

Coca Cola  
packaging  
rethinks

100% recycled  
by 2030.



3

Big issues for small  
business

Start-ups need skills.



12

Fast ferry launched

Angola's newest ship.



27

## QE visit marks completion of Cruise Terminal



The recent arrival, and departure of the Queen Elizabeth cruise liner marked the end of cruise season for South African ports and the completion of the 'new' Cruise Terminal.

Cape Town harbour's E Berth is the marine gateway to Africa for cruiseliner passengers. It is often their first introduction to the city, and an opportunity to create a positive impression of Cape Town and South Africa.

By 2014, the growing importance of the cruise ship industry caused Transnet to consider the development of a proper cruise terminal building in Cape Town. The original building with its open sides, served as a pre-cooling facility for fruit export making it clearly not fit for purpose and attracted much criticism.

In July 2015 Transnet National Ports Authority named the V&A Waterfront as the preferred bidder to manage the city's cruise terminal in a two year redevelopment project. The bid involved operating the terminal building for multiple use to ensure year round activity.

By December 2015, Transnet had officially handed over the operation of the terminal to the V&A Waterfront as the preferred bidder of a Terminal Operator agreement. The 20-year agreement covers both the 23 407m<sup>2</sup> land and building area. A phased approach was adopted for the

upgrade of the overall 8 292m<sup>2</sup> building.

Work started on stage one of the project in September 2016 which was to secure the sides of the existing 4 777m<sup>2</sup> building and refit the ground floor to comfortably handle the full passenger complement of the likes of liners such as the *MSC Symphonica*, the *Queen Mary 2* and *MSC Opera*. This included creating customs facilities, immigration desks, passenger infrastructure and baggage handling services.

Phase one was completed in November that year for the start of the cruise ship season, catering individually for each ship:

- All services required for disembarking and embarking was in place.
- Waiting time for document processing had been significantly reduced.
- Secure facilities were in place for immigration.
- Baggage handling was managed effectively.
- Tourism information and visitor services were available.
- A wheelchair-friendly ramp had been erected at the entrance.
- The visitor experience was more comfortable with ample seating, modern ablution facilities and food and beverage vendors.

The luxury German Liner *Europa* was the first ship of the season to experience the new facilities.

Work commenced a year later on phase two of the upper level with lifts, staircases, a mix of space for events, restaurants and various related tenants. The ample parking area catered for transport operators and locals collecting visitors.

April 2018 marked the completion of the terminal development including the relocation of Panama Jacks restaurant and coincided with the arrival of the youngest of the Cunard liners – the Queen Elizabeth.

### Importance of cruise ship industry to Cape Town

- The industry is seasonal, running from October to May.
- The majority of ships calling at Cape Town carry under 1 000 passengers but can vary between 200 and 3 000.
- In its first 2015/2016 season, the Terminal received a total of 44 vessels and processed 86 400 people, including approximately 37 655 crew members. The average processing time from entry to exit was 20 minutes.
- In the 2016/2017 season, the Terminal received a total of 53 vessels including visits from the Queen Elizabeth and the Queen Mary 2, the biggest cruise liner in the world at 365m. The Terminal processed 81 114 people, of which 15 806 were crew.
- In the 2017/2018 season, 40 vessels docked at the cruise terminal. The last cruise ship which docked at the end of April was the Queen Elizabeth. During the season the Terminal processed a total of 80 074 arrivals, of which 64 915 were passengers and were 15 159 crew.
- Cruise ship tourists are more seasoned travellers who spend money on shopping, leisure activities and day excursions. They usually remain in port for approximately three days.
- When in Cape Town passengers and crew use local transport, visit local restaurants and shop for gifts, all of which has an impact on the economy and job creation.

## Woolies and MySchool fund schools water



Little Flower Primary School in Mosel, Uitenhage, recipients of Woolworths donated water tanks.

In response to the National Government's declaration that the drought in South Africa is a national disaster, Woolworths has announced a R1,5 million investment in water infrastructure for schools, and the launch of an ongoing MySchool MyVillage MyPlanet fund, the LOVEH2O WATER FUND.

Many schools across the country are adversely affected by poor access to water and frequent water cuts. Due to hygiene issues, schools close during water cuts, repeatedly disrupting the education of scores of South African learners. Over the past three years, the country has been locked in the worst drought in its history, with the Western, Eastern and Northern Cape bearing the brunt. Woolworths' R1,5 million starter funding of the LOVEH2O WATER FUND will be committed to installing water tanks for rainwater harvesting and storage at schools in these provinces.

The LOVEH2O WATER FUND will enable consumers, who are MySchool MyVillage MyPlanet supporters concerned about water conservation and education, to be part of an initiative that improves water security in drought-stricken and under-resourced communities.

"This investment and the launch of the LOVEH2O WATER FUND aims to make a sustainable difference to schools in their water-saving efforts so that they are empowered to become water secure through national

Continued on P2



# fastenright

Your Stainless Steel Bolt and Nut Experts

We extended our range of stainless steel THREAD INSERTS, TAPS & REPAIR KITS

CONTACT US  
t: 021 534 9095  
f: 021 534 5997  
sales@fastenright.co.za  
www.fastenright.co.za

VISIT US  
27 Mail Street  
Western Province Park  
Epping



best service | competitive price | high stock availability

Stainless steel Thread Inserts + Taps



IN THIS ISSUE

- 9 Exhibitions & Conferences 2018
- 13 Tooling
- 16 Pumps & Valves
- 21 Property
- 23 Industrial Gases
- 25 Fishing
- 27 Maritime
- 28 Petrochemicals / Oil & Gas
- 29 Heavy Lifting
- 30 Food / Beverages / Wine
- 32 On the Contrary
- 32 The Other Side of the Coin

25MW biomass power project achieves financial close

SOUTH Africa's first biomass project under the Renewable Energy Independent Power Producer Procurement Programme (REIPPPP) has reached financial close.

The 25MW Ngodwana Energy Biomass Project, was one of the 27 power purchase agreements (PPAs) under rounds 3.5 and 4 of the REIPPPP, recently signed by South African Energy Minister Jeff Radebe.

The procurement of the 27 new projects is the biggest IPP procurement by the Department of Energy to date, representing a total of R56 billion of investment and about 2,300MW of generation capacity to be added to the grid over the next five years.

"We have reached this milestone following a long period of uncertainty, not only for the renewable energy industry, but also for private sector investment in the

energy sector as a whole. This has not been good for investor confidence in our country neither for the management of the economy," the Minister said on conclusion of the signing.

Biomass to power

The Ngodwana Energy Biomass Project will be fuelled using waste wood chips from Sappi's plantations and its Ngodwana Mill.

Jen Stolp, Partner in the Banking and Finance Practice at Baker McKenzie, and the project advisor said: "Heartfelt congratulations to Sappi and Fusion Energy, sponsors of the Ngodwana Energy Biomass Project, and Nedbank and Absa, the lenders to the project."

"We are thrilled to have acted as lender counsel on the first biomass project to reach financial close under the REIPPPP, and the first REIPPPP project in Mpumalanga, which



will bring much needed job creation and social upliftment to the region."

"After a long period of uncertainty, the signing of Power Purchase Agreements (PPAs) and Implementation Agreements for the latest round of renewables is a very positive step for all South Africans, and for renewing investor con-

fidence in the country," she noted.

The list of 27 projects comprised mostly solar photovoltaic (PV) or onshore wind developments (24 projects), but also included the Redstone Concentrated Solar Power (CSP) project and the Kruisvallei Mini-Hydro Project.

Kieran Whyte, Head of the Energy, Min-

ing and Infrastructure Practice at Baker McKenzie said: "The renewable energy programme should act as a catalyst for energy transition in South Africa, based on an energy mix that is progressive, responsive to customer demands, and that will assist South Africa in discharging its sustainability obligations."

Woolies & MySchool fund schools water

Continued from P1

disasters like the one we are currently facing," says Feroz Koor, Woolworths Holdings Group Head of Sustainability. "Responsible water use is a core focus of our Good Business Journey, and we've also made water conservation and water education a priority in school communities. We have over the past years, donated and installed more than 100 water tanks at needy schools across the country".

