR

- 6x7 FC
- 6x19 FC

STEADY growth in most of its business units, combined with a concerted effort to improve its customer service and remain at the top of its game, has seen Skyriders Access Specialists increase its staff complement by 30% in 2016.

The increase in workers is a sure-fire indication of sustained growth at the rope-access specialist, which still derives 75% of its workload from the South African market. "There was certainly an increase in turnover last year," Skyriders Marketing Manager Mike Zinn comments.

"The majority of our targets that we set for the business were met and, in a few cases, exceeded. Our focus going forward in 2017 will be to consolidate what we achieved during the latter stage of 2016," Zinn adds.

Electricity utility Eskom remains a major client, with Skyriders enjoying an ongoing scope of work at both Medupi and Kusile Power Stations, as well as at the Ingula Pumped Storage Scheme. Another major source of repeat

work has been various projects for Sasol.

The big challenge for Skyriders in previous years has been the quiet winter months, during which time there is little opportunity to undertake any regular maintenance work at the power utility. This trend was finally broken in 2016, with an extremely busy winter for all Skyriders' clients.

"A trend that we are picking up on is new and old clients experimenting with our alternate access service offering in order to assist with their maintenance budgets, which are being stretched further as cost-cutting and lacklustre

economic growth take bite," Zinn explains.

Skyriders offers a variety of rope-access aided services to numerous industries, such as power generation, petrochemical, mining, heavy industry and facilities management. "We look forward to the official launch of two new services in 2017," Zinn reveals.

Current services include non-destructive testing (NDT) and inspection, concrete inspection and repairs, application of coating systems, working-at-height safety systems, welding, and confined-space rescue and standby.

How much life is left in your crane?

KONECRANES can help assess whether your cranes are capable of meeting growing production demands, or if you're using your crane for purposes other than how they were originally classified. If you have safety issues or aren't sure if it's time to modernize, a Konecranes Crane Reliability Study (CRS) can give you the information you need.

This is an engineering assessment that studies the current condition of your crane and provides a theoretical estimate of its remaining design life. The study looks at structures, mechanical components and electrical systems, and highlights possible maintenance and modernization needs.

Three service products

Konecranes RailQ Runway Survey is an industry-leading crane rail analysis. It delivers accurate alignment information of your rail and expert recommendations for corrective action.

Konecranes RailQ Runway Survey uses a



much faster, remotely operated robot combined with a visual inspection to provide you with an in-depth view of the alignment and condition of the crane rail. RailQ measurements include span, straightness, elevation and rail-to-rail elevation.

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Konecranes engineers review all collected data and provide recommendations for corrective actions.

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the end carriages must be parallel to each other and perpendicular to the bridge girder for the crane to track properly. In addition, the geometry of the end trucks themselves is verified, as is the alignment of the wheels within the end trucks. Finally, the girders for the crane are measured for camber.

CraneQ is based on advanced and traditional measurement methods. Proprietary software and skilled survey technicians provide an extremely accurate geometric analysis of your crane. In addition to the survey results, we share our expertise to help you to plan corrective actions.

RopeQ wire rope inspection

Throughout a wire rope's working life, the wires, strands and core that comprise the wire rope are subjected to tension, bending and abrasion. If too many of these wires are broken or the core is damaged, the strength and safety of the rope is compromised.

During a typical inspection, only the outer wires and strands of the wire rope can be visually inspected. Konecranes RopeQ™ technology and non-destructive testing methodology analyses the condition of the internal wires, strands and wire rope core that are not typically visible.

RopeQ is recommended for any wire rope application and is particularly useful in process cranes in constant use, cranes that are used only occasionally, ropes that are particularly hard to inspect visually and in post-accident inspections.

A wire rope inspection can help improve safety by detecting non-visible defects. By optimizing wire rope change intervals in process duty and other critical equipment, you can minimize downtime and reduce maintenance costs. In some situations, perfectly compliant and safe ropes might be changed out due to lack of accurate and complete rope condition data.

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Tough times, but SA wine industry is tougher

THE South African wine industry is going through some tough times, but sustainable growth is on the cards. What's needed is a clear game plan, a stronger domestic market focus, ingenious marketing and a collective drive towards higher price points.

These are some of

the issues that were discussed at the Nedbank VinPro Information Day in Cape Town recently where annual forecasts were made to around 750 wineries, producers and other role-players in the wine industry value chain. The day centred on ways to unlock value from the farm gate to the shelf.

Economy to remain strained

South Africans should not be too optimistic about the economy in 2017, following a challenging year in 2016. Nicky Weimar, senior economist at Nedbank, said the South African economy grew by only 0.4% year on year in the first three quarters of

2016. Slowed growth in China had a significant impact on commodity reliant industries, a vicious drought led to higher food prices, which along with a rise in inflation put pressure on consumer spending.

"Government's weak finances and political turmoil creates further uncertainty, which will continue to have an impact on the economy in 2017," said Weimar. She expects GDP to grow by 1.1% in 2017, with the rand forecast to strengthen to R13.85 against the US Dollar and R14.37 against the Euro.

Get the price right

The wine industry is currently in a slump, with only a third of grape producers farm-

ing at financially sustainable levels and return on income dropping below 1%. The average net farming income is at around R45 000/ha compared to the R70 000/ha required in order to be sustainable. "We need to increase wine prices collectively to get to that level. Stop dumping wine at cheap prices in our export markets – it hurts the industry as a whole," said VinPro chairman Anton Smuts.

According to VinPro MD Rico Basson, it is encouraging that the industry has seen export value growth of 10% to nearly R9 billion, compared to volume growth of 3% to 428 million litres in 2016. "However, bulk wine which is sold at lower prices remain

the biggest contributor in terms of volume." The Wine Industry Strategic Exercise (WISE) target for bulk versus packaged wine ratio by 2025 is 40:60, compared to the current 61:39.

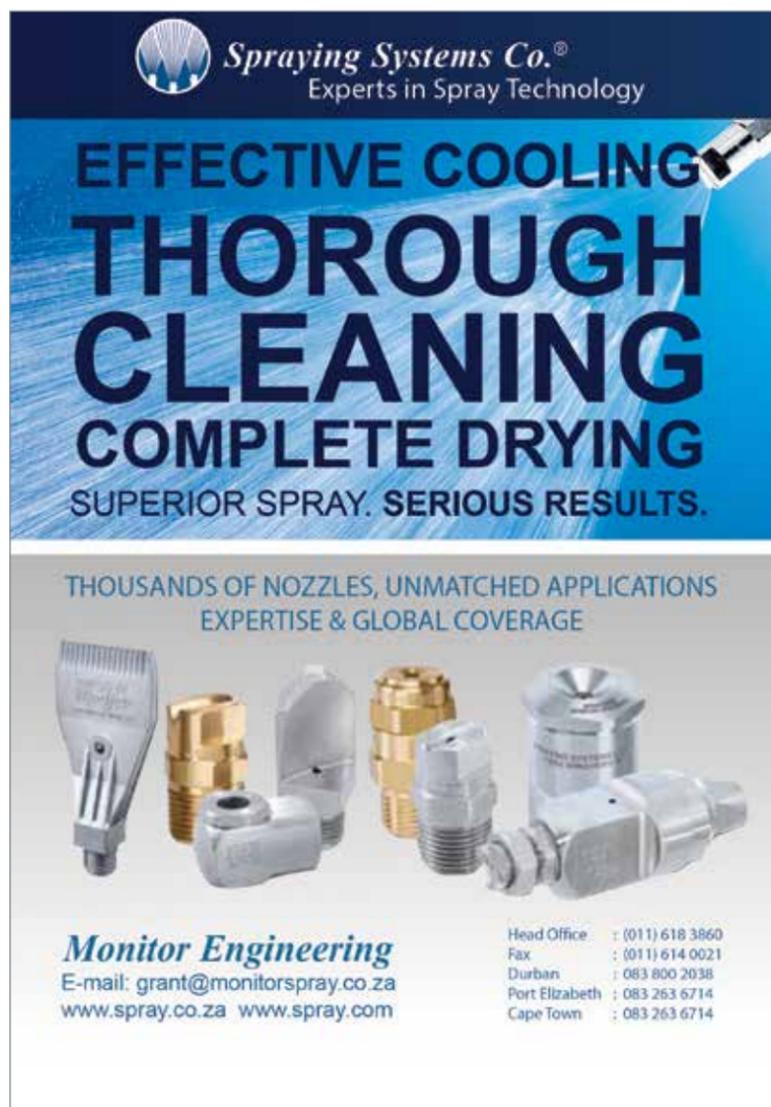
Drive quality, look local

"If the wine industry is in a difficult spot, don't worry – it's normal," said prof Nick Vink, dean of Stellenbosch University's Agrisciences faculty. Since the start of the industry in the 17th century, contractions would last for a decade and be much more severe than expansions that lasted around 8.5 years.

Producers and wineries have traditionally focussed on driving quantity rather than quality and although this started

to change in the 1970s, sanctions curtailed exports and domestic sales were primarily focused on the white consumer. "Since democracy in 1994, the industry has become heavily dependent on exports, which is now seeing slow growth. It's time to get back to that earlier drive of quality and refocus on the domestic market to get us out of the current slump," said Vink.

Basson reiterated the importance of the domestic market, which has seen a hike of 50 million litres in the past two years to 400 million litres. "Again, however, the biggest contributor to this increase is the bag-in-box segment, which is sold at lower prices and needs to be addressed."



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Tru-Cape cherry season delivers high-value returns despite smaller crop

DESPITE Ficksburg's self-proclaimed position as South Africa's Cherry Capital, the Free State might soon have to fight for its crown as Ceres in the Western Cape is increasingly getting a bigger piece of the cherry pie. Tru-Cape Fruit Marketing, already known as the largest provider of South African apples and pears, is now in its third year of delivering high quality cherries to local and export customers. With harvest between mid October and mid November, the South African cherry season is a short one but, be-

cause of its proximity to the high-value Christmas season, this most festive of looking fruit delivers strong returns. Managing director of Tru-Cape, Roelf Pienaar, said that despite the smaller than expected 2016 crop, down by about half year-on-year, Tru-Cape cherries were of a high quality and achieved good values. "The smaller crop was as a result of a challenging climate but despite this Tru-Cape growers produced beautiful fruit," he says, adding that, "cherry varieties Sweetheart, Royal Dawn and Rainier seem



to produce the best results in the Ceres valley." With cherries done and dusted until November 2017, Pienaar says that Tru-Cape growers are

looking to the 2017 apple and pear season with much anticipation: "Volumes are more or less the same as last year," he says.

"Tru-Cape has always maintained that a stable foreign exchange rate is what the industry needs. While the increasing oil price bolsters our trade in oil-based economies of West Africa and Middle East, the fluctuating South African Rand makes for an interesting season in the rest of our export markets. Globally there is a lot of uncertainty about the long term impact of the UK leaving the European Union, as well as the political change in the USA and the impact on global economies and currencies. In short, the stability we are all looking for may still be a while away. That said, geo-political issues impact growers and marketers around the globe and not just here so we're in this together.

"Although water remains a key concern, the cooler temperatures when compared to the previous season, will benefit our apples and pears. We continue to see excellent growth potential on the local market and on the African continent, where Tru-Cape is demanded by name, so we head into 2017 cautiously optimistic" he advised.

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Insuring the wine industry

THE recent spate of fires in the winelands of the Western Cape has again brought the issue of the wine producer's risk to the fore, with a number of wine farms being adversely affected. Shehnaz Somers, head of commercial underwriting at Santam said the company is still assessing the damage and loss as a result of fires spreading to well-known vineyards and guest farms in the winelands and surrounding areas over the past month.

"Our claims team is assessing about 50 claims related to the recent fires, most of which are related to buildings and vineyards but it is still too early to report on the exact extent of the damage. We know that last year, runaway fires destroyed vineyards in Stellenbosch, Overberg, Simonsberg and Kogelberg early in 2016 resulting in losses estimated at around R240 000 per hectare. This included the loss of income to the farmers and the additional labour costs required to re-establish the vineyards," says Somers.

Somers says it could take between five and seven years for an average wine vineyard to become productive again after a loss or significant damage. The loss of a vineyard can have a major im-

act and knock-on effect on the financial viability of the farm operation as a whole. "The destruction of vineyards by fire, crime or weather-related events also has a significant impact on the overall production volumes which in turn places international exports and revenues - and ultimately the livelihoods of those communities engaged in the wine producing sector at risk."

South Africa has a rich wine heritage and is ranked among the top ten wine producing countries in the world but for the individual wine farmer guarding against the various risks he or she may face, is absolutely instrumental to the lifeblood of the business as well as the South African economy.

Currently, there are about 98 597 ha of vines producing wine grapes under cultivation in South Africa - an area covering some 800 km in length. The South African Wine Industry Information and Systems (SAWIS) confirms that local revenues from the wine industry contributes more than R36bn to the national GDP and provides employment to more than 300 000 people.

The risks to the wine producer are also present in the supply and

distribution chains to which he or she is inextricably linked.

Somers explains that when it comes to insurance, the local wine industry presents some very particular risks. "Apart from the standard cover for theft, fire and severe weather related incidents, wine farming requires a type of specialist cover to provide financial security to the producer - from planting through to production, bottling and distribution. These risks include fire damage to plant materials, uprights and trellises as well as any loss of revenue or income that the farmer may suffer should his vineyard be destroyed by fire."

In 2016, Santam paid out 596 claims worth more than R9,4m to the wine industry. These claims were specifically related to agricultural assets. In many cases, the claims were as a result of fire, accidental damage or liability. "The wine industry requires a highly specialised approach to insurance which is why we have a team of experts who are adept at their approach to this sector. We believe that safeguarding their revenues is pivotal to the long term sustainability of wine farming in South Africa and the economy as a whole," concludes Somers.

Smallholder farmers gain access markets



GOVERNMENT is planning to focus its efforts to help smallholder farmers to increase their access to markets in the year ahead. Environmental Affairs Minister Edna Molewa said this when she briefed media on the International Cooperation, Trade and Security Cluster's plan of action for 2017.

South Africa's agricultural, forestry and fishery exports increased by 18% last year to make the country a net exporter of products in this sector. The briefing came after President Jacob Zuma's State of the Nation Address on

Thursday, 9 February.

Minister Molewa said the level of investment in agriculture increased by 9.6% in 2016.

"We are also focusing on increasing market access for smallholders through the implementation of the South African Good Agricultural Practice and intra-African trade," she said.

Trade between South Africa and its traditional partners in the West remains a significant contributor to the economy.