Christie Viljoen, PwC Economist

THE Bureau for Economic Research (BER) reported on April 25th that South African consumer confidence rebounded during the first quarter of 2018. In fact, sentiment jumped to the highest on record during the period. The improvement between 2017Q4 and 2018Q1 was also the largest on record, eclipsing the jump seen

in 2004Q2 following the announcement that South Africa would host the 2010 FIFA World Cup.

The consumer survey was conducted between 26 February and 8 March 2018. This period followed a series of dramatic changes in South Africa's politics and economics, including the swearing in of President Cyril Ramaphosa (15 February), the delivery of his encouraging State of the Nation Address

(SONA) (16 February), and the release of the 2018/19 fiscal budget (21 February).

The BER reported that "most consumers are now optimistic about the outlook for the South African economy and their household finances." This is not surprising. PwC's report "Investment decisions: Why South Africa, and why now?" (released in February 2018) suggested that the appointment of President Ramaphosa

could be a game changer for the South African economy.

PwC's report narrated a baseline scenario for South Africa towards 2022, which includes consumer confidence returning to positive territory. This scenario – named #Ramaprogress – suggested that early changes made by the country's new leader would "set in motion changes that lifted the spirits of South Africans and investors". This is re-

flected in the BER's consumer sentiment publication for 2018Q1.

Out of 26 key promises made in the SONA 2018, the new administration has so far delivered on 19 points. From a consumer perspective, these include the detailing in the 2018/19 budget on free higher education and progress on the introduction of the national minimum wage. South Africans are also encouraged by positive reports on, for example, a stabilisation

in the sovereign rating.

Looking ahead, South African consumers will be looking for tangible progress on other fronts in order to sustain the rebound in sentiment. These include planned changes to the list of items that are zero-rated for value-added tax (VAT), implementation of the National Health Insurance (NHI) scheme, and job-creating dividends from the planned employment and investment summits.



021 931 0085  
www.pbaelectrical.co.za



021 931 3478  
www.pbaengineering.co.za



021 931 3478  
www.pbaequipment.co.za



021 948 8502  
www.pbaprojects.co.za



# Bowler sips on sales success

OTTERY-based plastics packaging specialist has sold off its 41,38% stake in soft-drink bottler SoftBev – which bottle niche brands like Jive, Pepsi and Cooee as well as energy drink Reboost.

Bowler will bank anything between R233 million and possibly more than R400 million depending on various outcomes linked to profits and loan repayments.

Bowler – which has carved a lucrative niche in the plastics packaging sector – diversified into the soft drinks sector in the late eighties.

Bowler CEO Friedel Sass said the initial investment into Quality Beverages secured a “fantastic long-term business relationship” between the company’s leadership and the well known Cape Town-based entrepreneur Sharief Parker.

He said this strong bond lasted into the present day.

Sass said the beverages business had changed considerably over the past years into a highly competitive, professional and demanding enterprise under the SoftBev banner.

At the same time, Sass observed, the local packaging industry had undergone significant changes and challenges that required professional and leading edge focus.

“With the change of ownership, Softbev enters into a next growth phase in the Southern African Beverages market while Bowler Metcalf focuses its energy on the very exciting opportunities in packaging and related activities.”

Soft-Bev was sold to The Beverage Company, the parent company of Gauteng and Eastern Cape-based beverage producer Little Green Beverages.

It seems The Beverage Company has ambitions to build an

African business of home-grown beverage brands.

Michael Benjamin, The Beverage Company CEO, said the acquisition of Softbev would enable the company to offer a powerful, national brand portfolio to consumers. “It is our second acquisition towards realising our growth vision and will enable The Beverage Company to rapidly drive scale and efficiency. We see many opportunities from this planned acquisition, with our primary focus being to provide a greater choice of brands and wider product range.” Softbev was formed in 2015 from the merger of Bowler’s Quality Beverages and Durban-based Shoreline.

While Quality Beverages enjoyed a profitable niche in the Western Cape and Shoreline enjoyed the same in KwaZulu-Natal, both companies battled to find profitable traction in the competitive Gauteng market.

Recent results from Bowler seemed to indicate a much improved performance from SoftBev, which could indicate that some progress has been made in securing a profitable foothold in Gauteng.

Parker said Quality Beverages and Shoreline Beverages had been founder-run businesses for many years under the shareholding and support of Bowler Metcalf. “We are excited about the prospect of joining The Beverage Company and are delighted to find a partner that respects our legacy, and shares our passion and ambition. Personally, I am looking forward to joining the team for this next stage of the journey.”

The future for Bowler now looks intriguing with executive management able to dedicate all their efforts to reinforcing the

core packaging business. The packaging business has been a reliable profit generator for Bowler over the decades – but competition has intensified in the local packaging sector in the last few years with international players having entered the market. Price cutting has meant many packaging companies have seen margins squashed to levels that are barely viable.

Bowler is now in the enviable position of being able to invest in production efficiencies and new technologies.

The cash that will pour from the sale of the SoftBev stake will add muscle to Bowler’s already stout balance sheet. The company estimates that the range for its share of equity in SoftBev could come in between R233 million and R359 million. In addition, Bowler’s loan claims of around R79 million will also be repaid.

Bowler indicated



that the proceeds from the SoftBev stake sale would be mobilised for the expansion of its packaging and related property investment business segments and new business ventures

that met strategic objectives.

Bowler also envisages part of the proceeds could be paid out to shareholders in the form of a cash dividend.

## Coca-Cola rethinks packaging to combat waste

Company sets goal to help collect and recycle a bottle or can for every one it sells by 2030

THE Coca-Cola Company is fundamentally reshaping its approach to packaging, with a global goal to help collect and recycle the equivalent of 100% of its packaging by 2030.

This goal is the centrepiece of the Company’s new packaging vision for a World Without Waste, which the Coca-Cola system intends to back with a multi-year investment that includes ongoing work to make packaging 100% recyclable. This begins with the understanding that food and beverage containers are an important part of people’s modern lives but that there is much more to be done to reduce packaging waste globally.

“The world has a packaging problem – and, like all companies, we have a responsibility to help solve it,” said James Quincey, President and CEO of The Coca-Cola Company. “Through our World Without Waste

vision, we are investing in our planet and our packaging to help make this problem a thing of the past.”

The Company and its bottling partners are pursuing several key goals:

- Investing in the planet: By 2030, for every bottle or can the Coca-Cola system sells globally, we aim to help take one back so it has more than one life. The Company is investing its marketing dollars and skills behind this 100% collection goal to help people understand what, how and where to recycle. We will support collection of packaging across the industry, including bottles and cans from other companies. The Coca-Cola system will work with local communities, industry partners, our customers, and consumers to help address issues like packaging litter and marine debris.

- Investing in packaging: To achieve its



collection goal, The Coca-Cola Company is continuing to work toward making all of its packaging 100% recyclable globally. The Company is building better bottles, whether through more recycled content, by developing plant-based resins, or by reducing the amount of plastic in each container. By 2030, the Coca-Cola system also aims to make bottles with an average of 50%

recycled content. The goal is to set a new global standard for beverage packaging. Currently, the majority of the Company’s packaging is recyclable.

Kelvin Balogun, President of Coca-Cola Southern and East Africa said “The company has already taken great strides in reducing, reusing and recycling our packaging. We have worked closely with our bottling

partners, local and national authorities, and recycling partners to improve the collection and local recycling rate of our cans, plastics and glass bottles”.

### Reduce:

We have reduced our dependence on fossil fuels by introducing the PlantBottle packaging in 2012. It is the first fully recyclable PET plastic bottle

made with up to 30% plant-based materials.

### Reuse:

Our system with partners, has invested in two bottle-to-bottle recycling facilities at Extrupet and MPact, to create recycled PET for use in the beverage industry. 45 000 tons of PET bottles are diverted from landfills each year for reuse in the beverage industry. An estimated 288 000m<sup>3</sup> of landfill space has been saved and 82 000 tons of CO<sub>2</sub> emissions is reduced each year. More than 1 500 new jobs have been created due to these two world class investments.

### Recycle:

In South Africa Coca-Cola, its bottling partners and other members of the PET value chain helped to set up PETCO, the PET Recycling Company, which in 2016 achieved a recovery and local recycling rate of 55% of post-con-

sumer PET bottles – one of the highest in the world, similar to Uganda, where our bottling partner Century Bottling Company (CBC) and subsidiary Plastics Recycling Industries (PRI) in 2016 collected 58% of all the PET it sold to the market.

Through strong partnerships with municipalities and suppliers, the PRI initiative employs over 1 200 people, with the majority being women.

Additionally, our bottlers in South Africa (Coca-Cola Beverages South Africa and Coca-Cola Peninsula Beverages), collectively run the biggest schools recycling programme in the country. Since its inception six years ago, R20 million has been invested in the programme resulting in 2 034 tons of waste collected. By selling recyclable waste to collectors, schools raise funds to develop their own infrastructure.

FireDos foam dosing pumps and systems • Monitors and water cannons • Portable dosing and monitor systems • Bund and tank top pourers



**dosetech fire**  
special risk fire protection

+27 (0) 861 111 544  
sales@dosetech.co.za  
mgf@dosetech.co.za  
www.dosetech.co.za



Hand line nozzles • Mueller gate valves, indicator posts and fire protection control valves • Jones hydrants • Foam concentrate





# DYNAMIC DATA THAT DELIVERS...

Connect to the future of intelligent warehousing with our customisable, GSM-based forklift fleet management system.

Head Office  
Tel: 086 100 0342 • Int. Tel: +27 31 702 2368 • Fax: 086 555 2740 • Int. Fax: +27 31 701 9245  
Addr: Unit 8, Wareing Park, 2 Wareing Rd, Pinetown, 3600 P.O. Box 1564, Pinetown, 3600, KZN, South Africa  
[www.realtelematics.com](http://www.realtelematics.com)

# Small is beautiful

IN March 2018, Goscor Lift Truck Company (GLTC) delivered to customers more than 30 machines including Doosan diesel and electric forklifts, Bendi articulated forklifts and a range of specialised Crown Materials Handling Equipment (MHE). The point is not so much the quantity of machines (Goscor often delivers more than this to single clients in a day) but rather the quantity of clients – in this case more than 20. GLTC MD, Darryl Shafto, says that many think that a large

business like GLTC turns mainly on big orders from big clients. “Nothing can be further from the truth,” says Shafto. “So much of our business comprises small orders from small and big customers and our philosophy is simple – each order is appreciated to the fullest extent and our service infrastructure is geared up to handle any fleet size. Large fleets are obviously beautiful but, in our world, so are small fleets,” he says. Goscor is the sole distributor of some of the most famous

brands in the industry including Crown, Doosan, Bendi, Hubtex, and Taylor Dunn. “Large fleets are obviously beautiful, but... so are small fleets...” “Ultimately the best possible service is the name of the game,” Shafto says. “Our recently restructured service department is one of the most experienced ‘skills up-

liftment and service training’ facilities in the country. National Training Manager Lex Winson, keeps service staff up to date with ever-changing technology. To this end we provide throughout the country special cut-away machines for “touch, feel and see training” and special bays for “direct participation training”. New or current machines are pulled into these bays so that our technicians, new or experienced, can be instructed - or refreshed - on the machines’ service requirements,” he says.

## Autojet® zone control panels

SPRAYING Systems Co. is globally represented with its broad product range and has ten manufacturing facilities and sales offices in more than 85 countries. Spray Nozzles, turnkey Spray Systems, custom fabrication and research/testing services comprise the 76-year-old company’s offering. Easy on/off control of electrically-actuated spray nozzles can accommodate different products or sheet widths. System benefits include:

- Zone control of spray nozzles increases operating efficiency and minimizes waste.



Fast and easy manual or digital on/off control of nozzles eliminates downtime between batches or runs

to adjust nozzle configuration ensuring the liquid is applied directly on the target and not on surrounding equipment

- Allows creation of up to eight spray zones; each zone can consist of multiple nozzles. Nozzle quantity is based on capacity of the control panel
- Compact size for easy mounting
- Durable 304 stainless steel construction, NEMA 4
- Compatible with AutoJet Model 1550+ and Model 2008+ spray control panel

## EXELTOP™

Trust in Performance



Air Liquide Southern Africa  
Tel: +27 87 288 1100, Rolf Schluep (Welding & Cutting Manager) +27 87 288 1332  
Or contact us online at [www.airliquide.co.za](http://www.airliquide.co.za)



### ENSURE SUPERIOR RESULTS

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

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

Gas flow stability & accuracy for high performance gas operation

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



- A choice of control best suited to an operation – includes manual, digital or digital with timing:
- Manual version features toggle-switch control of each zone
  - Digital version works in conjunction with external control system that sends an activation signal to the zone control panel to trigger the nozzles
  - Digital version with timing capabilities also works with an external control system but allows users to set the delay and spray times of the nozzles in each zone to ensure spraying occurs only when the target is in the proper position



# CRI Pumps and Hidro-Tech systems (Pty) Ltd join forces

**Hidro-Tech systems (Pty) Ltd** known in the industry as Mechanical and Electrical contractors has now subsequently expanded its fairly small sales section into a much bigger sales division, after successful negotiations with CRI Fluid systems.



With manufacturing facilities in India and a South African head office in Midrand Johannesburg,

Hidro-Tech can now proudly announce that we have been appointed as the sole distributor for CRI Fluid systems I-Tech range of sewer pump products for Wastewater and Water applications across the coastal regions of South Africa; this includes Western Cape, Eastern Cape & the Northern Cape provinces.

CRI recently acquired the 4 decade old "Fabbrica Italiana Pompe Sommergibili" (FIPS) in Milan Italy.

CRI is now launching in co-operation with Hidro-Tech systems the complete I-Tech range of sewage and wastewater pumping solutions with the original Italian Technology manufactured in India for the wastewater Market.



The range includes sewer pumps, drainage pumps, mixers, agitators and accessories.

We will now be able to provide the customer a complete wastewater solution to handle their raw water, sewage, effluent, processed water and storm water into the municipal and industrial sectors.

CRI is one amongst a few wastewater pump manufacturers in the world to offer up to 800kW power sewer pumps for handling huge volumes.

## Special features of the I-Tech range of sewer pumps

- Interchangeable spares for Robot Pumps will be available
- Optimized hydraulic design with vortex, cutter, mono & multi-channel impellers for challenging applications
- Offered in Stainless steel, Duplex, Super duplex, Hastelloy, Grey iron for most corrosive and aggressive applications.
- Equipped with IE2 / IE3 efficiency motors with H-Class insulation
- Motors with thermal overload protection and IP68 protection
- Oil probe sensors ensures proper lubrication and also to prevent oil contamination.
- Available from 500 to 3000RPM (12 poles to 2 pole) ranging from 0.5HP to 1080HP (50Hz & 60Hz)
- In-built Grinder / Cutter features to cut solid particles
- Solid handling capacity up to 165 mm

We would like to invite all our existing as well as new potential clients to visit our new sales offices at Unit 9, Willow Park, Stikland, Bellville.



## Hidro-Tech systems (Pty) Ltd

2 Tedric Street | Stikland | Bellville 7530

☎ 021 949 1898





# Nudging women into tech

Opinion from Maura Feddersen and Nina Kirsten, Economists at PwC South Africa

THE lack of female representation in science, technology, engineering and mathematics (STEM) is a crucial barrier to gender equality. Women currently hold only 19% of tech-related jobs at the top 10 global tech companies, relative to men who hold 81%. Why do women and girls opt out of careers in STEM fields, especially emerging tech?

A part of the problem stems from education. In South Africa, the proportion of females to males who graduate with STEM-related degrees is out of balance: women are underrepresented in maths and statistics (8:10), ICT and technology (4:10), as well as engineering, manufacturing and construction (3:10).

In the workplace, the 'leaky pipeline' can further explain the lack of female representation in STEM jobs. There is a continuous haemorrhaging of women out of work as they exit their careers over time, especially as they become mothers. According to a recent PwC survey of 3 600 professional women, 42% feel nervous about the impact that starting a family could have on their career and 48% of new mothers felt overlooked for



promotions and special projects upon their return to work.

Gender equality is an ever-growing imperative. To remain relevant, businesses will need to have a clear strategy to retain the right employees, customers and partners.

We estimate sizeable economic benefits if we close the gender gap in South Africa in both pay and representation by just 10%. Our calculations suggest economic growth spin-offs of additional 3.2% in GDP growth and a 6.5% reduction in the number of unemployed job seekers.

The benefits extend to the emerging tech industry as well. Fostering inclusivity, and therefore bringing more women into emerging tech and the workforce in general, will help introduce new

viewpoints and new ideas to emerging tech.