"The Economic Partnership Agreement (EPA) with the European Union (EU) came into force in September

2016, thus providing new market access opportunities for South African products. Almost all South African products (about 99%) will have preferential market access in the EU, compared to about 95% under the Trade Development Cooperation Agreement (TDCA). About 96% of the products will enter the EU market without being subjected to customs duties or quantitative restrictions. The other 3% will still have access, albeit partial, that is similar or improved compared to the TDCA," Minister Molewa said.



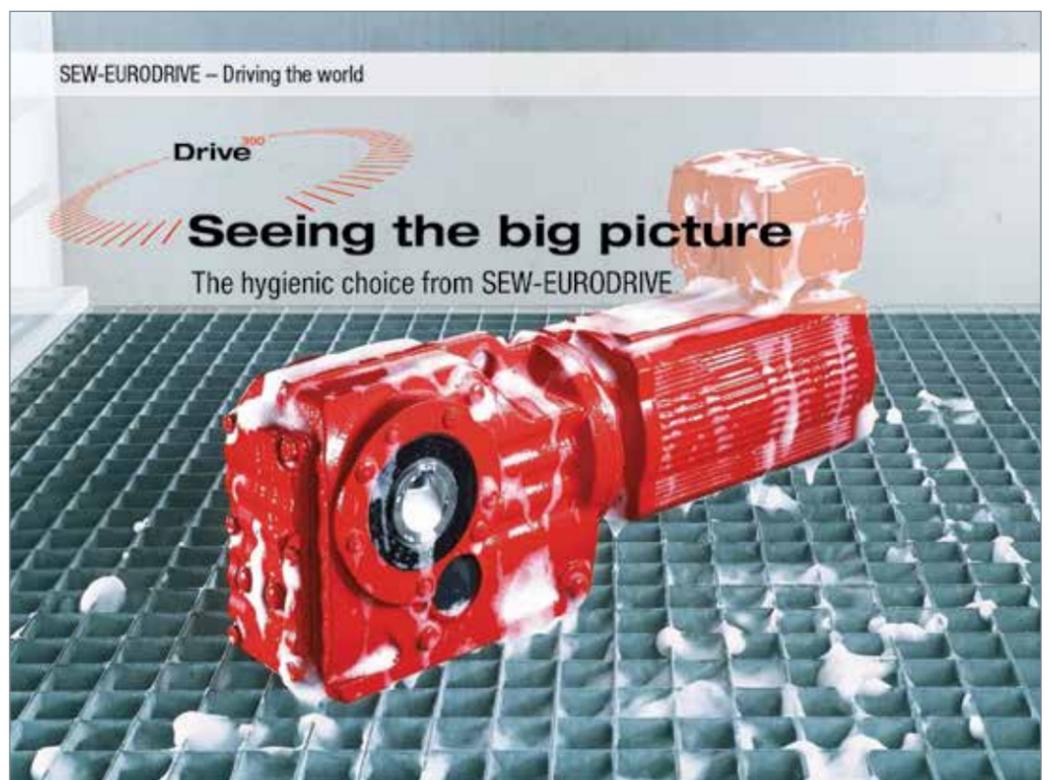
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Atlas Copco Industrial Technique Torque Laboratory attains SANAS accreditation

NICOLAS Van Zyl, Calibration Laboratory Manager for Atlas Copco South Africa's Industrial Technique division was responsible for the establishment of the Torque Laboratory at the company's head office in Jet Park, Johannesburg, in 2016. "On 8th December 2016 we officially became

a SANAS accredited Torque Laboratory to ISO 17025 standards, an achievement of which we are extremely proud" he said.

SANAS (South African National Accreditation System) is the only national body responsible for carrying out accreditations in respect of conformity assessment which

includes the accreditation of calibration laboratories. Fulfillment of the requirements of ISO/IEC 17025 means that the laboratory meets both the technical competence and management system requirements necessary for it to consistently deliver technically valid test results and calibrations. The

management system requirements in ISO/IEC 17025:2005 meet the principles of ISO 9001 Quality Management System (an Atlas Copco certification) and covers testing and calibration performed using standard methods, non-standard methods, and laboratory-developed methods.

According to Van Zyl a number of factors urged Industrial Technique to establish an accredited Torque Laboratory. "We have noted changes in market trends such as a growing demand for more advanced tools and systems with an emphasis on service, know-how and training as well as an increasing

call for shifts in manufacturing methods and higher requirements in quality assurance and traceability. We are also seeing a trend in the partial replacement of pneumatic tools with power tools with electric motors."

"Furthermore, we strive to add value to our sales and service offering to customers in the automotive and general industry sectors including electronics, manufacturing, shipyards, foundries, and machine tool builders. The Torque Laboratory now enables us to support our product solutions from a calibration point of view."

Van Zyl points out that the industry norm

for turnaround times on equipment calibration is between seven to ten days. "Minimising customer downtime is fundamental to their productivity and profitability so I, together with Laboratory Technician, Johan Kok, am committed to delivering a two-day turnaround time on our calibration services and in so doing give our customers a competitive advantage."

The scope of the SANAS accreditation identifies the type as well as range of equipment (up to 3000Nm) that can be calibrated by the Torque Laboratory. The accreditation also allows the laboratory to calibrate torque

equipment in-house as well as on site at customer premises across South Africa as well as the SADEC region. "In addition to Atlas Copco products which include torque wrenches, torque transducers, electronic spindles, etc. we are also able to calibrate both as well as external brands," adds Van Zyl.

A database of accredited testing and calibration laboratories are available on the SANAS website. "Customers can view the full "scope of accreditation" of our Torque Laboratory by simply entering our lab number 870 on the website," concludes Van Zyl.

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Fairview Farm has goat this

IT is great news that tourism into the country is growing each year. For the summer months particularly in the Western Cape, an influx of tourists is seen at some of the famous wine farms in Paarl.

Fairview Farm seems to pull visitors in like a magnet and there is a perfect explanation, not just the wine, cheese and spectacular surroundings, it's the goats that make it an even more of a 'must do' destination.

Charles Back, farm owner and goat lover gives us some background into the life of his beloved furry friends.



"This farm has been home to our goats since 1981, and ever since then it has been entertainment for young kids while parents enjoy the wines and cheeses. In September our farm experiences a very special time as our nanny goats welcome their kids into the world, and on occasions, we bring them around to the 'Goat Tower' so that guests can welcome them too," says a proud Mr Back.

"In the early 80s I went to a famous winery in Portugal and spotted an ancient goat tower, it must have been one of the owner's follies in the 1700's. It had beautiful architecture structure. I was so moved that I brought my dad a sketch of it when I came back. He laughed and thought I was completely mad, but after three days his mind changed and it was built."

"When we started producing cheese it wasn't very successful, a slight disaster, as I was only clued up on wine making and my dad asked me to take

over the cheese as well. Unfortunately I knew nothing about cheese and all he gave me was a small book from France. Yes it was in French as well," he says laughing.

"I then got it translated and I will never forget the small paragraph that explained the seven types of things that can go wrong with cheese, and I think I'm the only cheese maker to get all seven ticked," he giggled.

"Unlike the wine industry, the cheese industry is a closed one; you cannot just walk into a cheese kitchen and ask for their recipes, it's very secret," he added, "So I eventually decided to get somebody in to make the cheese work. Slowly we learnt together and grew the business from a small kitchen and today we are the biggest producer and supplier of speciality cheese in South Africa."

"Mr Back is an exceptional wine maker," says a Sommelier at the tasting table.

Charles Back has also recently become the most awarded wine-maker in South Africa.



He has been recognised in the local and international wine industry for more than 40 years.

Charles Back is the 2017 recipient of the wine industry's most prestigious accolade, 'The Annual 1659 Honorary Award,' which took place on 2 February at Groot Constantia, South Africa's first wine estate.

Fairview farm has come a long way and after years of awards and great results, Mr Back remains a very humble and grateful man.

"The success of Fairview farm brings me great joy and I wish to share this joy with visitors through experiencing the wine, cheese and love from our goats," says Mr Back smiling.

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Economic similarities lead to new partnership

HMPS, an Australian company who specialise in the design, development and manufacturing of high quality machinery for packaging processes. The company designed and developed the first Bag in Box machinery back in the eighties and has since grown to offer case packers, RSC, palletisers, carton erectors and sealers, pick and place applications and specialised robotic solutions.

HMPS is the largest case packing and palletising machinery builder in Australia with 35 years' experience and over 300 installations worldwide.

Packaging for the food industry

A large dairy producer requested the supply and installation of an HMPS1000 Bag in Box Case Packer. The machine had to erect, load and seal a carton containing cream cheese.

HMPS had to work to specific customer requirements and the HMPS machine had to

be integrated with two other machines from separate suppliers – a Vertical Form Filled Seal (VFFS) machine and a pumping dosing unit containing a lance which would fill the cheese into the bag.

A different way of doing things

According to Mark Emmett, Managing Director of HMPS the intricacy of this machine is in the way the bag is filled. "Normal Bag in Box machines would fill the bags and then place the bags into the box. This particular machine places the bag into the box and then filled it once in the carton."

Due to the shape of the carton, which is not a standard size it was difficult to place a filled bag into the box. "Processed cheese comes with its own set of packaging challenges. There should be no air bubbles, the bag needs to be completely filled with high temperature cheese in a way which will allow it to set in the correct size and shape

during transit. Once filled, it is difficult to fit a bag of processed cheese into a carton as the cheese immediately starts to set and takes on the shape of the bag, and not the carton" adds Mark.

The lance used in this process had the advantage that it could start filling the bag from the bottom, and move up it starts filling – this means no air bubbles and no splashing. The speed of the pump could also be varied to allow for faster filling initially and then slowing down as it gets to the top of the bag. The result is a complete square block of cheese with no air bubbles which could be cut to the exact size needed for a fast food chain.

HMPS design and built according to the OH&S requirements of the country they are servicing, so international customers can be assured that the machinery will meet the local standards requirements.

Although HMPS is based in Australia, after sales support is

never far away. During installation, the project manager from HMPS will be on site with the customer to ensure the commissioning and installation is done to spec and that the operators

are trained. Comprehensive training guides are provided.

Furthermore, HMPS offer a 24/7 service line for customers to log service calls. With technology and Industry 4.0

support can often be provided remotely and HMPS have the systems to cater for this. If a hand on service is required, HMPS will ensure a qualified service technician is called out.

According to Mark even smaller manufacturers have the opportunity to automate processes to increase productivity and provide a safer and more hygienic working environment.



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Institute for Grape and Wine Sciences celebrates successes of its first five years

THE development of South Africa's first prototype vineyard robot; a sensory facility where expert tasting panels can compare the aroma and mouth feel of different wines; funding of a full-time coordinator for the six months' long internship programme for students in viticulture and oenology; a website; an own newspaper and the support of information days by which relevant know how is provided to the local wine and viticulture industries.

These are some of the success stories of Stellenbosch University's Institute for Grape and Wine Sciences (IGWS).

To celebrate the IGWS's fifth anniversary, important role players in the local wine and viticulture industries recently gathered on the wine estate L'Ormarins of business leader and Stellenbosch University (SU) chancellor Dr Johann Rupert.

Knowledge sharing

An important part of the IGWS's endeavours is the sharing of relevant research findings and information about best practices with winemakers, viticulturists, producers, marketers and the media. This is done on

a range of topics from drought support and water management to the best pruning methods. The IGWS website (www.igws.co.za) has become something of a virtual handbook and source of news and information for the industry. Support during industry information days, a regular newspaper, monthly e-mailed newsletters, books and fact sheets are also part of this information package.

Sensory facility

Thanks to support from Sanlam, the IGWS was able to fund the setting up of an advanced sensory tasting facility at the DVO at Stellenbosch University. Trained panel members now help researchers and winemakers to describe and pinpoint the specific sensory quality (such as mouth feel, aroma and bouquet) of their wines. Much work is currently being done on Chenin Blanc and Sauvignon Blanc wines.

Dassie vineyard robot prototype

During the function, guests had an opportunity to have a closer look at the IGWS viticulture platform's flagship project, the Dassie vineyard robot prototype. It carries

various sensors that can measure moisture levels, temperature and other stress indicators of a row of vines. The sensors can also test the sugar content and ripeness of bunches of grapes.

"The vineyard robot is being developed to navigate autonomously through a vineyard, and to gather up-to-date high resolution information thanks to the cameras, sensors and software it carries," explained Prof Melané Vivier of the SU DVO. "It can do so for a whole vineyard, only a section of it, a few vines or even just one or two specific bunches of grapes."

The mobile sensors developed for the Dassie vineyard robot could also be used on a drone or even mounted on the back of a quadbike.

"The technology being developed for the Dassie will not only benefit the wine and grape industries, but could also be used by other agricultural sectors," Prof Vivier added during her overview of the IGWS' endeavours.

She sees the Dassie as a prime example of how the IGWS has been able to help academics at SU and at other institutions to take a new look at their endeavours and their links with industry.



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New Vortex flow meter for utility applications

EMERSON Automation Solutions expands its vortex flow meter portfolio with the addition of the Rosemount® 8600 Utility Vortex Flow Meter, designed specifically for utility applications. Its application-specific design reduces installation costs, provides accurate and reliable flow measurement, and extends vortex technology into a wider range of applications.

The Rosemount 8600 Utility Vortex delivers the benefits of vortex technology by minimizing potential leak points and eliminating impulse lines – improving reliability and reducing installed cost. With no moving parts to repair or maintain, the Rosemount 8600 reduces maintenance and downtime.

For saturated steam applications, a multi-variable measurement option provides temperature compensated mass flow output di-



rectly from the meter. Unlike traditional multivariable vortex designs, the Rosemount 8600 Utility Vortex with the multivariable option uses an isolated temperature sensor. This allows the temperature sensor to be verified or replaced without breaking the process seal. Operator safety is enhanced by limiting personnel exposure to process conditions and throughput is maximized by eliminating the need to shut down the process to maintain the temperature sensor.

Compact, unified factory automation range means design simplicity for panel builders

A smaller, standard component height across all of Omron's family of factory automation (FA) control devices allows for standardised wiring ducts and component placement, thereby optimising space. A standardised, unified design also means design simplicity for panel builders.

The complete Omron portfolio has been redesigned into 600 different FA devices, across 18 different product categories, all built to a common design platform. In addition, the new FA devices are also built with Omron's proprietary Push-In Plus wiring technology.

Moving to a uniform design avoids the dead space that results from specifying components of differing height, and also reduces the design work required. Most importantly, the 'hot spots' that build up in small spaces in the panel are greatly reduced, which

can impact component reliability.

"The lifetime of an electronic component, like a power supply containing an electrolytic capacitor, may be halved for every 10°C rise in temperature, as in accordance with Arrhenius' Law," explains Lars de Bruin, Marketing Manager, Panel Solutions, EMEA.