Biases exist in our daily lives and behavioural measures, or 'nudges', are one instrument in our collective toolbox to correct for gender imbalances in education and work. Nudges offer low-hanging fruit to promote female representation in emerging tech.

The tech industry boasts many exceptional female leaders. As a potential nudge, it is crucial to celebrate these role models and bring attention to them, especially for girls at a young age. It is difficult for young girls to aspire to something they cannot see, and the mantra applies 'seeing is believing'. Research shows female learners are more likely to continue their studies in a STEM subject when they had a female STEM teacher.

Increasing the fraction of counter-stereotypical people in leadership positions solves a chicken and egg problem - it can change our beliefs about what an effective leader looks like and address the biases that hinder gender equality.

To bring more women into tech we must realise an interest in these fields should be cultivated from an early age and understand why women opt out of careers in STEM. Simple nudges can change the context in which we make decisions and sustainably correct gender imbalances in the workplace.

The benefits are clear: economies and businesses can thrive by deploying the full potential of their workforce, women and men alike, to drive prosperity in the face of the next digital revolution.

# Tru-Cape growers helped avert Day Zero

BETWEEN eight and 10 million cubic metres of water from the Groenland Water Users Association (GWUA), helped postpone Day Zero and helped the parched Western Cape.

According to the GWUA, the water came mainly from the Eikenhof Dam Water Scheme in Grabouw and other growers in the Upper Kogelberg Catchment Area. The was released into the Palmiet River from where it flowed by canal into the Upper Steenbras Dam that supplies the Cape Town municipal area.

GWUA chairman, Stuart Maxwell explains that the Steenbras Dam into which the water was pumped needs to remain at high capacity as this is used to generate hydroelectricity and also the high volume helps maintain the water pressure that the city requires.

"What is so sad for us is that our neighbours

and friends in Villiersdorp and those reliant on Theewaterskloof Dam, very nearby as the crow flies, remain in dire need of water so again I stress how blessed we are to be able to share our supply mainly because of higher rain fall and forward planning," he says.

GWUA chairman, Stuart Maxwell explains: "Negotiations began late in October when a blanket 30% reduction of water used for agriculture was being mooted. A working group of growers in our valley sketched out how our valley was different. Not only were we a major employer in the area with tens of thousands of people reliant on us for their livelihoods and responsible for supplying food on South African tables and export revenue but also our growers had the foresight 40 years ago to build their own dams and water reservoirs. Importantly, our

valley has also been blessed with more rain. When we demonstrated that our growers with just a 10 per cent cut in water usage could maintain output and jobs and would still be able to deliver 40 million cubic meters over a year into the city's supply they accepted our proposal but said they needed 10 million cubic meters of water in February to which we agreed," he says.

As the largest exporter of South African apples and pears, Tru-Cape Fruit Marketing's managing director, Roelf Pienaar says that it is heartening to know that just as Tru-Cape growers in Ceres contributed animal feed to assist the drought-stricken Karoo farmers so too have Tru-Cape growers in the Elgin, Grabouw, Vyeboom and Villiersdorp valleys shared their resources with the City of Cape Town during this water crisis" he ends.

# First local biogas heat and power generator delivered

SUSTAINPOWER, together with Unique Hydra, part of the Unique Group - has recently delivered a locally manufactured biogas electrical power generator to ibert (Pty) Ltd, a biogas company in Southern Africa.

The containerized combined heat and power unit (CHP) produces electricity and heat in a waste to energy process which, by recovering about 90% of the energy in the gaseous fuel. Biogas is a methane rich gas which is produced during the breakdown of organic matter, typically agricultural waste, plant material and food waste, in an anaerobic digestion process, and is a renewable

energy source.

SustainPower, specialises in containerised sustainable power generation equipment, delivered its first 220kW CHP to ibert's abattoir waste-to-biogas generation plant near Pretoria. The CHP, designed and manufactured in Cape Town, converts biogas into electrical power and thermal energy which is consumed by the abattoir.

SustainPower offers high-quality containerised power generation equipment designed for the African market. The power packages are assembled at the facility in Cape Town and incorporate international components such as MAN

gas engines from Germany. Unique Hydra, as a strategic partner to SustainPower, supplies the container, handle the fabrication, the electrical integration and the cooling / heat offtake system.

Said Bob Elshove, divisional sales director; "With experience in the delivery of complex offshore systems for the diving industry, Unique Group have become experts in the design, manufacture, and turnkey supply of multidiscipline systems into containerized format for plug and play type installations.

This makes us very well positioned to deliver biogas power plants into the renewables industry".



**rsalitho**  
YOUR PRINTER FOR LIFE

t 021 592 1224  
c 083 383 8830  
e christian@rsalitho.co.za  
www.rsalitho.co.za

in partnership with

**CAPE Business News**  
Where our news means business

## We value your input

Only through your input can we continue to improve.

- Comments - Suggestions - What would you like to hear about

editor@cbn.co.za



**LAPP**

Better performance all round!

Contact : +27 11 201 3200

Email: info@lappgroup.co.za

Web: www.lappgroup.co.za





[illegible]



# InServe aids wild horses of Namibia

THE plight of wild horses in drought-stricken Namibia has resulted in three Industrial Services Holdings (InServe) companies stepping up to the plate to assist in delivering 112 teff bales for the Namibia Wild Horses Foundation.

According to the Foundation, the wild horses have been in the region for over 100 years. However, due to the severe drought affecting the area for the last five years, the population has declined drastically from 120 in September 2015 to about 75 at present.

InServe companies Concord AngloV3, Concord Namibia, and Afrit combined their resources to deliver 112 bales of teff, each 1,2 m long, which had been donated by a generous individual donor from South Africa.

Concord Namibia CEO Francois Smith explains that the company had deployed its mobile cranes at the Neckartal Dam site, about 40 km west of Keetmanshoop, when he was alerted to the plight of the starving wild horses by his wife, who had been born in Namibia, and had seen a Facebook post from the Namibia Wild Horses Foundation calling for assistance.

She subsequently made contact with the Foundation to inform them that the InServe companies would be



able to assist. Concord Namibia coordinated all the logistics in terms of obtaining the teff from the South African donor, and its ultimate delivery to Namibia.

Anglo-V3 Crane Hire provided trucks from Rustenburg to collect the teff from its location in Brits, about 73km away. Afrit, in turn, supplied waterproof tarpaulins and netting to cover the teff to ensure it remained dry during transit.

"Initially the plan was to just drop the teff off in Keetmanshoop, and let the Foundation transfer it 200km to Aus, where the horses are found. However, we decided ultimately to transport all the bales directly to the feeding ground in Aus," Smith explains. Two super-link trailer trucks, with 6m and 12m long trailers, were used.

Smith urged the truck drivers to attempt to photograph the wild horses, especially as sightings of these human-shy animals are so rare. Such was the

hunger of the animals that they immediately approached the teff bales that were loaded from the trucks onto bakkies, and began feeding straightaway – in the presence of their human helpers.

Namibia Wild Horses Foundation Ambassador Jan Van Blerk expressed his deep gratitude to the InServe companies who had banded together to coordinate the logistics and transportation of the much-needed feedstock donated for the starving animals.

"As InServe companies, we are proud to have been able to assist with this critical conservation project. We make an urgent appeal to other companies to assist the Namibia Wild Horses Foundation in any manner that they can, especially as the drought in the Aus region is ongoing," Smith stresses.

For more information about the Namibia Wild Horses Foundation, visit <http://www.wild-horses-namibia.com/>.

# LaunchLab named Top Challenger from Africa at UBI Global Summit

UBI Global, the Stockholm-based research and advisory firm known for its regional and global studies that map and evaluate the world of business incubation, released its bi-yearly rankings at the World Incubation Summit 2018 in Toronto, Canada on February 22. This year's event is co-hosted by the DMZ at Ryerson University, one of Canada's leading incubation programs.

More than 200 university-linked incubators and accelerators were represented at an event in Toronto where the rankings were revealed and awards presented. All of the top 20 were from Europe and North America. And outside of the top 20, top challengers were named from various regions. Stellenbosch University's LaunchLab was named the Top Challenger from Africa, noting that they are most like-

ly to crack the top 20 from Africa, and break the hold that Europe and North America have on the rankings.

Philip Marais, CEO Launchlab - "We're privileged to be part of UBI, and to receive this recognition. We mostly try to add the most value to our resident startups and try to facilitate as many valuable connections for them as possible. Our startups' success is our success, so this speaks volumes about what the businesses we support have been able to accomplish. We would also not have been able to do this without the support of corporate partners like Nedbank. Also, we're excited that this puts Stellenbosch and the broader Cape Town area even more firmly on the map as THE place for startups and innovation in Africa."

The UBI benchmarking process takes an in depth look at



the value the incubator creates for the surrounding ecosystem, value created for the startups, and the incubator's ability to attract quality startups and other third party support to their network.

According to UBI Global, a top university-linked incubation programme is a business incubator or accelerator connected to an institution of higher education that achieves outstanding impact and performance relative to its global peers. The program outperforms its global peers with

regard to the value it provides to its innovation ecosystem and its client startups, as well as the attractiveness of the programme itself.

"Following a rigorous data-driven approach, we assessed and benchmarked incubation programs across the world," says Holger Meyer, Director of Research at UBI Global. "Our bi-yearly world benchmark study visualizes the state of the international incubation ecosystem and illustrates key challenges and opportunities faced by the participating programmes."

# US awards R10m grant to grow cleaner energy

THE Western Cape Government's bid to secure cleaner forms of energy received a boost due to a R10 million grant from the United States Government through its Trade and Development Agency (USTDA).

Liquefied Natural Gas (LNG) is a key component of a lowest cost energy scenario for the country. This USTDA grant will further develop the opportunity for LNG in the province through a feasibility study on the demand and potential impact of LNG importation at Saldanha Bay. The study will also provide a preferred model for the importation of LNG for gas-to-power electricity generation capacity and for industrial, transportation, commercial, and domestic uses. The grant will be administered through GreenCape who will select a US firm (as required by



USTDA) to complete the study.

Minister Winde said: "I would like to commend the USTDA for funding this initiative. We must reduce our reliance on coal and make better decisions for our environment, and our economic future. Natural gas has the potential to play a key role in our plan to grow our alternative energy sources and this study supports the Western Cape's objective to secure a reliable and affordable energy supply. This is also why we are prioritising the growth of our oil and gas sector as part of our Project Khulisa strategy. We are also immensely proud of GreenCape for securing this vital piece of work."

"Their reputation as South Africa's leading

energy advisory and support body is growing from strength to strength."

According to Lida Fitts, USTDA's Regional Director for Sub-Saharan Africa: "USTDA is pleased to support this project, which will help increase access to affordable, reliable energy in South Africa. At the same time, this project will create opportunities for U.S. businesses in one of South Africa's growing sectors."

Mike Mulcahy, CEO of GreenCape, added: "Natural gas has a critical complementary role to renewable energy for power generation in a lowest cost, low carbon, energy future for South Africa. GreenCape is grateful to USTDA for their support in exploring and unlocking these opportunities."

**Meridian**  
SYSTEMS (Pty) Ltd

HYDRAULICS FOR MARINE  
& INDUSTRIAL SYSTEMS

Tel: +27 (21) 552 2505

Email: [info@meridiansystems.co.za](mailto:info@meridiansystems.co.za)

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

Distributor & Service Partner for:

**Danfoss**

**Danfoss Power Solutions**



**APEX**  
STRIP CURTAINS  
AND DOORS

JOHANNESBURG: 011 452-8723  
CAPE TOWN: 021 551-5076  
KWAZULU-NATAL: 0861 033303  
PORT ELIZABETH: 041 487-2525

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



# Propak Africa - essential industry trade forum

THE South African and African packaging industries will take centre stage at Propak Africa 2019 at the Expo Centre, Nasrec in Johannesburg, from 12-15 March 2019, together with co-located shows Pro-Plas Africa, FoodPro, Pro-Label Africa and The Gapp Print Expo.

Propak Africa is an essential industry trade forum that provides an opportunity for suppliers and manufacturers to showcase latest products, equipment and machinery. Launching new products to market, on site sales, generation of sales leads and brand visibility were cited by exhibitors as being the major advantages of being part of Propak Africa 2016.

"Our role at Propak Africa is to provide a platform where the latest products and technologies can be showcased in an interactive and proactive way that enables exhibitors and visitors to mutually benefit from the experience," says Sven Smit, Event Director for Propak Africa at Specialised Exhibitions Montgomery, organisers of the show. "We've had an overwhelming response to the shows with over 81% of available space already sold."

"Propak Africa and the co-located shows together make up the largest and most successful packaging, food processing, plastics, printing and labelling exhibition on the African continent" continues Smit. "The shows deliver a great return on investment for exhibitors and provide a world-class event for local and international visitors."

Latest innovations and technologies in automated packaging machines, systems and materials; production and industrial applications; printers and inkjet coders; food processing, packing and weighing machines; high-performance X-ray inspection systems; and food storage systems will be on show at Propak Africa amongst many other technologies, equipment and machinery.

Pro-Plas Africa will focus on the latest developments and new technologies coming out of the local plastics industry. One such area is the growth in biodegradable plastic packaging which is being fuelled by consumer demand for more environmentally-sustainable products.

As packaging and printing become increasingly aligned, printing continues to play a significant and growing role in the packaging and labelling industries. The GAPP Print Expo co-located with Propak

Africa will provide an exciting showcase of the latest developments and innovations in printing, publishing and electronic media.

Propak Africa will also focus on the importance of sustainable packaging initiatives. "The sustainability of packaging has never been more important

and local packaging companies are investing in research and development to develop new eco-friendly materials that can be recycled, but remain sturdy and temperature resistant," says Smit. "Propak Africa will focus on these latest developments offering visitors insight around

this important issue."

An exciting line-up of conferences will be taking place alongside Propak Africa, as well as the popular daily free-to-attend seminars.

For more information visit the website at [www.propakafrika.co.za](http://www.propakafrika.co.za) or contact Keraysha Pillay at email [kerayshap@specialised.com](mailto:kerayshap@specialised.com)



## BOOK YOUR STAND NOW!

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



# PROPAK AFRICA 2019

PACKAGING • PROCESSING • PRINTING • PLASTICS

CO-LOCATED EVENTS:



## 12 - 15 MARCH 2019

### EXPO CENTRE NASREC

JOHANNESBURG • SOUTH AFRICA

### AFRICA'S ULTIMATE PACKAGING, FOOD PROCESSING, PLASTICS, PRINTING & LABELLING EXHIBITION

Quality Connections | Better Leads | More Sales

## WHY EXHIBIT?

- ① Build brand awareness and reach new customers
- ② Engage with top quality visitors and generate sales leads
- ③ Create and build customer relationships
- ④ Get your products into the hands of more decision makers
- ⑤ Dive right into a market packed with serious buyers

A focused approach gets the best results and you don't get more focused than 4 days with your target market under one roof. **Don't miss this great opportunity in 2019!**

#### CONTACT:

Sven Riddle, Event Director  
T +27 (0)10 003 3077  
E [svenr@specialised.com](mailto:svenr@specialised.com)

Dawn Niemack, International Sales  
T +27 (0)11 835 1565  
E [dniemack@specialised.com](mailto:dniemack@specialised.com)

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

Brought to you by:



SPECIALISED EXHIBITIONS  
MONTGOMERY



## CapeWine 2018 opening seminar speakers announced



WITH exhibition space for South Africa's triennial wine trade showcase completely sold out, CapeWine 2018 is set to yet again raise the bar as South African wine producers ready themselves for the international trade and media gaze when Wines of South Africa (WoSA) welcomes them from 12 – 14 September.

This year's theme, 'Hannuwa', encapsulates the philosophy of the South African wine industry as a pledge to farming sustainably and be a custodian of the land and preserve it for future generations. By nurturing a culture of respect among the people who work with us on our farms and in our

cellars, we endeavour to promote an environment of dignity, equality and upliftment for all whilst protecting the unique and valuable biodiversity of our winelands and safeguarding the rich heritage of our industry.

Our chosen speakers for the opening seminar, titled "Creating a sustainable future", which is scheduled to take place at 9:00 on the 12th of September 2018, further contribute to this theme, each bringing their own story and angle to raise awareness of where we are heading as an industry, without losing sight of where we have come from.

### Speakers at CapeWine 2018

Rick Tigner is President and Chief Executive Officer of Jackson Family Wines, the family-owned collection of vineyards and wineries around the world

founded by Jess Jackson in 1982. Tigner joined Jackson Family Wines in 1991 and has served in a variety of sales and distribution leadership roles during his tenure with the company.