Omron's complete new range of compact in-panel components includes electromechanical and solid state relays, I/O relay terminals, terminal blocks, temperature controllers, timers, measuring and monitoring relays, power monitors and (uninterruptible) power supplies.

These products also offer features such as LED status indicators, simple front wiring and Push-In Plus terminals, all helping panel designers to optimise panel layouts, without impacting issues such as usability or maintenance.

Double DIN-rail fixa-

tion, both at the top and bottom, allows customers to remove the product from the DIN-rail in a straight move, which is highly convenient in case of replacement/ refurbishment.

Downsizing components

The range encompasses slim in-panel component designs that offer widths of as little as 6.2 mm, as well as on-panel components with reduced depth.

The dead space in a panel can be reduced by as much as 50% horizontally, 20% vertically, and 30% by volume, compared to an older model.

Examples of the new devices include:

- Switch mode power supplies
- Power monitors
- Timers
- Measuring and monitoring relays

- Solid-state relays
- Easy-to-use relay series
- Temperature controllers
- DIN rail terminal blocks

Due to reduced power consumption, and therefore generating less heat, side-by-side mounting is possible for each model at an ambient temperature of up to 55°C, which leaves additional space in the panel.

High performance, portable oscilloscopes for harsh industrial environments

FLUKE's high-performance portable oscilloscopes have two or four independently insulated input channels, an IP51 dust and drip waterproof rating and a CAT III 1000 V/ CAT IV 600 V safety rating.

Users can choose from 500MHz, 200MHz, 100MHz or 60MHz bandwidth models. Especially designed for plant maintenance engineers, there is a choice of either a two- or four-channel scope for the harsh conditions or industrial electronics. A 5,000 count digital multimeter (DMM) is included in the two-channel models.

The 190 Series II has up to four independent floating isolated inputs, up to 1,000V and a real time sampling of up to 5GS/s (depending on the model and channels used).

Frequency spectrum using FFT-analysis and automatic capture and REPLAY of 100 screens, as well as a deep memory of 10,000 points per trace waveform capture (scope mode), are all features of this new generation oscilloscope.



The 190 Series II has an impressive seven hours of battery operation using BP291, as well as an easy access battery door for quick battery swaps in the field. The isolated USB host port allows for direct data storage to a USB memory device.

The 190 Series II is compact, weighing only 2.2kg, and features a security slot, locking the oscilloscope down with Kensington lock while unattended.

ifm electronic



DataLine SmartPLC from ifm electronic



Flexible automation system

Communicative PLC

The DataLine SmartPLC is freely programmable via CODESYS V3 and offers full access to all interfaces of the system. Two Ethernet ports act as EtherCAT fieldbus / slave interface and enable high-performance communication to other PLC systems. Different communication protocols can be used in parallel via two further Ethernet ports, e.g. EtherCAT master, EtherNet/IP scanner, Modbus TCP master and slave, TCP/IP, UDP/IP or OPC/UA server.

Designed for Industry 4.0

The DataLine SmartPLC is best-equipped for Industry 4.0 applications. Towards the PLC, it acts like a classic AS-i gateway and towards IT, any process values can be made available via different communication protocols. An integrated real-time clock and an SD card slot complete the features.



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Whatever the application, Loadtech have a solution



THERE probably isn't a load measuring application that specialised weighing solutions company Loadtech Load Cells hasn't come across in its 30 years existence.

Boasting more than 50 years collective experience, Loadtech Load Cells has an established reputation as the company to call for quality load cell manufacturing and allied equipment. The company provide technical application assistance for specific requirements and have a range of equipment to meet virtually every measurement need.

With a vision to be the preferred supplier of load cells, other strain gauge based transducers and related equipment within Southern Africa, Loadtech's combination of commit-

ted customer service and technical support, backed by high quality products at market related prices, makes them a leader in the field.

Products

Loadtech Load Cells products range from robust industrial load cells, to the highest accuracy commercial load cells. The range extends from 300g to 500 ton with accuracies from 0.2% to 0.03%, most of which are available from stock.

Where standard load cells are not suitable, special load cells, or force sensors are designed and manufactured to meet specific needs.

Custom Designs

Whether the requirement is for custom

weighing systems, applications such as force measurement, centre of gravity determination or crane weighing systems, Loadtech Load Cells can provide an innovative and economical solution, with committed after sale service.

Accreditation

Loadtech Load Cells carry an accredited explosion protection rating on various locally manufactured load cells.

Partners

The combination of its own manufacture and the extensive range of products from Vishay transducers, Vigia, Datum and Nobel, allow Loadtech Load Cells an unmatched product offering to meet any weighing application.

Optical data transmission made efficient and simple

THE Leuze DDL5 500 optical data transmission photoelectric sensor is so much more than an optical sensor. This innovative sensing device offers many more features that make it both efficient and simple to use. And through continuous monitoring of the receiving level, the user can be alerted to an impending failure in good time.

Available from leading sensor solutions supplier, Countapulse Controls, the Leuze DDL5 500 enables the transparent, contact and wear free transmission of data over distances of up to 120 metres in 100 Mbit/s real-time.

This is achieved by using an invisible infrared laser which communicates bidirectionally between devices.

The sensor is ideal for all applications

where data needs to be transmitted without cables, and more importantly without interference. It is favoured for applications where mechanical systems are pushed to their technical limitations.

To permit fast visual control, the Leuze DDL5 500 has an LED display that is clearly visible from a distance of 200 metres. All relevant information is precisely depicted on the control panel.

The device's patented single hand adjustment process and integrated mounting plate with alignment screws enables easy mounting by just one person. This makes it easy to install, and the aid of an integrated laser alignment and level facilitates rapid alignment, even over longer paths.

The modular design of the Leuze DDL5



The Leuze DDL5 500 optical data transmission photoelectric sensor is so much more than an optical sensor.

500 allows the base model to be easily expanded with additional available functionality, and this allows it to be configured specifically for individual application requirements.

In addition, the

sensor is web server integrated which facilitates remote diagnostics, and it can be detected as a PRO-FINET participant. The device supports all commonly used Ethernet protocols.

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More than 45 years' experience providing specialist sensing solutions across southern Africa has positioned Countapulse Controls as the leading sensor solution provider.

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Bosch Combi Laser features green laser beam technology

THE GCL 2-15 G Professional offers 400% improved visibility thanks to the application of green laser beam technology.

The GCL 2-15 G combi laser represents the latest technological development in laser levels, comments Sebastian Johannes, Bosch Measuring Tools Brand Manager. While traditional laser levels deployed a red laser diode or green laser conversion procedure, the latest Combi Laser from Bosch uses a genuine green laser diode.

The advantages of the latest 'green' laser lines over the 'red' ones is not only reduced power consumption and hence longer battery life, but also reduced heat generation (which, in turn, increases the lifetime), and a similar operating temperature for extended work periods. 'Green' laser light is 100% visible to the human eye, as opposed to only 24% for traditional 'red' laser light. This translates

into a longer working distance without a receiver, which makes the GCL 2-15 G perfect for drywall and suspended-ceiling applications.

"A laser beam that is four times brighter not only makes the work at hand faster and more effective, but it also facilitates on-site problem-solving and deriving appropriate solutions," Johannes explains. The GCL 2-15 G also allows for faster positioning of laser lines, which renders the entire process less time-consuming and cumbersome.

The GCL 2-15 G also has red 'up' and 'down' plumb points for plumbing applications under 3 m, while a highly-visible green laser cross makes for fast horizontal and vertical levelling tasks. Extended ceiling applications are made that much easier due to the long overshoot of vertical lines.

In addition, each laser line can be switched on and off separately, while the tool also allows

convenient and easy alignment of laser lines around the plumb point. A reference point can be transferred precisely from the floor to the ceiling, while a vertical laser line of almost 360° is also possible.

Additional features include high flexibility thanks to the RM 1 rotating mount for floors, walls and ceilings. Versatile mounting is enhanced further by strong magnets on the back of the rotating mount. The tool also has an incline function with LED indicator, and robust housing with IP54 protection. Safe transportation and slope stability are ensured with the handy pendulum lock function.

"The new GCL 2-15 G from Bosch, in conjunction with the RM 1 mounting tool, offers a complete laser-levelling solution for construction professionals that is guaranteed to improve productivity and accuracy for most indoor levelling applications" Johannes concludes.

Implementing a thermography maintenance program with Fluke

IN the past, establishing a preventive maintenance program has required a lot of tedious work and often just doesn't work the way it should. The goal of a successful program is to have easy access to historical data for each piece of critical equipment, so measurement trends can be monitored and maintenance downtime planned - preventing equipment down situations.

Getting started

Gain support from management

Get thermography training, ascertain as to how thermography program performance results will be measured.

Practice reading thermographic images

Gain Ti expertise by using the camera 2-3 times each week for 6 months and get certified. Plan work, track findings, and document results.

Meet regularly with first level managers, line supervisors and other co-workers

Explain what thermography involves, demonstrate the camera, ask for support and set up a mechanism to

request thermography surveys.

Integrate with other maintenance efforts

Thermography is often part of a larger preventive or predictive maintenance program. Data from several technologies, such as vibration, motor circuit analysis, airborne ultrasound, and lube analysis can all be used to study the condition of a machine asset. Ideally, these technologies will work from and with the same computerized maintenance management system (CMMS), to access equipment lists and histories as well as to store reports and manage work orders.

Establish written inspection procedures

Written inspection procedures drive the quality of the data collected and ensure the inspection is done safely. Key ingredients include safety, conditions required, and guidance for interpreting the data.

As a starting point for creating specific inspection procedures, review the current industry standards. See if the company has procedures that can be used as a guide and then start with the major electrical and mechanical applications



and refine as the program develops.

Avoid prioritizing findings based on temperature alone. Temperature measurements identify problems extremely well and may help characterize problems, but aren't the best way to determine the cause of a failing component. Inspection procedures should address the conditions required to locate problems, using thermography, as well as acknowledge the other technologies needed to troubleshoot further.

Implementing a preventive maintenance program is easier than it has been before with Fluke Connect™ EquipmentLog™ history. Developed to help Fluke customers work faster and smarter, Fluke Connect™ EquipmentLog™ helps reduce equipment downtime and costs. EquipmentLog lets

the user create a folder for each asset with a description of the asset and the location.

It also stores all the measurement data captured for this asset over time allowing maintenance technicians to do a side-by-side comparison from previous inspections, so any accelerated trends can be easily identified to help determine when maintenance needs to happen. This keeps equipment running longer, saving time and money and reduces the risk of unplanned downtime.

Fluke Connect's™ added feature, Share-Live video call keeps the facility running by sharing critical data, answers and additional work approvals instantly without leaving the inspection site. This unique feature is currently not available with any other infrared camera on the market.



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Leuze celebrates the one millionth switching sensor of the 46B series

SINCE its market launch in 2005, the Leuze 46B series generation of sensors has set new standards in optical sensors. Significantly, the one millionth switching sensor of the 46B series was manufactured at the end of 2016.

Countpulse Controls is the official southern African distributor for Leuze electronic's range of sensing solution. Gerry Bryant, managing director at the company says that these state-of-the-art sensors are manufactured primarily at Leuze's headquarters in Owen/Teck, Germany.

Production takes place in a three-shift operation on multiple production lines, and many of the production steps are hand-work. Bryant says that with their high performance reserves

and large ranges, the Leuze 46 series sensors are ideal for use in the wood-processing industry, in the manufacture of special-purpose machinery and in conveyor and storage systems.

The highly visible, bright light spot and the reliable detection of stretch-wrapped objects by the Leuze 46 series sensors reduces life cycle costs considerably. The sensors offer protection to IP 67 and IP 69K ratings as well as ECOLAB certification. This ensures the sensors achieve long service lives in spite of the harsh conditions often encountered in the packaging industry.

The sensors in the Leuze 46 series are available in various models; as through-beam and reflection options; with and without background sup-



High performance reserves and large ranges make the Leuze 46 series sensors ideal for use in conveyor and storage systems.

pression as well as in many application-specific designs.

The latest extension in this standard series, the Leuze SR46C, offers additional functional reliability through a wide light-band. Due to the improved performance data and enormous function reserve, the new generation models are also suitable

for demanding tasks in nearly all industries

Countpulse Controls offers access to technical support and information, as well as to its comprehensive range of sensing, measurement, counting, switching, monitoring and positioning instrumentation. Customer support is available 24/7 through its technical advisory service hotline.

Plastic Pipe Conference Association confirms spin-off conference and exhibition

THE Plastic Pipes Conference Association (PPCA) has announced dates and venue for its two spin-off conferences and exhibitions in South Africa and China for this year. The first event in South Africa will be held on 4-5 September 2017 at the Emperors Palace in Johannesburg. The second will be hosted

in Hangzhou, China on 26-27 October 2017.

The PPCA is organizing these events in close collaboration with the respective plastic pipe associations, namely the Southern African Plastic Pipe Manufacturers Association (SAPPMA) and the China Plastics Piping Association (CPPA).

In South Africa, the conference will be held in conjunction with PIPES XI, the annual plastic pipes event organized by SAPPMA. At least ten papers will be included from the international Plastic Pipes Conference held in Berlin during 2016. For this reason, the duration of PIPES XI has been extended

to two days.

Zoran Davidovski, spokesman for the events forecasts large attendances. "Our industry is in a constant process of innovative change as it finds new solutions for replacing aging steel and concrete pipe systems. In the midst of these improvements, industry and govern-

ment are faced with the need for new technical standards."

"Our conferences will showcase new developments and enable stakeholders to consider the international work that has been carried out in the field of standards, sustain-

ability and experience. This will be particularly interesting for the South Africa and China markets."

The Baerlocher Group is one of the major sponsors of both regional conferences. Molecor and Rollepaal have also confirmed

their sponsorship participation at the Johannesburg event.

For South Africa, full details of program, registration, exhibition and sponsorship opportunities will be posted shortly on their website: www.sappma.co.za

Ultraflo™ range expanded

DPI Plastics has upgraded the tooling on its large-bore extrusion line at its Roodekop facility in Johannesburg in order to extend its current range of Ultraflo™ PVC-m pressure pipes to include diameters of up to 630 mm and a 16-bar maximum operating pressure.

The Ultraflo™ range has been expanded due to a demand in the market for large-bore pipes with higher operating pressures, comments DPI Plastics Technical and Product Manager Renier Snyman. "Our PVC-m pressure pipe range is the only one in Sub-Saharan Africa to include 630 mm diameter pipe up to a 16-bar operating pressure."

Introduced onto the market in May 2016, DPI Plastics has already secured a major order for the new 630 mm diameter pipe. Applications include gravity and pressure water mains and reticulation, irrigation, and industrial pipeline systems.



DPI Plastics has expanded its Ultraflo™ range due to a demand for large-bore pipes with higher operating pressures.

Commenting on the constraints facing infrastructure delivery in South Africa, Snyman elaborates: "The challenge is to stay competitive and productive in the current economic climate. We have tendered on a lot of work, and there will be major opportunities going forward when these tenders are finally awarded."

Ultraflo™ PVC-M, or mPVC, is a tough

and resilient, modified PVC pressure pipe, developed to offer greater strength and toughness. Modified Polyvinyl Chloride has been designed specifically to provide similar tensile strength and greater resilience than standard PVC piping products.

It is ideally suited to bulk water supply projects due to it being considerably more ductile than industry-

standard unplasticised polyvinyl chloride. The enhanced ductility of PVC-M pipe gives it exceptional resistance to crack propagation under pressure.

In addition to superior toughness, PVC-M has reduced wall thickness. This translates into less raw materials during the manufacturing process, and ultimately a lighter product that is easier to transport and install, thereby minimising its total carbon footprint.

Ultraflo™ pressure pipes from DPI Plastics are manufactured in accordance with the SANS 966 Part 2 specification, incorporating a design stress of 18 MPa. "Our pressure-pipe systems offer design engineers and contractors distinct advantages such as a lower mass, higher impact resistance and improved ductility, increased hydraulic capacity, and predictable performance," Snyman concludes.

New seamless steel tube now available from HAW

Hydraulic and Automation Warehouse (HAW), a Hytec Group Company, has added a new range of seamless steel tubing to its already extensive stock – chrome 6 free (CR-6 free) hydraulic line tubing from Salzgitter Mannesmann. This tubing is ideal for all high pressure hydraulic applications.

"The CR-6 free steel tubing complements our existing range of steel tubing as it offers a superior corrosion protection and is environmentally friendly," states Werner Joubert, Branch Manager, HAW Johannesburg. Salzgitter Mannesmann's high-performance passivating process provides CR-6 free coating with substantially improved resistance to white rust. No painting of the tubing is



Bundles of 6 metre length tubing ready for distribution.

required and no changes to assembly procedures are required. CR-6 free hydraulic line tubing can be installed faster as it does not require preheating prior to welding. In addition, the tubing can be bent or shaped without flaking of the plated surface.

The CR-6 free range is available in sizes

ranging from 6 mm to 42 mm and in lengths of six metres.

HAW has distributed various hydraulic components for both the South African and African markets for the last 20 years. This is also in line with HAW's strategy to continuously expand its product offering to satisfy market demand.

SMC outlook for 2017

SINCE opening doors to its 4312m² Midrand head office in April 2016, SMC Pneumatics has gone from strength to strength. Its total customer satisfaction philosophy is underpinned by its status of world market leader in pneumatics.

Spearheaded by General Manager, Adrian Buddingh the team comprises of over 63 members, nationwide. In addition, select long-standing employees from the United Kingdom have been contracted to South Africa to ensure that the team aligns to international standards in manufacturing and in doing business 'the SMC way'.

True to its founding culture and 'open door' approach, SMC South Africa's state-of-the-art showroom,



SMC's 4 312m² Midrand head office.

manned trade counter, warehouse facilities and fully-operational local production facilities are open and ready to welcome visitors. "Tours with our sales team is encouraged to best understand the history and culture of SMC, meet the team and to understand our capabilities. It is also an opportunity for us

to get to know our customers and how we can solve their unique automation requirements," says Buddingh.

So, just what does SMC's 2017 business strategy look like? "Much like last year, we continue to entrench the SMC brand in the local market whilst promoting the quality associated with Japanese

design. We will continue to connect and build on relationships by truly listening to and meeting our customer's needs. SMC describes itself as customer centric, and this is what our team is continuously working on."

Building on the success of SMC's first showcase at Electra Mining last year, SMC will be exhibiting at ProPak Cape this year and will look to fresh and creative ways to reach out to its customers and target market. "As we continue to push the envelope and create change in the industry, we believe that this will once again be another big year for us wherein we continue to build on and achieve our objectives, so keep watching this space." Buddingh concludes.



Pipelines are the arteries of civilization.

No developed country will remain developed without on-going investment in pipelines - whether for water, sewage, gas or communication cables. With plastic being the dominant material in infrastructural pipes, consultants, municipalities and contractors should insist on superior quality of pipes, fittings and installation. Products must be certified to South African National Standards (SANS). SANS standards may be awarded to a product by any SANAS accredited authority, not necessarily only the SABS. Pipes bearing the SAPPMA logo are guaranteed to have been manufactured according to these standards and in addition, SAPPMA members are required to adhere to a strict code of conduct.

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IRDP housing gets facelift with CRB blocks

RETAINING walls are often used to create more usable, durable areas for building homes and roads on land that would otherwise be inaccessible. They also lend themselves well as a cost-effective and versatile method for creating building platforms, access steps and road support for low cost housing, or as in this case, relocating informal settlers to new IRDP houses in the Botrivier area.

In 2014 Dassenberg Retaining was approached by the Theewaterskloof Municipality to provide a solution for storm water management, access steps and erosion control between construction levels at a new IRDP housing site in Botrivier, Western Cape.

During construction of the site, various levels were cut and services installed, creating exposed embankments, that would erode and undermine



the aprons around the houses. This required several Terraforce L12 retaining walls between one and two metres in height, all 20 metres long, with footing and subsurface drains in front and behind the walls.

A number of one metre wide steps, using the Terraforce 4x4 Step block and L12 blocks as end stops, were also added to provide pedestrians with access between the levels. In addition, cut off drains were added to some ar-

reas of the housing site, with Terracrete permeable pavers, to manage water run-off during the rainy season. The one metre Terracrete channels were placed on A2 filter material, and the blocks filled with excavated material.

The retaining blocks used at the Botrivier site were pioneered by Terraforce - a Cape Town based pre-cast concrete licensor - almost 40 years ago, and represents one of the most energy efficient segmental retaining wall systems. Says Georg Brand of Dassenberg Retaining: "What makes this product so popular in the industry is that the blocks require low hardware input for manufacture, low transport costs and low inventory requirements at sales outlets. They are hollow, yet strong enough, and require less concrete to do the job when compared to solid

block systems, which of course saves money"

He adds that: "concrete retaining walls constructed using the Terraforce system are easily formed into complex curved shapes or into walls in which the upper and lower profiles are continuously changing, while the system also allows you a choice between round face, (plant supportive) or flush face (smooth or split version) to suit specific requirements. Above all, they present a closed vertical surface structure that provides maximum amount of soil mass within the wall, which prevents backfill spillage, while at the same time offering uninhibited permeability."



L13, L18, L22



Terrafix



Terracrete



4x4 Multi



L11, L12, L15, L16

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AECOM on track at R1.5bn Sol Plaatje University in Kimberley

AECOM is providing project-management services for the ongoing Sol Plaatje University precinct in Kimberley.

In May 2014, the University of Witwatersrand appointed AECOM to provide project-management services relating to the development of the Sol Plaatje University precinct in Kimberley. Over the past two and a half years, the team has been under the leadership of Don De Koker, Bradley Marais and Toni Capuzzimati.

To date, 15 people from the Construction Services business line have participated in the completed projects, as well as projects currently underway.

AECOM's first task order, from 1 July 2014 to 31 March 2016, was completed on time for the start of the 2016 academic year, and within the cumulative budget



of about R750 million for the first three building projects and associated infrastructure. The value of the total programme, comprising all projects completed to date, as well as projects currently underway, is approximately R1.5 billion.

The team earned high praise from the client, with AECOM receiving an extension of its contract up to May 2018. "This is testimony to the client's satisfaction and faith in the AECOM team," De Koker comments.

"AECOM team's

commitment, effort and drive contributed to the overall success of this project as it enabled design challenges to be overcome; getting consultants to commit; being able to assist with the contractors' commitments to deliver; managing so-

cio-economic commitments in a difficult environment; and overall professional conduct. This is while always placing the interests of the programme first, particularly with a challenging NEC target-cost framework contract," De Koker elaborates.

The team also received a 'Very Good' Safety rating on the project, with no serious injuries reported to date. As principal agent, AECOM utilised its LifeGuard reporting system, which allows anyone on-site to log an occurrence or incident on-line, with an accompanying photograph and any background information. The relevant contractor is then notified and the incident is only removed from the LifeGuard reporting system once it has been resolved.

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Strand Pavilion upgrade underway

THE City of Cape Town has announced the appointment of a contractor for the R11,4m Strand Pavilion Precinct upgrade project.

The project will comprise the resurfacing of the parking area near the launch pad off Beach Road, the establishment of a demarcated informal trading area, and the installation of public lighting.

It further entails the construction of a new paved pedestrianised public square, which

will be located opposite the existing circle on the Main Road.

The creation of public seating and soft landscaping will also be a feature of the public square and minor upgrading of underground services will be done.

The refurbishment of the Strand sea wall, which is also under way, forms part of the overall pavilion precinct revitalisation initiative.

"The investment will benefit residents who love spending time

here. We are committed to enhancing this area for local residents and visitors, and in creating a top quality, inclusive public space that brings our communities together. When the project is completed, we foresee that it will also be to the benefit of local businesses and informal traders in the area," says Councillor Johan van der Merwe, Mayoral Committee Member for Energy, Environmental and

Spatial Planning, City of Cape Town.

"As with all upgrade projects which involve work on much-used public spaces, there may be some inconvenience but we thank our residents for their patience as we give this area a necessary facelift."

The contractor will be making use of local Expanded Public Works Programme labour and the projected is expected to be completed by June 2018.

Major face-lift for Pier Place

RECENTLY acquired by Aria Property Group, Pier Place is a prime-situated 15-storey, 15,000m² building in Jetty Street on Cape Town's Foreshore, which is undergoing redevelopment and refurbishment in excess of R200 million.

"We looked at Pier Place with fresh eyes to see how it could be moulded to be more contemporary while retaining its timeless appeal. Our intention is to reimagine the building with modern standards within the existing envelope," says Ilan Kaplan, Managing Director, Aria Property Group.

"Previously tenanted by Vodacom, this is a well-maintained and



An artist's impression showing the refurbished exterior of Pier Place.

attractive building with efficient floor plates of 1,000m², and consequently lends itself to redevelopment and optimal space usage allowing for one, two or

up to four tenants per floor."

The changes and improvements to the building include a New York-inspired rooftop garden on top of the

existing, adjoining garage. This will link into 500m² of floor space for shared services comprising meeting rooms, canteen and lounge area furnished

with tables and chairs for tenant use.

The building will feature aluminium cladding and LED lights on the front façade, a landscaped façade overlooking the garden and refurbishment of the lobby and landings.

"The convenient option of a shared office component is an extra bonus for tenants wanting to make use of it. Many have found that they don't all need a canteen/ lounge and kitchen within their own office and are looking for smaller office accommodation and collaborative shared spaces which not only facilitate cost saving, but also adds a social element," concludes Kaplan.

Steady growth in mixed-use hospitality developments

By Karen Miller, Property Specialist and Co-Founder, Quoin Online

THERE has been a steady growth in mixed-use hospitality developments such as hotels and conference centres on a global scale and there's no sign of this mixed-use hospitality momentum slowing down, according to local and international hospitality experts.

These urban developments blend office,

commercial, hospitality, entertainment and residential space, offering people a live-work-play lifestyle. The concept has also brought about a broader accommodation mix and improved convenience for residents seeking to live closer to their work, leisure and shopping areas.

Mixed-use developments are not a new concept or property trend in South Africa. In fact, the country wisely adopted this approach in the late 1990s and early 2000s,

when Johannesburg's Melrose Arch and Cape Town's Century City made it onto our city maps.

What has been counting in the country's favour is our consistent building on this trend, resulting in the creation of new business hubs and innovative property development solutions – due to massive capital investment.

Mixed-use developments boost the economy, stimulate small business growth, create jobs and present

a host of investment opportunities.

They are also a sterling way of capitalising on a more resourceful use of a denser space, as well as meeting the country's infrastructure needs.

In South Africa there are a few either in progress or in the pipeline. The R1.2bn Yacht Club mixed-use development in Cape Town's Roggebaai Canal precinct will consist of A-grade commercial space, 170 residential units and a hotel.

Another newcomer

is the 207-room Radisson Blu Hotel in Durban's Oceans Umhlanga development that is expected to open its doors in 2019. Designed as an urban resort, the high-end complex will feature luxury apartments and a shopping mall with leading international brands.

Whether these mixed-use hospitality developments are built or the result of urban upgrades restoring these buildings to their former glory, this property trend is here to stay.

WSP sets a benchmark in sustainable building in Namibia

WSP | Parsons Brinckerhoff, Africa, achieves the first 4-Star Green Star rating in Namibia for the FNB Namibia Holdings' @Parkside building – which is also well on track for its 'As Built' rating.

Located in Freedom Square, Windhoek, @Parkside is the first building in Namibia to achieve a Green Star rating and – with its innovative, environmentally-friendly design, and sustainable operational energy management - the building sets a benchmark for building sustainably in the country for the future.

Construction of the building started in August 2013 with the buildings practical completion achieved in October 2015. During this time, the building was awarded its 4-Star Green Star

Office SA-Namibia 'Design Rating' from the Green Building Council of South Africa in 2014. Since completion and being fully operational, the project is aiming towards an 'As Built Rating' by demonstrating that the sustainability initiatives designed into the building are installed and operating to their full efficiency potential.

As market leading sustainability consultants, WSP's GREEN by DESIGN team has been involved with this project from conceptualisation through every phase of design and construction – consulting with the project team on sustainability and Green Star requirements - and now reviewing the operations of the building for the 'As Built' rating submission.

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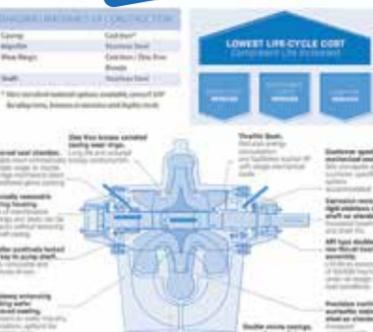
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Franki Africa is 70-years old and going strong

IN November 2016, Franki celebrated 70 years of continuous operation in Africa and, according to MD Errol Braithwaite "We are convinced that the attributes that have served us so well in the past will continue to do so in the future."

"We are proud and gratified to have worked on projects which have contributed massively to the development of the continent and we see ourselves, along with all members of the built environment profession, as primary enablers of growth and development in Africa."

"Our 2013 acquisition by the Keller Group has greatly enhanced our portfolio of products and our access to world class expertise. There is no doubt that, when involved early enough, we are able to bring the most cost effective and technically appropriate solutions to almost any geotechnical project almost anywhere in Africa," Braithwaite says.