### ...four hour-long seminars... plus 'Speakers' Corner'

Raymond Ndlovu is co-founder and owner of artisanal premium wine production and marketing business, Black Elephant Vintners – his surname, Ndlovu, making up the 'Elephant' part of the name. He serves on the boards of several community service organisations and is a trustee of the Cape Wine Auction, all the while fulfilling his role as Investment Executive at JSE-listed diversified investment holding com-

pany, Remgro Limited. Before John Lucas took over the reigns as the Managing Director for DHL Express South Africa, he worked in a number of European countries in various roles for the company. South Africa is the 18th Country that John has worked in since joining DHL Express 33 years ago but it is not his first African experience, with Nigeria, Senegal, Ghana, Ethiopia, Kenya, Malawi, Rwanda and Ivory Coast all part of his exciting journey.

In addition to the opening seminar, there will be four hour-long seminars taking place over the duration of the three-day programme as well as the Amorim Cork sponsored 'Speakers' Corner' and a separate themed tasting area. More information on the themes and speakers will be shared on the CapeWine 2018 website ([www.capewine2018.com](http://www.capewine2018.com)) and on social media platforms in due course.

## Green shoots are appearing



*This large mobile training centre belongs to Festo, a leader in industrial technology. They along with several others will be participating in this year's Industrial Showcase-Cape taking place from 21 to 23 August at the CTICC.*

THE arrival of some early winter rains, the abolition of 'Day Zero' and the gradually improving economic climate – thanks to positive political changes – are all harbingers of better things to come in the Western Cape. This is the view of Johnny Malherbe, owner of Industrial Showcase-Cape – the region's longest-running industrial trade show – set to take place at the CTICC from 21 to 23 August 2018.

'What a difference a few weeks make,' says Malherbe. 'We have seen Cape Town's impending 'Day Zero' moved out thanks to improved water saving measures by its citizenry and a reduction in agricultural water usage. And the changes brought about by Cyril Ramaphosa's elevation to State President have witnessed a palpable improvement in optimism both locally and internationally.'

'Much remains to be fixed – politically and on the water front – but it appears that we, in true South African style, are up to the task. Early indications are that President Ramaphosa's tenure is going to be vastly different from the previous era. This can only

be good for business.'

In the face of these positive developments it behoves business to get on board and contribute to the region's and South Africa's revival.

One of the best places to grow your business is to exhibit and participate in this year's Industrial Showcase Cape. It is the region's longest-running trade show, successfully dating back to the mid-1980s. It is the ideal platform to engage face-to-face with existing and potential customers.

In spite of the increasing use of web or online marketing activities there are few channels that can beat the value of person-to-person interaction. Exhibitions allow you to engage prospects with all senses – sight, sound, smell, taste and touch. And when you're face-to-face you can take advantage of that most powerful all senses: extrasensory perception – the ability to perceive something that may not be immediately noticeable!

Previous Showcases have attracted exhibitors encompassing almost every aspect of the industrial space, and this year's will be no different: industrial automation, machine

tools, compressed air solutions, electrical, materials handling, logistics, power, instrumentation and control, energy, safety and security among others.

'One of the cornerstones of the Showcase has been the Speaker Series, and this year we look to expand it further,' explains Malherbe. 'An increasingly important topic is the Fourth Industrial Revolution. Digital transformation is gaining momentum all the time and there will not be one business that is not impacted by this phenomenon.'

There's no doubt that industry and manufacturing is going to become more competitive. Cheaper and more automation, mass customisation, small-scale manufacturing, new forms of manufacturing, and digitalisation are just some of the topics that need to be explored and understood.

Booking is open for space at this year's Showcase. For more information download the brochure and floorplan from the website [industrialexpo.co.za](http://industrialexpo.co.za) or email Johnny Malherbe on [jm@impactexpo.co.za](mailto:jm@impactexpo.co.za) for more information.

## AUW2018 is more than just a trade expo

AFRICAN Utility Week is not only known as the leading power, energy and water trade expo because we attract 7500 attendees over three days or host over 300 solutions providers on our expo floor, but because we offer you so much more...

### CPD Accredited Workshops

The technical workshops are free to attend for you and your team.

Learn about the latest developments, case

studies and trends whilst earning your CPD points.

### Country Pavilions

Bringing a world of technology and Solutions to you. Save travel costs, months of due diligence and time out of the office by visiting the exhibitors in our international pavilions.

### Networking Function

Raise your profile and reputation by connecting with 7500 of your peers

and colleagues at African Utility Week's networking function taking place on 15 May at 17:30

### Closing Drinks Reception

Join your fellow industry professionals on the expo floor for the final networking event. Enjoy a well-deserved drink as you reflect on your key learnings and experiences at African Utility Week. The closing drinks reception will take place on 17 May at 16:30.

**INDUSTRIAL SHOWCASE CAPE**

**THE CAPE'S LONGEST RUNNING INDUSTRIAL TRADE SHOW**

**21 – 23 August CTICC**

**INDUSTRIAL AUTOMATION  
MACHINE TOOLS  
COMPRESSED AIR SOLUTIONS  
ELECTRICAL  
MATERIAL HANDLING  
LOGISTICS  
POWER TRANSMISSION  
INSTRUMENTATION & CONTROL  
ENERGY EFFICIENCY  
GENERAL INDUSTRIAL  
SAFETY & SECURITY**

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



# MEST Africa Summit, June 18-20 in Cape Town

The MEST Africa Summit will bring together leading global investors, executives and entrepreneurs to discuss the Pan-African startup landscape

NOW in its 10th year investing in tech entrepreneurs in Africa, Meltwater Entrepreneurial School of Technology (MEST) (<https://Meltwater.org>) ([www.MESTAfricaSummit.com](http://www.MESTAfricaSummit.com)) stage the third MEST Africa Summit, which will take place in Cape Town, South Africa, June 18-20. Formerly

the Africa Tech Summit, this year's event will go Pan-African, bringing together top entrepreneurs, investors and executives from Africa, Silicon Valley and Europe, to network and discuss trends, challenges and opportunities affecting markets across the continent, under the theme The Year of the

African Scaleup?

Following two successful events in Accra, Ghana and Lagos, Nigeria, this year's Summit will take place in Cape Town, South Africa - the location of the third MEST incubator, which officially launched (<https://goo.gl/LUP9aW>) in November 2017.

MEST is also an-

nouncing the MEST Africa Challenge, a Pan-African pitch competition open April 1 in Nairobi, Lagos, Accra and Cape Town. The final pitch event for the competition will be held on Day 2 of the Summit and will include winners from each city's regional event, which will be held in late April/early

May. Details and application can be found at [www.MESTAfricaSummit.com](http://www.MESTAfricaSummit.com).

Panel discussions during the Summit will feature expertise from leading African entrepreneurs, investors and executives, and will highlight those companies looking to scale to new African markets and the

partners who can help them succeed.

Topics include a debate over the best African country to start a business; a discussion of the latest fintech, agritech and blockchain innovations, why women code better, and more.

Tickets are now available at Eventbrite.com (<https://goo.gl/QUY4FS>). Space is limited.

For more information about the MEST Africa Summit, visit [www.MESTAfricaSummit.com](http://www.MESTAfricaSummit.com).

To register for the Summit, visit Eventbrite (<https://goo.gl/HCCzVr>). To become a partner or speaker, contact [Partnerships@Meltwater.org](mailto:Partnerships@Meltwater.org).

## African education rises to meet a new era in automation

SPINTELLIGENT, in partnership with the Department of Basic Education and other sponsors, is hosting EduWeek Africa in Johannesburg on 15 and 16 June 2018. EduWeek is the largest and most recognised live education event in Sub-Saharan Africa. Here 170 global brands will exhibit their products and services to over 5 500 key decision makers made up of education professionals, government, resellers, distributors, NGO's, and industry consultants.

This year, exhibitors and guest speakers will tackle issues and solutions surrounding "Education 4.0 for Industry 4.0". Content will address how increased automation and data exchange in most industries will put 65% of children entering primary school today in completely new job types that don't exist yet.\*

The onus now rests on our education system to advance and evolve in order to best empower educators and prepare our students for these new ways of working.