Franki is well represented on the continent, having recently completed projects in Mauritius, Angola, Ghana, Mozambique, Tanzania, Uganda, Swaziland, Botswana and Zambia. "Indeed, our partnership with Keller enables us to bring best practices in



Then.

expertise, health and safety, quality, and technology to Zambia and any other location in Africa which, combined with Franki's experience, constitutes a compelling service offering to our customers," he says.

The first office of the Franki operation in South Africa was established in Cape Town in 1946 as a subsidiary of Frankipile, the internationally renowned Belgian-based piling company. From the fledgling start of the first contract - the installation of eight piles for a small building in Paarden Eiland near Cape Town, Franki has the capability and capacity to handle large and complex geotechnical projects. It competes with internation-



Now.

al geotechnical companies in sub-Saharan Africa while not losing its appetite or competitiveness on small projects - even today the majority of its projects are less than two million rand in value.

Franki is also renowned for developing piling technology, boasting some of the best-known geotechnical engineers in the country who have developed a reputation for their knowledge and expertise both here and abroad.

Changing of the Guard

Meanwhile in January 2016 there was a change of guard at Franki with Braithwaite taking over as Managing Director from Roy McLintock who retired in Decem-

ber 2015. Franki offers a comprehensive range of geotechnical and marine engineering services including both design and construction for the general construction, civil engineering and mining industries. It is ISO 9001 accredited and OHSAS 18001 certified.

Franki are specialists in: Piled Foundations; Soil Improvement - In-situ Compaction; In-situ Replacement; Rigid Inclusions; Deep Soil Mixing; Jet Grouting; Underpinning; Lateral Support; Pipe and Culvert Jacking; Marine Foundations and Structures; Environmental Remediation; Geotechnical Investigations and Geotechnical Design and Advice.

Releasing agents for every concrete purpose



The CHRYSO® Dem range ensures easy, clean release of the formwork or mould from the concrete, without damaging either.

RELEASING agents are a valuable part of any construction project, ensuring that concrete does not stick to formwork or moulds; the CHRYSO® Dem range takes this technology another step forward with a brand to suit every application.

According to Hannes Engelbrecht, general manager: inland at CHRYSO Southern Africa, getting the best results requires choosing the appropriate release agent, as there are specific formulations for all options including timber formwork, manmade formwork and decorative concrete, as well as wet or dry precast.

"It is false economy to just use the cheapest releasing agent available," says Engelbrecht, "as the cost is relatively low when compared to the value of the formwork or mould. The CHRYSO® Dem range ensures easy, clean release of the formwork or mould from the concrete, without damaging either."

The products reduce the likelihood of any imperfections and surface damage to the concrete, such as blow holes, creating more durable and attractive concrete surfaces.

"It is important to remember that the quality of the CHRYSO®

Dem range ensures there is no adverse effect on the adhesion of subsequent finishes and coatings," he says. "This allows plaster, paint or other coatings to be applied to the concrete with no associated problems; the release agents are also water repellent, so are not affected by rain."

These products do not have any negative effect on the hydration of concrete as it cures, and they are inoffensive to apply as they have very little odour.

The range even includes a vegetable-based, environmentally friendly release agent - CHRYSO® Dem Bio 10 - which is biodegradable and non-toxic, making it safe to use in confined applications such as mining and tunneling, or any other poorly ventilated area.

Reducing blow holes is the specialty of CHRYSO® Dem Elio LSM, with its low viscosity oil lowering the surface tension against the sides of mould and allowing air bubbles to escape.

CHRYSO® Dem Elio SP is designed for dry precast spun pipe production with the added benefit of the release of dry concretes that have been exposed to the high temperatures of steam curing. CHRYSO® Dem Oleo FW is a mineral-based release agent suitable for all types of formwork on site.

"The CHRYSO® Dem range is a fundamental change for an industry that is accustomed to a one-size-fits-all approach when it comes to release agents," says Engelbrecht.

"It is also raising the bar among users, who will now start to expect better results."



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Transformation in the built environment - in black and white



Manglin Pillay CEO of SAICE, The South African Institution of Civil Engineers.

“IT is a misnomer that racial and related economic transformation in the civil engineering and construction sector is not happening. The numbers tell a different story.”

This is the view of Manglin Pillay CEO of SAICE, The South African Institution of Civil Engineers.

Government has consistently invested more than 7% of GDP annually on infrastructure development over the past 8 years, and promises of injections of trillions of Rands into future infrastructure initiatives — all to realise the objectives set out in South Africa’s National Infrastructure Plan (2012), together with the New Growth Path (2010) that promised to create 5 million jobs in 10 years, the National Development Plan and other initiatives. This clearly in-

dicates that the ANC-led administration has embarked on an infrastructure development plan for the overall socio-economic development strategy of South Africa. In doing so, the prospect for racial and radical economic transformation remains opportune.

How then has the sector been performing until now?

The data shows steady growth in the number of Black built environment practitioners in South Africa.

Engineering Council of South Africa (ECSA)

Data from ECSA, the organisation entrusted with protecting the health and safety of the public by registering engineering professionals, shows that the number of registrants of Black engineering practitioners increased from 35% to 46% in all categories from 2011 to March 2016, compared to a drop from 65% to 54% for White practitioners in the same period. In that time, 9 194 Black professionals registered with ECSA, compared to 2 225 White professionals.

It is well-known in the industry that ECSA and its CEO, Mr Sipho Madonsela, a registered engineer himself, are positive about

the level of transformation over the past years, and especially among the young people, including females, from disadvantaged backgrounds — as seen in the figures above. These include engineers, technologists and technicians. Madonsela also reported that in 2016, for the first time in the history of ECSA, the number of registered engineering practitioners reached more than 50 000. ECSA can be proud of the visible effects of registration seen in the industry.

South African Council for the Project and Construction Management Professions (SACPCMP)

The SACPCMP registered 1 264 Black construction project management professionals since 2008. Of the total number registered in 2008 (3 276) only 26% (841) were Black and 74% (2 435) White. These figures in 2016 (4 364), however, show a significant increase to 48% (2105) for Black and decrease to 52% (2 259) for White.

South African Council for the Quantity Surveying Profession (SACQSP)

The SACQSP registered 939 Black quantity surveying professionals since

2011. Of the total number registered in 2011 (3 049), 39% (1 193) were Black and 61% (1 856) White. These figures in 2016 (3 982), however, show a significant increase to 54% (2 132) for Black and a decrease to 46% (1 850) for White.

South African Council for the Architectural Profession (SACAP)

The SACAP registered 2 400 Black and 3 600 White architectural professionals between 2012 and March 2016. There is a general decrease in the number of both Black and White registrants at SACAP from 2014 to March 2015. This is probably due to the lack of architectural project roll-out from the public sector. The gap difference between the race groups, however, has narrowed over the past 5 years, with 266 Black and 332 White professionals registering in 2016.

The South African Institution of Civil Engineering (SAICE)

With some 13 000 members, it is the largest engi-

neering voluntary association in South Africa. SAICE CEO, Manglin Pillay, another professionally registered engineer, states that more than 45% of SAICE’s membership is Black. Taking into account South Africa’s history before 1994, Pillay explains, “A more accurate measure of transformation is found in that almost 70% of SAICE’s membership under the age of 36 is Black.

Pillay commends the public sector for driving the transformation agenda through policy. He also divulges, “The irony of Government’s plea for transformation in the sector is that most Black engineering graduates are employed in municipalities, national and provincial government and in state-owned enterprises. But it is in the public sector that coaching, mentoring and technical engineering supervision — which are critical components for the training and development of engineers — are lacking.”

Many local and district municipalities only

have junior staff, few of them adequately developed. Many of these are indeed classified as struggling municipalities. As Pillay says, “This is the real challenge. It is not about Black and White any longer, it is all about Experience and Inexperience.”

Pillay comments further, “The sector has work to do on racial transformation, but the current actual numbers show remarkable progress in the built environment, considering that it takes about 10 to 12 years, excluding basic education of another 12 years, for any individual to accumulate the necessary education and training before they are ready to register as professionals. There is no quick-fix solution, but we can build on the existing successes.”

One such success is the work done by the MD of SAICE Professional Development and Projects (PDAP), Dr Allyson Lawless, another professionally registered engineer. Thousands of Black graduate engineering practitioners are now

registered professionals through PDAP’s Candidate Academy and Road to Registration programmes. Dr Lawless says, “There is a need to re-engineer local government capacitation and professional development for graduates. Assuming that an applicant with a tertiary engineering qualification can grow into a senior post, without working in a community of expert practice, is a fallacy. Since 2005, a dramatic loss of staff over 50 years of age occurred in municipalities — they would typically have been the strategic planners and leaders, also acting as mentors and coaches. Where senior technical design staff is not available, training should be sought through secondment and tapping into the pool of retirees to offer their expertise until in-house staff have been adequately trained.” Only by doing so, the next generation of engineers will grow into skilled, competent, experienced and responsible candidates capable of filling senior posts.

Key asphalt technology initiatives in Western Cape

MUCH Asphalt is playing a key role in various projects aimed at improving asphalt quality and performance, including two exciting initiatives in the Western Cape that will directly impact the quality of our asphalt roads.

“As a major player in the southern African asphalt sector, we have a responsibility to ensure that the industry stays abreast of the latest global asphalt and plant technology and that world best practice is implemented in South Africa,” says Herman Marais, plant and technical director at Much Asphalt.

“The South African asphalt industry is very dynamic and new innovations are rigorously tested and tried before full scale implementation. It is important that we keep on developing our products to the benefit of our clients and our road infrastructure.”

Grey water

Just one current example is the Grey Water Study by BVi Engineers jointly funded by the City of Cape Town and the Southern African Bitumen Association (Sabita).

Grey water damage to paved streets in Cape Town is a major problem and it is difficult to keep grey water off the paved surfaces. BVi Engineers is undertaking research using different mix types and modifiers to develop a more grey water resistant asphalt mix.

Much Asphalt was approached to compact samples and also developed the mix for the study. “The asphalt mix that performed the best was a continuously graded fine mix with bitumen modified with EVA, Sasobit and Zycotherm,” says Marais.



Asphalt briquettes after mist conditioning to assess the performance of the different mixes in the Grey Water Study.

Academic involvement

In another project to promote asphalt research at tertiary learning institutions, Much Asphalt, BVi Engineers and Sabita launched an asphalt briquette making competition at Stellenbosch University. This has triggered keen interest in asphalt technology among engineering students.

Much Asphalt and BVi Engineers are co-funding the competition, which is now being rolled out to other educational institutions around South Africa.

“The asphalt industry is not as appealing to engineering students as large civil engineering and construction projects, and very little marketing of the industry has been done at our tertiary educational institutions,” explains Marais. “The competition is a good example of how different aspects of the asphalt sector come together for the good of the industry and ultimately of our roads.”



Investing in diversified growth

- Aggregates
- Industrial Minerals
- Contracting International
- Concrete Products
- Readymix



A range of products built on the foundation of quality and durability

Afrimat Limited is a leading black empowered open pit mining company providing an integrated product offering ranging from aggregates, industrial minerals, concrete products (bricks, blocks and pavers) to readymix concrete.

Afrimat has established a strong foothold in contracting services comprising mobile crushing, screening, drilling and blasting.

Backed by more than 45 years’ experience, Afrimat listed on the JSE Limited in 2006. As part of its continued diversification strategy, the group is expanding its footprint into Africa.

The group’s capabilities enable Afrimat to service projects of any scale from major infrastructure and construction projects for state-owned enterprises and parastatals through to small private sector contracts.

New HVAC motor drives for major pharmaceutical distributor

SEW-EURODRIVE has supplied MOVITRAC® LTP-B Eco HVAC drive units to DSV Healthcare of Meadowview, Johannesburg. Designed and engineered specifically to optimise fan and pump performance in HVAC applications, this is the first application of the new technology in South Africa.

The new HVAC drives are an integral part of DSV Healthcare's facility-wide Building Management System from Johnson Controls. Maintenance Manager **Peet van der Linde** explains that the Medicines Control Council requires the facility to maintain a constant humidity of 60% and a temperature of 22°C.

"If the humidity and temperature level of our facility goes out of range, it means we end up with critical stock that cannot be distributed. Therefore it is vital that the internal environment be maintained within the prescribed parameters," van der Linde comments.

Comments Mechatronic Sales Engineer Hendri

Oosthuizen; "These units were supplied to run the centrifugal evaporator fans for the client's building air-conditioners. They offer exceptional reliability and longevity due to the fact that they are supplied with built-in line filters." Oosthuizen notes that the design specifications were three-phase 400 V supply, 15 kW HVAC drives, while the installation requirements were IP55, analogue setpoint control, and relay feedback for running and alarm status.

The main advantage of the new HVAC drive is that it is designed for maximum motor-control efficiency. Efficiency is improved by up to 4% compared to standard AC drives, while also reducing supply current total harmonics distortion (THD), improving the Real Power Factor, and reducing total input current, leading to installation cost-savings through reduced cable and fuse ratings and smaller supply transformer rating. The drives are also manufactured in accordance with RoHS, a European



Union product directive applying to electronics manufactured within the EU, or imported from other countries.

Additional features include intelligent standby. This parameter defines the time period whereby if the drive operates at minimum speed for greater than the set time period, the LTP-B HVAC output will be disabled, and the display will show 'standby'. This parameter can be customised according to the customer requirements. Another feature is the energy-saving function.

When enabled, the inverter automatically reduces the applied motor

voltage at light loads. This inverter is also EN 61000-3-12 compliant, and has a wall-mounting design, an OLED multi-language plain text display, and interfaces for BACnet IP, EtherCat, DeviceNet, Profibus DPV1, Modbus TCP, and ProfiNet.

The drive also has a programmable service-interval parameter for routine drive or system maintenance alerts, with the diagnostics menu including a handy read-only 'time to service' parameter. The OLED display flashes an indicator whenever a service is due.

Other features include fire mode, fan-belt break detection, a PID sleep/

standby function, and a bypass control.

Adopting the MOVITRAC® LTP-B Eco HVAC drive is part of a longer-term plan to standardise on SEW-EURODRIVE products at the pharmaceutical distributor, as its automated pick-and-place and sorting system, including cranes and conveyor belts, already uses gearmotors and drives from the German OEM. "In the automatic retrieval area alone, which has 16 levels and is 28-m-high, we have about 40 drives from SEW-EURODRIVE."

"The main benefit of standardising on SEW-EURODRIVE products, apart from the quality and cost-effectiveness, is the aftermarket service and support that is offered," van der Linde adds. In addition, the HVAC drives are extremely user-friendly in terms of installation and start-up, with a text-based screen guiding the user through the parameters.

OPINION

Condition-based maintenance – extends life of HVAC equipment

By Neil Cameron, Johnson Controls Area General Manager, Building Efficiency – Africa

HVAC is a long-term investment: chillers are big-ticket items that are meant to last the lifetime of a building – about 25-30 years – in fact a recent demolition of one of the first four star hotels in Dubai led to the retirement of three YORK® YT Chillers after nearly 34 years of service.

There are chillers that are over 50 years old that are still pulling a full shift in industrial and commercial environments. The machines that make it to this age are in various states of repair but the best have had a dedicated team attending to maintenance. These chillers are often only retired when replacement parts become difficult to source, or advancing technologies begin to make strides in efficiency that they cannot hope to emulate.

What is condition-based maintenance?

Quite simply it is the ability to continuously monitor, assess and refine the performance of plant equipment.

The value of a 24x7 monitoring is significant:

It enables early detection of out-of-sync operation and identifies precursors to failure. These are errors that can be corrected with a tweak if caught in time. The alternative is that the machine may run to fail, resulting in expensive replacement of parts and downtime.

Monitoring and analysis also enables efficient servicing of equipment. Service providers arrive onsite fully equipped to deal with the challenge – with pre-knowledge of potential problems, they can bring along the right spares and equipment needed to fine-tune or repair the machine. Energy and operational savings can be optimised with condition-based maintenance based on optimising levels of performance to meet budgets.

Continued on P29

Why you should phase out R22 (HCFC)

Guidance for owners and users of refrigeration equipment

In South Africa companies use a refrigerant called R-22 mainly because its cheap, effective and widely available.

However, due to its very high O-Zone depletion potential, **R-22 has already been banned in much of the developed world.**

On January 2015 national legislation limited the importation of R-22 (HCFC) into South Africa. The resultant reduction of R-22 within South Africa has forced companies to change their Air Conditioning, Refrigeration and/or Heat Pump Systems.

As the production of R-22 (HCFC) gasses decreases they will become more difficult to obtain, affecting pricing.

The planning process

Step 1 – Identify all R-22 (HCFC) equipment.

Step 2 – Evaluate phase out options.

AGE – an old plant should be replaced, but a new system may be suitable for modification.

PERFORMANCE – if the plant is known to be inefficient, unreliable or unsuited to the cooling loads replacement is likely the best option.

PLANT DESIGN – some plants will not be well suited for refrigerant replacement.



Did you know? SARACCA supports members in the costs of skills training.



Keeping a low profile with Daikin's new VRV IV S-series compact

STANDING at just under one metre high, the VRV IV S-series compact is the lowest profile outdoor unit on the market. Suitable for both residential and commercial applications, its small footprint offers maximum flexibility for installers and designers, providing a discreet, go-anywhere solution that can be hidden behind low walls, hedges or concealed on balconies, successfully blending in with its surroundings to become virtually invisible, what every architect aspires to achieve in offering a flexible, out of sight solution.

Outstanding versatility

The introduction of the new mini-VRV IV S-Series extends the capability of Daikin's mini-VRV range, offering more choice for all types of buildings than ever before. As well as the new, compact, single-phase 4 and 5 HP units, the standard range of 4-5-6 HP units -

available in either single and three phase - have also been updated from VRV III to VRV IV models. Furthermore, a new range of 8-10-12 three phase VRV IV S-series units have been added to meet the requirement for larger capacities.

Longer piping lengths allow units to be positioned away from the

building for complete discretion and convenience, while up to nine indoor units can be connected to a single outdoor unit to meet the needs of larger buildings of up to 200m².

Uncompromising performance

Based on the market-leading VRV IV

technology from Daikin, the new VRV IV S-series is small yet powerful and offering high seasonal energy efficiency.

VRV IV's unique Variable Refrigerant Temperature (VRT) control automatically adapts to the unique requirements of the building and climate, significantly reducing

seasonal operational cost by up to 28% compared with previous series.

Easy to use centralised controls optimize energy efficiency and mean the system can be set precisely to suit individual needs, while providing the potential to monitor energy usage across a range of different properties.

Daikin VRV IV S-Series – best in class

With the introduction of the new compact mini VRV IV, Daikin has achieved another first in technical innovation to offer installers the widest and most complete range of mini VRV solutions available.

Condition-based maintenance

Continued from P28

Condition-based maintenance approaches:

For owners of newer machines, built-in features such as performance monitoring, an always-on connection to the cloud or Internet of Things (IoT), as well as self-identification of potential operating issues, offer a big advantage. It allows the machine to be remotely monitored, its performance to be benchmarked against a vendor database and a global peer set, standard reports to be issued and in-house maintenance teams or outsourced solution providers to be alerted immediately to errors or potential issues. This augments scheduled maintenance, adding significant value.

For owners of older machines, specialised HVAC condition-based maintenance teams can conduct scheduled analysis, providing basic reports (e.g., regarding consistency, levels or potential contamination of oil and gas; pressure and temperature; or even vibration analysis) and helping plant owners to create maintenance schedules and strategies that improve on scheduled maintenance and break-fix efforts, and are aligned to operating requirements and budgetary constraints. For example, providing suitable planning for downtime or part replacement, or ensuring regular checks in periods of high performance.

For owners considering making use of generic condition-based maintenance service providers – don't. HVAC equipment is complex, it requires more than a generic review.

The future of condition-based maintenance?:

The functionality built into HVAC equipment and plant equipment will in future 'talk' to the building.



Keep a low profile

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For more information visit www.daikin.co.za and find your nearest installer via our dealer locator.

New acquisition boosts steam and combustion offering

ENERGY Partners, part of the PSG group of companies, has announced its acquisition of refurbished coal, oil and gas-fired packaged steam boiler suppliers, Dryden Combustion. This acquisition falls within the Steam and Combustion division of Energy Partners that focuses on the supply of steam energy, boiler control and the optimisation of systems.

The sale, which took effect on 3 January 2017, will enable the group to provide the full spectrum of services and equipment to users of steam in industry in Southern Africa and beyond. This will facilitate a one-stop-shop experience for customers.

The acquisition sees National Sales Manager – Steam & Combustion for Energy Partners, Jonathan Probert taking the reigns as CEO of Dryden Combustion, with company directors, Gordon Slater and Sue Kiley remaining with the business until the end of 2017.

“We are very excited about the prospects for future growth and de-



From left to right: Jonathan Probert, Jean Le Roux, Sue Kiley and Gordon Slater

velopment that this deal brings into play. It is a major step forward in terms of the opportunities it opens up to expand the scope of both companies' operations, including better penetration into their respective markets, improving efficiencies of both outsourced and user-owned boilers and ancillary equipment and achieving meaningful operating cost savings to the benefit of customers,” Probert comments.

Probert adds that the deal also provides a strong foundation for developing new products and services to better cater to the diverse require-

ments of the market.

“The acquisition enables Energy Partners to extend its reach, bringing substantial value-added benefits to more customers with world class boiler repair and refurbishment capabilities, as well as an array of high-efficiency steam controls and energy optimisation systems,” he states.

Probert notes that the acquisition opens up a host of opportunities in an industry with considerable scope for outsourcing services at present. “We estimate that less than 10% of steam users in our market, encompassing industrial,

commercial and service organisations, have adopted outsourcing solutions to date.”

“Steam users who convert to outsourcing as provided by Energy Partners stand to gain higher production efficiencies regardless of how sophisticated their existing boiler plant is as operated by them in-house,” he says.

“In recent years, Energy Partners has been gathering momentum in its ongoing drive towards changing the traditional pattern of steam production management. The accumulation of sites, where we can demonstrate the success of the concept to potential new customers, has helped us in this regard.”

“By showing our successes to potential customers, including allowing them the opportunity to confirm directly with our existing customers that outsourcing is effective and yields significant benefits, we provide them with the motivation they need to make the switch,” Probert concludes.

Zest energy provides mobile power for Kamo-Kakula mine development in the DRC



The Zest Energy mobile substation in position on site, connected to the SNEL electrical network. The photograph shows preparations for hot commissioning and energising in progress.

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

The 120/11 kV mobile substation will serve the construction of the planned initial mine at Kamo-Kakula, a project whose existing mineral resource has been independently verified as Africa's largest copper find. Kamo-Kakula's principal owners are Ivanhoe Mines, Zijin Mining and the government of the Democratic Republic of the Congo.

“Due to the high cost of running on diesel generators, the mine developers decided to purchase a mobile substation to interface with the network of the DRC power utility SNEL to provide power during the construction phase of the project,” Alastair Gerrard, managing director at Zest Energy, says.

Although the substation will not be moved frequently, Gerrard says being mobile allowed for quick and hassle-free construction and commissioning, and gives the mine the added flexibility of deploying the substation to other areas of its operations when needed in the future.

Zest Energy – part of the Zest WEG Group – undertook the design, manufacture, supply, testing, delivery, installation and commissioning of the complete mobile

substation, including the trailer, transformer and related electrical equipment. It also provided a protection system, earthing, site work (with full commissioning and testing) and site training.

The project began in February 2016, and the unit was commissioned and handed over to the mine developer in October 2016, in line with a challenging delivery deadline of nine months.

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

The commissioning process included final assembly of the transformer, oil filtration and purification, and conducting of a full spectrum of transformer tests, as well as on-site testing of all supporting substation equipment. To ensure strict compliance, all commissioning and testing was done in conjunction with SNEL to meet contractual and performance requirements.

Skills transfer was facilitated by operator training conducted by Zest Energy to all selected mine personnel, ensuring that the substation was left in safe hands, with a strong after-sales service to respond to any further customer requirements.



Easigas (Pty) Ltd has been a leading supplier of Liquefied Petroleum Gas to the Southern African market for over 30 years. The company has in excess of 30 filling plants located throughout Southern Africa and fills a range of LPG cylinders - from a 9kg to a 19kg and 48kg cylinders, both single & double valved, as well as forklift truck cylinders. The company also specialises in the supply of Bulk LPG to cater for any demand, using our fleet of bulk tankers which are strategically placed around the country. In addition to having allocations at all key refineries within South Africa, Easigas also has strategic storage facilities in every major business hub in South Africa. These storage facilities, coupled with Easigas' fully-owned and managed import facility in Port Elizabeth, assists us in keeping our customers supplied during refinery shutdowns and during periods of peak demand.

LPG can be used for space and process heating, powering machinery, producing food, shrink-wrapping, firing industrial ovens, kilns or furnaces or powering forklift trucks in warehouses. Few energy sources are purer and cleaner, producing controllable high temperatures with negligible sulphur emissions.

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Easigas's head office is situated east of Johannesburg in Alberton. For more information on our network and supply capabilities, please contact one of our specialist sales personnel by calling our 24 hour customer service centre:

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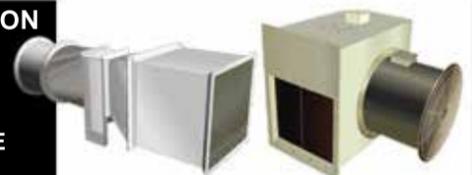
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Renewable energy storage solutions 'go green'

HYDROGEN is emerging as one of the most viable and effective storage solutions for renewable energy in many key industries, including the transportation and power sectors. Since 1996, the Tshwane-based specialised engineering company, RTS Africa Engineering, has had the sole agency to represent Nel Hydrogen, a Norwegian company which has been at the forefront of hydrogen production through water electrolysis since the 1920's.

RTS Africa Engineering has been responsible for installing, maintaining and supporting Nel Hydrogen electrolyzers since taking on the agency in the mid-1990's.

"South Africa has one of the largest electrolyzers in the world, which we regularly maintain," explains Managing Director of RTS Africa Engineering, Ian Fraser. This is at Illovo Sugar Mill in KwaZulu-Natal, where

a Nel A-485 electrolyser produces hydrogen for the manufacture of furfuryl alcohol from furfuryl – a downstream product from the sugar refining process. In the rest of Africa, RTS Africa maintains installations in Kenya, Egypt, Algeria and Nigeria.

For its part, Nel Hydrogen has been in the development of hydrogen production technology since 1927, manufacturing electrolyzers for large-scale hydrogen production, as well as for hydrogen storage to store surplus renewable energy. The company has installed more than 850 electrolyser units around the world. In 2014, Nel Hydrogen acquired the Danish company, H2Logic, the world's leading developer of hydrogen refuelling stations.

"As pressure on the countries of the world increases to lower carbon emissions, the need for efficient and effective renewable energy is increasing," says Sales Director for Nel

Hydrogen, Eric Dabe.

"However currently, in the renewable energy sector, the supply of energy fluctuates as it is dependent on the sun and wind," Dabe continues. Fluctuations make connecting renewables to the AC grid challenging. In addition, the dynamic nature of renewable energy dictates that installed capacity is greater than demand. This means that considerable energy surpluses are produced at certain times, which cannot be absorbed by the main grid.

"In this case, the only solution at present is to discard significant amounts of valuable 'green' energy," he adds.

Batteries as a means of energy storage are costly and have limited capacity; and disposal of spent batteries is also an environmental challenge. However, with hydrogen technology, excess power from renewable sources can be fed to elec-

trollysers to generate hydrogen, which can be stored and then used to create energy at convenient times. This so-called 'green' hydrogen enhances the business case for renewable energy sources, as the electricity it produces maximises the value of renewable energy systems.

Already, over the past three to four years, the application of hydrogen as a means of energy storage – or 'power-to-gas' as it is known – has been successfully demonstrated in Germany with its advanced renewable energy programme. It is estimated that, by 2050, renewables will provide 80% of that country's energy.

Existing natural gas networks could serve as a substantial green hydrogen energy storage solution. "Up to 5% hydrogen can be blended into and stored in natural gas piped networks," continues Dabe, explaining that this contributes to the decarbonisation of the natural gas grid.

"The calorific value of the resulting gas mix is greater. Less gas can be used to achieve the same result while the net energy benefit is greater than 5%.

Blending hydrogen with natural gas also lowers emissions, as when hydrogen is burned, the emissions are pure water," he explains.

Smith Power gives power to Fresh Stop's 250th store

THE 250th Fresh Stop was recently opened at the Caltex Croydon service station and Smith Power Equipment (SPE) has provided the backup power for it and the rest of the station.

Caltex Croydon retailer and well-known entrepreneur, Lesley Masia, says that he is excited about the effect that Fresh stop will have on business and also thanked Smith for the effort they made in providing him the 150 kVA generator for backup power. The generator, which has a Cummins engine and Stamford alternator was custom-built for Caltex Croydon.

"We have quite a lot of power outages in this area and efficient backup power is essential to the business. In our case Arno Killian from Smith went the extra mile to provide the reliability, service and seamless changeover

that we required - in an outage the changeover to backup power is such that customers wouldn't even know that the main power went off," Masia says.