EduWeek Africa visitors can expect a hands-on experience of education's latest innovations from a strong line-up of partners which include: Microsoft, Pearson South Africa, Edit Microsystems, Epson, Clevertouch (IAS AV), Cambridge University Press, Cambridge Assessment International Education and Vivlia Publishers.

Some exciting product launches include:

- Edit Microsystems' eSight glasses, which enables the visually impaired to see
- OverDrive's professionally narrated audio Read-Along Audio Books, which aid in learning to read
- Retrain's all-inclusive differentiated-learning-techniques assessment and

training instrument that allows educators to tailor their teaching-style to suit their students

**Date:** 15-16 June

**Venue:** Ticketpro Dome, Johannesburg

Some of the highlights on our discussion panels include: Kenneth Kayser, co-founder and VP of Barclays Rise Open Innovation; Dr John

Volmin, chairperson of Umalusi Council; Shaun Swartz, CEO of Strive Software International; Lennox Tempera, training facilitator at Brain boosters; Jeanette Viljoen, professional development manager at Think Ahead Education Solutions and many others.

The EduWeek programme is vetted by an

esteemed panel of Advisory Board members who include: Dr. Steven McKee, President, Labtech International; Dr Chula Gangoda, President, Worlddidac Association, Danny Gaugh, Director General, Worlddidac Association; Dr. Nader

Imani, Executive Vice-President Global Education, FESTO; Marjorie Brown, Education Activist & HOD; History, Roodean School (Top Ten nominee of teachers in the Varkey Foundation Global Teacher Award); Kobus van Wyk; CEO, ADESSA; Dene Botha, Managing Direc-

tor, Pride Factor; Phuti Ragophala, Independent Consultant; Professor Auala, University of Namibia; Thembekile Ndlovu, National President, SAPA; Claudia Regnart, Social Impact Director, Pearson South Africa; Wayne van der Wath, CEO, BigSchoolBuzz and more.

**Register as a visitor by 15 June:**

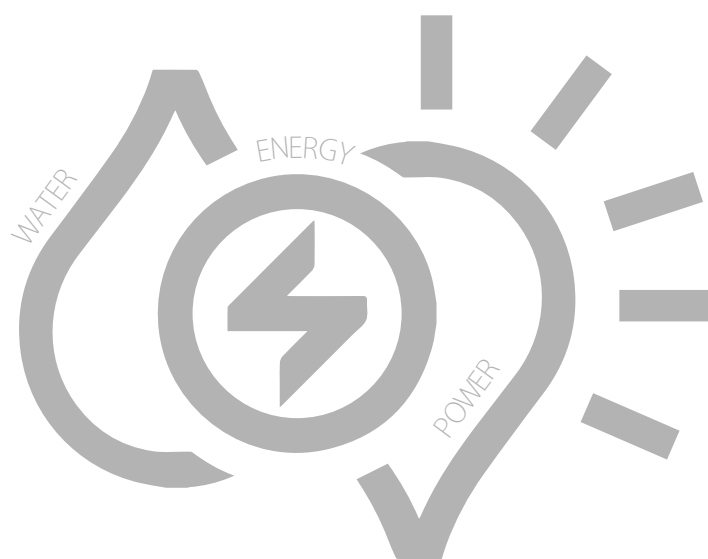
[http://www.educationweek.co.za/Registrations/Step2Single/53218?code=visi\\_kim](http://www.educationweek.co.za/Registrations/Step2Single/53218?code=visi_kim)

## African Utility Week

15 – 17 May 2018

Cape Town, South Africa

AFRICA'S LEADING POWER, ENERGY AND WATER TRADE EXPO AND CONFERENCE



Host utility



Exclusive 2014 - 2018

Host city



REGISTER FOR YOUR FREE PASS

[www.african-utility-week.com](http://www.african-utility-week.com)



6 TECHNICAL WORKSHOPS

CPD  
ACCREDITED



21+ HOURS OF NETWORKING



7500 VISITORS FROM 90+ COUNTRIES



350+ EXHIBITORS



Exhibition Freighting G.S.M.

**Rely on us!**

*Whether for conferences, exhibitions, product launches or demonstrations, we'll take care of your freight requirements. Leaving you more time to present your products & services.*

P.O. Box 60316, Table View, 7439

Tel: +27 21 552 7248 Fax: +27 21 552 2349

Email: [ef-gsm@ef-gsm.co.za](mailto:ef-gsm@ef-gsm.co.za)

Web: [www.ef-gsm.co.za](http://www.ef-gsm.co.za)



# The big issues facing SA’s small business

There’s no lack of entrepreneurial spirit in SA, but start-ups and small businesses need skills, social capital and a supportive environment in order to succeed.

**SMALL** Business Expo 2018, taking place from 6 - 8 September at the Ticket-Pro Dome is an annual opportunity showcase and knowledge-sharing platform for local small and medium sized businesses, is present-

ed by Reed Exhibitions in partnership with the Eskom Development Foundation. It is further supported by the Randburg Chamber of Commerce and Industry, and Minara Chamber of Commerce; endorsed by the Black

Management Forum (BMF) and approved by AAXO. According to Langa Manqele, FinTech businessman and chairman of the Black Management Forum (BMF) in Gauteng, entrepreneurial spirit

is flourishing across South Africa, including in the townships and rural areas. “Unfortunately, though, many start-ups are failing to break through into big business, and many are failing to comply

with testing and safety standards. This may be partly due to a lack of awareness and information, and also because safety and standards infrastructure is out of reach of rural business, as well as being prohibitively

expensive.” Manqele believes that stepped up information sharing, skills development and networking, such as that available at the Small Business Expo, may help these start-ups break through into the

big business league. Linda Blackbeard, CEO of the Randburg Chamber of Commerce and Industry (RCCI), which represents businesses in Randburg, Fourways and Lanseria, echoes this sentiment. “Small businesses need partner networks in order to grow. Joint ventures, for example, allow them to take on bigger projects than they might manage alone. And through partnerships with large business, they stand to gain viable income streams.” But many do not know how to tap in to this ‘social capital’ or partner networks.

Blackbeard says belonging to an industry body such as the local Chamber of Commerce is a key first step to expanding partner networks. Another is to participate in industry events.

BMF and RCCI will be present at the Small Business Expo, where small business can discover the benefits of joining the organisations.

Small Business Expo will include multiple development forums and workshops, including the Creative Business Cup, Ned-bank Money Matters Workshops; Standard Bank Women in Business Theatre; Eskom “Powering your World Indaba” and a Business Services Theatre. In addition, the expo will showcase the Business Services Expo & #BuyABusiness Expo as well as offers a #THEClub VIP investors’ programme, business speed dating, online business match-making and dedicated networking areas.



About the Small Business Expo

The Small Business Expo is presented by Reed Exhibitions in partnership with the Eskom Development Foundation and will be held from 6 – 8 September 2018 at the Ticketpro Dome, Northgate.

For more information, visit <https://www.smallbiz-expo.co.za/>

## THE VALUE OF EXHIBITIONS IN YOUR MARKETING MIX

Exhibitions are a staple in the calendar for most B2B businesses providing an opportunity to connect and build relationships, make contacts and sign business agreements through such networking. Here are five key objectives as to why exhibitions are so important as a marketing channel and what you can gain by including them into your marketing mix:

- ☐ **LEAD GENERATION:** Companies generally attend a show an exhibition or a conference because they want to generate new leads and fill their sales pipeline.
- ☐ **BRANDING:** Often companies that want to reinforce their brand identity to their key customers use this as an opportunity.
- ☐ **THOUGHT LEADERSHIP:** This is important, especially in the conference context. Anybody who wants to position themselves as the key provider of a service or technology generally wants to be seen as a thought leader. Participation as either a speaker or panellist at a conference affords such an opportunity.
- ☐ **NETWORKING:** Another important aspect of attending a show is the opportunity to network. People that want to network with their peers, customers or even their competitors, find the experience invaluable.
- ☐ **PRODUCT MARKET TESTING:** Businesses can exhibit or be a sponsor to test their product on the market through research. For example, how does the market respond to their new product or concept?

By combining exposure to a large number of potential leads with the ability to interact personally, exhibitions offer an experience that other forms of marketing don’t. In short, exhibitions provide great benefits to businesses of any size.