Killian says that it has been a pleasure working with Mr Masia. "He is an inspirational man and his speech at the Fresh Stop opening left everyone feeling motivated and enthusiastic," he says.

When asked about his 'secret to success' Masia said that the secret is in relationships. "Deals that were not thought through properly can somehow be rectified, but relationships that go sour are much, much more difficult to mend," he says. "And, after all, what is business if not the management of relationships on various levels. Whether it's your management, staff, customers or suppliers one has to encourage others to be the best that they can be. This means

encouraging others to dream big, to stretch their visions in order to lead an exciting and extraordinary life."

Masia says the Fresh Stop's unique offering is fresh fruit and vegetables which is a significant convenience for the customers and the community of Croydon. He added that the Croydon Fresh Stop's overall offering is very broad and includes a Grill to Go where hamburgers and other items are grilled while you wait; a Seattle Coffee outlet; a Crispy Chicken outlet and the Pitstop for a general variety of hot and cold foods to take-away.

"The Fresh Stop is a significant improvement on the previous convenience store that was offered at Croydon and I have no doubt that we are now better placed to meet the needs of our very diverse customer base," he concluded.

New range of rugged battery cabinets

A new range of battery cabinets has been released by power provisioning specialist, Powermode. The locally-manufactured units are marketed under the Q-on banner and are suitable for applications ranging from solar PV to uninterruptible power supply (UPS) and self-consumption systems.

According to Jack Ward, MD of Powermode, the safe storage of batteries is important from a safety as well as space-saving perspectives. "General hazards related to energy storage include chemical leakage and fire dangers as well as the possible escape of non-flammable gases when charging or discharging certain batteries."

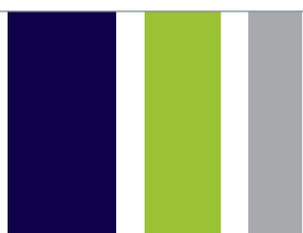
He says the Q-on cabinets, which are manufactured from rugged, durable steel

to the highest standards and come with a class-leading quality guarantee, are available in four standard sizes (A8, A12, A16, A20) to suit a wide range of stand-alone or mobile

requirements. The compact, space-saving cabinets feature multiple, removable shelves, and come with a built-in battery switch breaker for battery isolation.

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Q-on Battery cabinets

Serco displays specialised custom building skills



The exterior view of the new 12,5m trailers that were built for PCubed (Pty) Ltd to be used to conduct learner driver license tests.

SERCO has once again proven its high quality custom building capability by producing two fully-equipped trailers for use as mobile learner driver license test centres.

The 12,5m-long trailers were built for PCubed (Pty) Ltd and are currently being used in Mpumalanga to conduct learner driver license tests. The vehicles have a main examination section comprising an examiners desk and 15 workstations where applicants sit their tests, while the back section houses a registration desk, the generator and a server room.

The 12kVA generator sits in a customised compartment while the 24000BTU air-con-

ditioning unit cools the entire interior through Serco-designed ducting. Solar panels and UPS back-up power supports critical apparatus in the event of a power failure.



Key features developed for PCubed include a semi-insulated generator chamber with ventilation, a customised wind deflector and air-conditioning condenser protection, LED lighting and chassis and body construction to accommodate sophisticated electrical equipment and ducting.

Each workstation has an electronic interface to the server and is linked via a mobile communications system to the PCubed Support Centre, which provides for touch screens with fingerprint ID verification.

The workstations are monitored by cameras and the examiner manages and monitors the entire test through a dedicated examiner workstation.

Commenting on the quality of the trailers and the general efficiency of Serco, Managing Director of PCubed, Mr Ismail Amod, said: "Serco has built four trailers for us since we started doing business with them in 2008.

"The most recent build has surpassed our expectations and is truly world class. Serco's new trailer facility and panel fabrication techniques have enhanced all aspects of the vehicle quality, making it possible for them to meet very demanding delivery deadlines."

Cape Town worlds first city with fully mapped public transport



WHEREISMYTRANSPORT has announced that data for the entire public transport network of Cape Town is now available through its platform. Integrating data from both formal (i.e. officially provided) and informally-run (i.e. minibus taxis) transport for the South African city, this makes Cape Town the world's first city to have both its formal and informally-run transport system data captured, integrated and openly available. To celebrate this achievement, the company has created a map of the city's most active informally-run taxi routes, visualising data from the transport information company's open platform.

Informally-run transport accounts for 80-90% of public transport journeys for passengers in medium-sized emerging cities. However, little documentation on these services exists, and where it does, data is incomplete or of low quality. Cape Town is now the only city in the world which has its entire transport system mapped, and where

the data is integrated and accessible to anyone - on the WhereIsMyTransport platform (an API).

This platform has been created to allow developers, transport operators and government officials to build solutions, such as journey planners, fare estimators, communications tools and connected digital signage, that improve access to public transport information for citizens in emerging cities, as well as to provide insight and analytics to aid city planning.

WhereIsMyTransport's 13 local data collectors spent under 3 weeks recording taxi journeys in Cape Town, mapping 657 unique routes, covering 8,870 km, and capturing 1,482 of the most commonly used stops, with an average journey cost of R10.86 (\$0.80). These data points have been added to the WhereIsMyTransport platform alongside data for the city's formal transport network to provide a complete picture

Continued on P33

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Orlens Transport keeps on trucking with DAF and Babcock

THE term 'built for the long haul' could not ring more true for Sastri Rapiti, owner of Orlens Transport, who credits DAF Trucks and Babcock for playing a fundamental role in building a successful logistics business that has increased in turnover ten-fold in a mere five years.

Rapiti's inspirational success story started with a few second-hand DAF Trucks that quickly grew to comprise 90% of his fleet as his logistics service spread across sub-Saharan Africa and new DAF Trucks were purchased for his growing operations. Babcock has been the sole importer and distributor of DAF Trucks in southern Africa since 2011, the same year that Orlens Transport began operating.

Rapiti, whose logistics operations is based in KwaZulu-Natal, says that he is no newcomer to the transport industry, having been involved in the sector for many years and working with all the major truck brands, but he maintains that there is no better truck than



DAF. In fact, every single one of the DAF Trucks that he has bought is still running, a testament to the truck manufacturer's precise standards of European engineering.

"Rapiti is an encouraging success story, starting off with a few older DAF Trucks and slowly building up his fleet and his business into a highly reputable company. Babcock has established an excellent, mutually beneficial relationship with Sastri and Orlens Transport, who continue to be loyal to Babcock and the DAF brand name," says Mark Gavin, Sales Director of Transport Solutions for Babcock.

This is not surprising considering that the first second-hand DAF Truck that Rapiti

purchased is still running, as are all the other DAF Trucks in his fleet. Gavin, who has worked closely with Rapiti since his time with the brand, puts this down to the truck's engineering that delivers driveability and productivity that is built to last. In addition, used DAF Trucks come with comprehensive service records and are subject to rigorous checks by Babcock.

"Although there are bigger, more established truck brands available in South Africa, you are just a number, whereas with Babcock you get personal service. If you have a problem, you can call Mark or one of the salespeople and they will immediately try to help you, instead of

having to contact a call centre for assistance," says Rapiti.

As a result of perseverance, hard work and hands-on involvement from Rapiti, Orlens Transport has built up long-term contracts with a number of blue chip customers in the packaging, beverages and other transport sectors, and operates throughout sub-Saharan Africa, proudly carrying the DAF banner across the region.

DAF Trucks has been recognised as one of the top performing truck tractors in Europe for several years and is swiftly gaining in popularity in southern Africa as Babcock continues to work on promoting the brand name and the after-sales support available from Babcock.

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A satisfying 2016

FAW SA has enjoyed a particularly memorable 2016, racking up unmatched milestones amongst FAW manufacturing plants outside of the headquartered plants in China.

Over the last three years FAW SA has committed over US\$100m in local infrastructure, job creation and train-

ing. The Coega-based plant and nearby body-building facility have been in full operation for just over two years.

A highlight for 2016 was the production of the two thousandth locally-built truck at the Coega-based plant.

It is in the export market that FAW SA

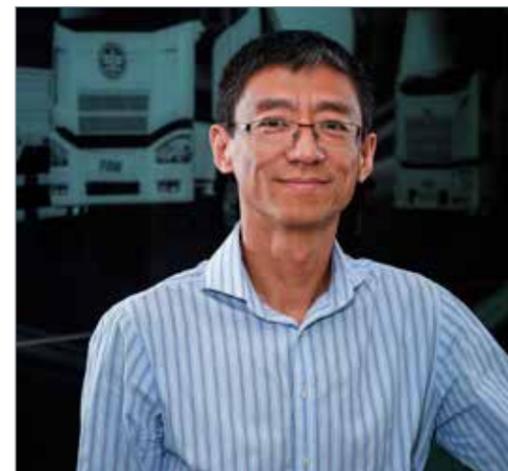
has been particularly prominent having one of the most consistent month-on-month export drives in the South African truck building industry – the company recently exceeded the 200 unit mark in exports into African countries.

“What is most gratifying is that many of the

units being bought by sub-Saharan customers are now second, and soon to be delivered third generation repurchases. This affirms our commitment to service and support into the African regions,” says Jianyu Hao, CEO, FAW SA.

“The indications for 2017 remain largely

similar to 2016. It will be a tough and competitive market in slow recovering economies. However, the opportunities are there and the chance of a one to three per cent growth is possible. We will continue to build on our customer relationships as we explore new possibilities.”



Jianyu Hao, CEO, FAW SA.

Cape Town worlds first city with fully mapped public transport

Continued from P32

of all of the transport options available to residents of the city.

Devin De Vries, co-founder of WhereIsMyTransport, commented: “Fully mapping Cape Town is a phenomenal achievement for our team. We’ve demonstrated that complex transport systems can be mapped at a much lower cost than many cities believe. With our efficient technology and methodology, even large cities don’t need to spend millions to map their networks. We have already mapped two more cities and will be releasing data for South Africa’s major metros this year. And that’s just the beginning: we’re excited by the potential for cities across Africa.”

Cape Town is the first fully-mapped city in the platform, and will be followed by East London, South Africa and Gaborone, Botswana in March 2017. WhereIsMyTransport will continue collecting taxi network data in South Africa’s major cities including Port Elizabeth, Durban, Johannesburg, Tshwane, Ekurhuleni, and Bloemfontein, all due to be complete by mid-2017. The company is in discussion with cities and local partners with the intention of fully mapping 20 African cities by the end of 2018. It already holds data on informally-run networks in Accra, Ghana, and Nairobi, Kenya.

While the company currently works with its own team to collect data, it has also created a ‘toolkit’ to enable any individual, organisation, or city to map their transport network. The toolkit includes a purpose-built app, methodology and planning techniques for tackling even the most sprawling cities, and support from the WhereIsMyTransport team to make data available through the platform.

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FAW tippers can handle the toughest of environments with ease – dust, stones and uneven terrain, challenging entry/exit slopes. Supporting FAW’s uptime promise is a host of aftersales back-up services, and maintenance and parts supply through a wide dealer network.						FAW provides purpose-fit mixer trucks that can conquer the rigors of any building site. There are few mixers to match FAW strength and long-lasting working capability. FAW mixer models are easy to drive and offer exceptional durability because of a strong chassis frame, the robust materials and quality standards applied in the manufacture of the truck, the drivetrain and the mixer body.		

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Schmalz gives RSC Ekusasa Mining's packaging a lift

TECTRA Automation supplied three Schmalz vacuum lifters to mining supplier RSC Ekusasa Mining's packaging lines at its resin manufacturing facility in Wadeville, Johannesburg. Used to palletise boxes of the company's RocLoc® resin capsules at the end of three production lines,

the lifters replace the more manual, labour-intensive item handling, allowing the facility to increase overall packing efficiency and safety.

Used in roof bolting applications in underground mining, RSC Ekusasa Mining manufactures a range of different capsules in various lengths

and diameters as well as various formulae that offer different setting times, from 15 to 120 seconds. The company produces up to 45 000 boxes of resin capsules per month, with between 45 and 60 boxes per pallet.

"We began building this facility in 2013, and, with a central focus on a

lean, efficient production processes, the Schmalz vacuum lifters were part of the design from the start," explains Alfredo Piroddi, General Manager – Resin, RSC Ekusasa Mining. "It brings the handling operation in line with international standards, and enhances the productivity and safety of workers loading the boxes onto pallets."

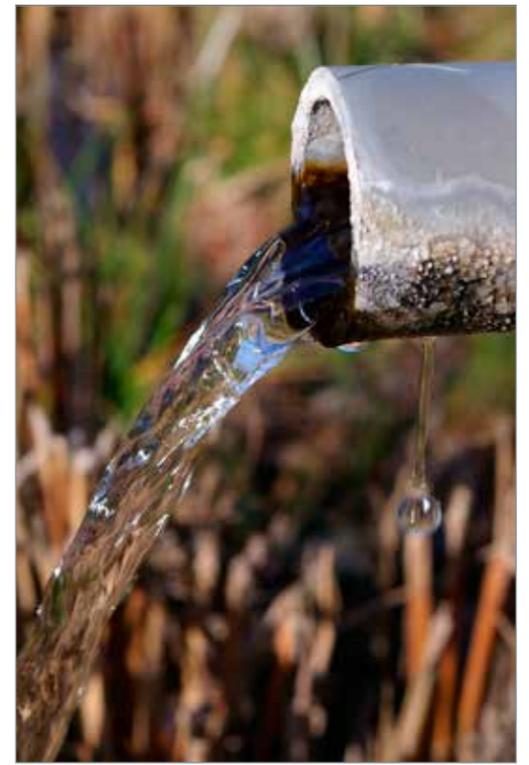
The three handlers – from the Schmalz JumboFlex vacuum tube lifter range – are an ergonomic handling solution with intuitive load lifting, lowering and releasing. "They are designed for handling lighter items up to 50 kg, and so were the ideal solution for these boxes, which weigh around 20 kg on average," explains Malan Bosman, Products Manager – Pneumatics, Tectra Automation.

"The lifters don't just accelerate the operation; they take the fatigue and physical strain away from the pallet loading process," Piroddi explains. "Issues around worker health and higher levels of absenteeism associ-

ated with manual lifting and loading are eliminated by the enhanced ergonomic operation of the vacuum handling process."

With labour health and safety becoming more of an issue in South Africa, these considerations are becoming increasingly important. "The use of vacuum handling technology is definitely growing," Bosman explains. "With manual labour being both less efficient and less safe, more and more line managers are implementing it into their operations."

Schmalz vacuum technology – a technology portfolio of over 3 500 components for both manual handling and automated gripping – is distributed in sub-Saharan Africa through Tectra Automation.



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Trends in the plastic pipe infrastructure for 2017

Jan Venter: Chief Executive Officer of SAPPMA

ACCORDING to a recent report published by Global Industry Analysts Incorporated (www.strategyr.com/MCP-1173.asp), the global market for plastic pipes is expected to reach 19.5 billion meters by the year 2022. Experts agree that this growth is driven primarily by replacement demand for piping materials in sewer and utility pipe networks, the launching of new material compositions and growth in public infrastructure spending in developing markets.

Worldwide, the plastic pipe market is also benefiting from the growing acceptance of large diameter plastic pipes in infrastructure applications such as drainage, sewer and water transmission, new plastic grades which are continuously being developed, a growing focus on new applications such as rain harvesting, planned deployment of natural gas distribution pipelines and recovering construction activity.

Despite the difficult economic and market conditions facing South Africans, Jan Venter, Chief Executive Officer of SAPPMA (South African Plastic Pipe Manufacturers Association) says that the future also looks optimistic for local manufacturers, thanks to exciting areas of growth in the plastic pipe industry.

"Water distribution and sewage disposal in particular are two areas where we are seeing a growing demand for HDPE and PVC

pipes," Venter says, adding that expanding telecommunication networks as well as the possibility of natural gas distribution are another two new services in areas not yet linked to the infrastructure that they are expecting to eventually contribute to the demand of plastic pipe.

"There is still good potential to grow market share at the cost of other materials, due to the inherent benefits of PVC and HDPE piping systems. This includes the ability of some materials enabling larger diameters and higher pressures," he says.

Venter says the potential for strong recovery in the plastics pipe industry is great, provided that sensible decisions are made at government level. "We have heard talk about proposed plans to upgrade pipe networks that have reached the end their useful life, or those of pipelines that are currently inadequate. If these plans are executed and promises made are fulfilled, they will hold significant growth prospects for the industry."

Looking at what some of the most pressing issues are facing the local plastic pipe industry, Venter highlights labour issues, skills shortages and work ethic as the three biggest challenges. "Fortunately, the electricity supply problems we experienced a year or two ago, now seems to be a thing of the past. However, the high cost of electricity still has a crippling effect on industry role players, and there is a growing concern that electricity sup-

ply could again become an issue if the industrial and mining demand in the country increases," Venter warns.

Another challenge facing plastic pipe producers, is the need for modernising their production equipment. "Local pipe manufacturers need to invest in new machinery in order for them to become more efficient. However, it is hard to motivate such a much-needed investment if the demand for the product is low. This could have a negative impact on the entire industry and prevent us from being competitive and in step with the international developments".

Whilst there are new markets and opportunities emerging for the plastic pipe industry, SAPPMA is urging government and decision makers to stop making empty promises when it comes to improving the country's water infrastructure.

"One can only hope that the current water crises that is staring our nation in the face, will galvanise action at government level and that the political infighting does not totally distract from setting priorities and working towards it. We have an ever-increasing role to play, and are making a difference where it matters. As an industry, we are committed to doing everything in our power to ensure the future of the industry through maintaining excellent quality and adhering to industry standard. We want to make sure that we are part of the solution – not part of the problem," Venter concludes.

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OPINION

Catch 22 and the minimum wage law

Continued from back page

Multiply the analogy across the piece and the loss of jobs could be in the thousands. Investors will look elsewhere – China and India prove that to be true.

With a minimum wage law, the same logic will now apply to expansions of existing enterprises. It will slow or stop some of them entirely.

Add the experience of almost everyone starting off to earn a living and looking for someone to give them a job. It is a safe bet that everyone has received the same response at least once: “Sorry, we need someone with experience”.

But getting experience needs having a job to gain it. Will a legally-enforceable minimum wage make such a chance better or worse for the first time job seeker straight out of school?

Yes, of course education is a key. Get a qualification first and then apply for appropriate jobs are good advice. But it is no guarantee that you will get one.

Nor will the existence of the minimum wage law prevent exploitation. There will always be people on the fringes willing to work for low pay, and always people prepared to pay below the minimum.

It comes down to this: a minimum wage law does not solve the problem of joblessness – particularly among young adults. It does not open doors; it shuts those that would otherwise be opened.

Education comes from various sources. Not all of them are schools, colleges and universities. Many swear by the most ancient method of all called on-the-job training—apprenticeships.

Originally, this system allowed an experienced craftsman or tradesman to take a youngster into his home, to feed him and clothe him, and introduce him the correct use of tools and develop skills by watching how it was done. After some years (four or more) the apprentice became free to set out on his own and to repeat the process.

Yes, some apprentices were treated badly but most were not and the system, despite other drawbacks, worked well. The public (customers) were also protected in that plumbers, blacksmiths and later electricians, and other metal workers plying their trade came with a guarantee that they had served their time at the feet of a master. They knew their business.

What was important about this system is

that no experience was necessary to become an apprentice.

Of course, there are those who will benefit from the minimum wage – those who are already in work and paid less.

The trades unions will benefit most. Those who manage, despite the hurdles, to get a permanent job will pay union dues. The shortage of skilled workers will remain, and high pay for skilled people will be maintained. Government too will gain from the additional taxes, both direct and indirect.

The losers are those who do not have jobs for the minimum wage reduces and closes off chances to learn. The real minimum wage will become zero.

What has been lost is an opportunity few politicians recognise -- working in a low-wage

job might be worthwhile for someone who has no better opportunities. A low-wage job is a step to a higher-wage job. Any paying job teaches valuable lessons like time-keeping, personal presentation, and other good habits essential in the working world. Turning down a job flipping burgers is a classic case of shooting oneself in the foot.

Imposing a minimum wage does not solve the problems of the unemployed. It may look good and gain votes, but it is a short term measure and since it contributes to inflation, it does not even benefit those in work for very long.

Yes, the minimum wage results in higher wages and lower job competition for some, but it eliminates employment opportunity for those who most need it.

2017 Entrepreneur of the Year competition now open for entries

THE instrumental value that entrepreneurs add to the South African economy is undisputable – they are an important cog in the creation of the much needed jobs in the country. It is therefore encouraging that the challenges and obstacles which impede this valuable sector are receiving some much-needed attention from both the public and private sectors – with the inclusion of small and medium enterprises (SMEs) in the State of the Nation Address (SONA) and National Budget Speech – beckoning for a more focussed approach to entrepreneurial development in the country.

Celebrating its 29th year, the Entrepreneur of the Year® competition sponsored by Sanlam and BUSINESS/PARTNERS competition seeks to promote entrepreneurship in South Africa as a viable career path, by honouring dedicated entrepreneurs who have made great strides in their businesses and whose passion for growing their businesses and communities inspires and stimulates the nation.

The closing date for the competition is 31 May 2017.

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Spinning out of kilter

“Well, well, well,” said Luke the Dude in an effort to be recognised by the Speaker. Of course, there was no Speaker as such, as this was not Parliament but the local Pub & Grill, where the Honourable Regulars are by and large far better behaved than the Honourable Members who make our laws. Rather, the splendid congregation of conversationalists who suffer the high prices enforced by The Governor exercise the role of Speaker by mutual consent.

This we do because we are more democratic than those politicians who enjoy the advantages of subsidised prices in Parliament. Which may explain the contents of some of their speeches. And the outrages they find amusing.

On the other hand, our president does not partake in the works of art created by the brew master and the distiller.

But I digress. The role of Speaker is exercised in our esteemed if humble fellowship when we all agree to let the next fellow speak. That was what Luke the Dude was trying to achieve – to gain the floor, so to speak. (No double entendre intended. Those who literally gain closer contact with the floor do so later at night when the wiser men have left in train with those of occasionally more sober habits.)

As we had nothing better to do, I enquired, “Anybody against Luke the Dude having his say?” The result was the same as if I had asked, “Who’s in favour of Luke speaking?” Nobody bothered to raise their hands. This is a trick of phraseology I learned during many years of watching politicians. So, in this manner Luke the Dude gained unanimous approval from the congregation to address its members.

“Well, well, well,” exclaimed Luke the Dude, “Donald Trump has finally lied himself into a corner.”

“Hmmm,” responded The Prof, “which of his lies do you have in mind?”

“Useless!” interrupted Jon the Joker, to the chagrin of Luke the Dude.

“This one,” said Luke, “for those of you who know nothing and have nothing better to say than ‘useless!’ I have written it down. And before any of you do a Trump and dismiss this as so-called false news, these here are Trump’s own words, written down in his own Tweets. First this one:

“Terrible! Just found out that Obama had my ‘wires tapped’ in Trump Tower just before the victory. Nothing found. This is McCarthyism!”

“Later he ranted with this: ‘How low has President Obama gone to tapp (sic) my phones during the very sacred election process. This is Nixon/Watergate. Bad (or sick) guy!’”

(Allow me to interrupt on a point of information, Dear Reader. This conversation happened about a week into the month. So in fairness to Luke the Dude, by the time you read this, Donald Trump may well have committed many more and even worse dishonesties.)

“No evidence of course,” continued Luke the Dude, “he slanders his predecessor, undermines the FBI and fabricates doubt about his country’s courts based on nothing more than some unverified speculation he read on Breitbart News; previously run by Trump’s chief strategist, Steve Bannon.”

“What’s that?” enquired Jon the Joker underhandedly, “something similar to Clinton News Network, CNN?”

A titter ran through the assembly, completely missing Luke the Dude which is just as well as he was already red around the jaws. “You see what I mean,” spluttered he, “that’s what you can expect from a Trumpet. Always a lot of noise and a sneaky diversion. Never able to face the facts.”

“Harrumph,” exclaimed Big Ben, “now now, no need to get nasty. That’s why my dear old father always said, no talk of religion or politics in the bar.”

“Non, Mon Ami, Non,” protested Jean-Jay, our farmer-poet of Gallic heritage, “Of what shall we talk then? Rugby and sex? Merde! As every Italian and Japanese knows, South Africans cannot play the rugby and certainly no self-respecting Frenchman wants to talk sex with the likes of you! No offence meant, Mon Ami, but if we don’t talk politics I should rather drink at home. With someone so much more beautiful than you it cannot be measured!”

Such was the murmur of general agreement with this slur on Big Ben’s good looks that The Prof found it necessary to restore order with a diversion of his own. “Tell us, young Lucas, when was Trump unable to face the facts?”

“When?” recovered Luke the Dude, “I could say never, but I won’t. I’ll give you two quick examples from his press briefings, so again his own words. Or his failure to produce any words. Don’t come with diversions and excuses.

“Trump made a big song and dance about the leaks from the White House and his government, as if there was some conspiracy against him. Then he put on his bully boy face and promised that the leakers would be caught and no doubt made to pay for their dastardly deeds. He confirmed that the contents of the leaks were real.

“At the same time he made a similar song and different dance that all the reports about the leaks were ‘false news’. Journalists are not stupid. Well, the better ones. So one of them asked Trump how the facts can be real when leaked but can somehow transmogrify into ‘false news’ when reported. One of the two statements had to be a lie. So Trump did what Trump does best, he failed to face the facts. He simply pointed to the next journalist with a question. And that was the end of that, except that people remember.

“On another occasion Trump boasted that he had received more Electoral College votes than any recently elected president. When a journalist challenged him by pointing out that Obama, for one, had done better, the president of the United States simply responded by saying, ‘that is the information that was given to me’. Again, that was that.”

“Indeed,” conceded The Prof, “that

is rather disheartening. Did he not say that he would get his staff to check up on it and report back?”

“Nothing,” grinned Luke the Dude, “he did not even admit that the information given to him was wrong. So the Trump lie stands.”

“Hang on boy,” remembered Colin the Golfer, “you said Trump finally lied himself into a corner. So which corner is that?”

“I thought you would never ask,” smiled Luke the Dude, high-fiving Colin, “this time is different: people are not letting him get away with it. In the weird, alternative world of Donald Trump it seems that people have just accepted that their president is a liar by habit. Someone lies to the US Congress, for instance, once, and next thing he has lost all credibility. Trump lies by rote and his credibility is not rejected.

“But this time is different. For instance, FBI director James Comey openly opposed Trump’s claims and asked the justice department to issue a statement of rebuttal. Intelligence chief during the election, James Clapper, said he could absolutely deny that the wire-tapping happened. Obama’s spokesman says Trump’s claims are simply false. And here is President George W. Bush’s chief policy strategist, Peter Wehner:

“We have as president a man who is erratic, vindictive, volatile, obsessive, a chronic liar, and prone to believe in conspiracy theories. And you can count on the fact that there will be more to come, since when people like Donald Trump gain power they become less, not more, restrained.”

Catch 22 and the minimum wage law

To point out the flaws in making a minimum wage compulsory risks being seen as in favour of grinding the faces of the poor or advocating starvation, but however virtuous it may seem, enforcing wage levels is subject to the Law of Unintended Consequences.

On the face of it an enforceable minimum wage will prevent exploitation. In theory it will ensure that anyone with a job will be able to live on it and not starve.

No one likes the idea of one human being exploiting another. Nobody wants to see people starving. So, what on earth can be wrong with a law making employers pay at least the minimum seemed enough to prevent these horrors?

Well, if unemployment is the worst crisis the country faces – and there is excellent evidence that it is right up there with crime and corruption – then enforcing a minimum wage is not going to help. It may well hinder

OPINION

ON THE CONTRARY



Pieter Schoombie

“And,” continued Luke, “that’s from a Republican, Trump’s party. Here is a Democrat, Adam Schiff of California, his party’s leader in the Intelligence Committee of the House of Representatives. He says Trump is following ‘a deeply disturbing pattern of distraction, distortion and downright fabrication’.

“A last quote for you to ponder, you can see I’ve done my homework, hey Prof? Schiff again:

“No matter how much we hope and pray that this president will grow into one who respects and understands the Constitution, separation of powers, role of a free press, responsibilities as the leader of the free world, or demonstrates even the most basic regard for the truth, we must now accept that President Trump will never become that man.”

“Maybe Trump’s nerves are shot because of the Putin connection, hey Prof?”

“Hmmm,” pondered The Prof, “and we have Zuma.”

E-mail: noag@maxitec.co.za

THE OTHER SIDE OF THE COIN



Keith Bryer

the creation of jobs, particularly for young people who leave school without the ability or the means for further education

An enforced minimum wage will not create opportunities for people entering the job market for the first time. Indeed, it will likely prevent creation of jobs by entrepreneurs wishing to start a new business venture.

For example, a business plan that began with the intention of employing three people on bicycles delivering bread door-to-door to suburban housewives will be re-written. It will call for only two people on small motorcycles providing the service. The minimum wage thus shuts off the creation of one job.

Continued on P35

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