### MUST ATTEND INFRASTRUCTURE AND CONSTRUCTION EVENTS TO WATCH OUT FOR!!



**CAPE**  
Conference • Trade Expo  
**CONSTRUCTION**

12 - 13 September 2018 | Sun Exhibits, Grand West

The **MUST ATTEND** building and construction show

**BOOK A BOOTH TODAY AND GENERATE LEADS AND GROW YOUR BUSINESS**  
Contact: [Marcelduitoit@dmgevents.com](mailto:Marcelduitoit@dmgevents.com) P: +27 87 654 3249

[www.cape-construction.co.za](http://www.cape-construction.co.za) **dmg** events **hypenica**

**SAVE THE DATE**

**AFRICAN ports evolution** **AFRICAN rail evolution**

**2 - 3 October 2018**  
Durban International Convention Centre, Durban, South Africa

**WHAT TO EXPECT?**

- Access to 2000+ industry professionals
- 5 new dedicated sectors across the exhibition floor
- Participation from 25 African Ports authorities

**GLOBALLY CONNECTED, LOCALLY INVESTED**  
Contact: [Danielbloch@dmgevents.com](mailto:Danielbloch@dmgevents.com) P: +27 87 654 3249

[www.portsevolution.com](http://www.portsevolution.com) **dmg** events **hypenica**



# The smart way to exact bending



MANY fabricators in business today require an easy-to-use bending solution that is affordable, and which will complement their existing cutting and welding facilities. To meet their requirements, First Cut principal Bystronic, a global provider of high-quality solutions for sheet metal processing businesses, has released the 100/3100, 160/3100 and 225/4100 models of their Xact Smart press brake range in South Africa.

In terms of bending force, the 100/3100 model will exert 100 tons/1600 kN, the 160/3100 160 tons/1600 kN, and the 225/4100 model 225 tons/2250 kN. The 100/3100 and the 160/3100 offer bending lengths of 3100mm while the 225/4100 model has a 4100mm bending length. The standard stroke for all three machines is 200 mm and each has an open height of 480mm.

Options of extending the daylight and stroke by 100mm to an open height of 580 mm are also available on all three models.

Other features of these press brakes are an intuitive user interface; LED work-space lighting; Energy Saver; Fast Bend increased speed as well as options of two, four or five-axis back gauge, hydraulic tool clamping and most

importantly a laser safety system.

In terms of the user interface, with the use of Bystronic's BySoft 7 CAD/CAM software, it is possible to design parts, create cutting plans and bending programmes. When manufacturing, it is possible to monitor the production process. In spite of the power of Bystronic's BySoft software, it is user-friendly and easy to operate. Moreover, this software package will integrate Xact Smart press brakes with other 'smart' machines in a factory operating environment.

Bystronic press brake operators are invited to use the Bystronic Bend Solver application for the calculation of all bending parameters. The Bend Solver illustrates the complex calculations using easily understandable visualisations. Depending on the material and its thickness, it provides the information about the required bending force, box height, upper tool height, the lower tool opening, the radius, and the minimum flange length. In addition, should a manufacturing facility have a number of Bystronic press brakes of varying capacities, it is possible to establish which bending machine will be most

suitable for the job in hand.

For operators, interface with an Xact Smart press brake is through an intuitive touch-screen.

When bending steel parts, consistent accuracy is absolutely vital. Bystronic's Xact Smart press brakes offer the highest levels of repetitive accuracy of any press brake on the market.

Bystronic also offers a comprehensive range of tools that will cover nearly every conceivable bending application. These tools will fit a range of clamping systems, while the hydraulic clamping of tools allows for rapid changes leading to greater productivity. Bystronic tools offer outstanding quality and a long service life thanks to manufacture using high-strength tempered 42CrMo4 steel, with deep inductive hardening to between 58 and 62 HRC.

In a busy production environment, it is still possible to keep track of tools as the most important information is engraved on the surface of the tool. However, should a custom tool be needed for a special application, Bystronic and First Cut will be happy to have such a tool designed and manufactured and delivered quickly and reliably.

# Hytec enhance quality and volume with new CNC machines

HYTEC Engineering, part of the Hytec Group, recently purchased an additional four CNC (computerised numerical control) machines bringing their number of owned machines to seven. Replacing old, traditional machine tools, Hytec Engineering's CNC machines are specifically used to manufacture hydraulic cylinder componentry and will achieve major quality improvements stemming from the repeatability produced by CNC machining.

It is proven that, for volume-based projects, CNC machining produces a much greater quantity of machined parts with a lot more accuracy in a fraction of the time, when compared to manual machining. On the other hand, for once-off milling or turning, the manual machining process outperforms a

CNC machine, purely because of the programming delay in setting up the machining requirements. However, once a component has been programmed it is stored so when a repeat item order is required, the process is simple and fast. Recalling the program and beginning the machining process is all that is required.

"Now that we've programmed a database of components into the new machines they will significantly increase the production of hydraulic cylinder-machined componentry," points out Pierre Goosen, General Manager, Hytec Engineering. As a database of components has already been programmed into the new machines, production of the required hydraulic cylinder components will increase significantly.

"The real impact," Goosen emphasises, "is



When conducting volume-based projects, CNC machines produce an increased quantity of machined parts with a greater accuracy in a fraction of the time.

in new cylinder component manufacturing as the drawings required to program the machines are readily available." Goosen explains the importance of personnel train-

ing on these machine types. "It is equivalent to writing a computer program," he points out, "and training, then more training and lots of on-the-job practice is required."

## SOLE AGENT FOR TRUMPF PRODUCTS IN SOUTH AFRICA FOR 35 YEARS

[www.trumpf.com/en.html](http://www.trumpf.com/en.html)

## TRUMPF

### TruLaser 3000 Series

TruLaser is the most economic solution for productive universal applications. Either CO2 beam source or fibre (Solid State)



Laser powers	up to 3kW   6kW
Max. axis speed	up to 140 m/min
Max. sheet thickness:	
Mild steel	up to 25 mm
Stainless steel	up to 25 mm
Aluminium	up to 10 mm
Copper	up to 10 mm
Brass	up to 10 mm

### ( NEW ) TruPunch 1000 / Fibre

The machine that grows with your business

Start with stand alone punching machine  
Upgrade later to Combination  
Punch/Laser machine

Working area	2500 x 1250
Speed	100m/min
Stroke rate	600 s/min
Parts chute	400 x 600mm



### TruBend 3000 Series

The right machine for everyone who values TRUMPF quality, easy operation and an attractive price/performance ratio



MACHINE		SPEEDS
Press force	1000kN	Y axis rapid 200 mm/s
Bending length	3060 mm	X axis 500 mm/s
Width between columns	3384 mm	R axis 200 mm/s
		Z axis 1000mm/s

## PRODUCTIVITY | RELIABILITY | QUALITY

For more information, please contact us at:

Tel: 021 555 2270/1 • Fax: 021 555-2272

[machines.ct@retecon.co.za](mailto:machines.ct@retecon.co.za) • [www.retecon.co.za](http://www.retecon.co.za)

Johannesburg: 011 976 8600 • Port Elizabeth: 041 453 2720 • Durban: 031 701 8149



RETECON (PTY) LTD  
Your Partner in Metal Working

# Steam-powered rocket bike

MOTORSPORT and drag racing enthusiast Graham Sykes proudly gave visitors to the Fluid Power & Systems 2018 exhibition, held at the NEC in Birmingham UK from 10th to 12th April, a preview of his steam-powered rocket bike named Force of Nature.

It is the culmination of almost six years' work by the precision engineer, which in-

involved designing and then producing all of the prismatic parts on a Hurco vertical machining centre, mostly from DXF files output from AutoCad and input directly into the machine's proprietary Ultimex CNC system.

A holder of five motorcycle land speed records on his V8 powered drag bike, The Syko, Graham's top speed was 293.85

km/h. Dynamic testing of Force of Nature on the track will commence following further satisfactory static tests. They have already seen 600 kgf of peak thrust over six seconds, which should allow acceleration to a speed of over 200 mph in a quarter mile.

A public launch will take place later this year when all tests are complete.



# Press-insertion system in combination with suitable feeding machines

Press-insertion devices for handheld and stationary assembly tasks

IF you have ever punched a hole in a cover or pushed a tack or pin in a wall then you will know how much stress it causes your thumbs. It can be painful if your thumb is strained like this repeatedly over time. There are many applications in industrial production where it is often left to workers to push together fastening elements by hand in order to attach two components. Fitters may repeat the movements hundreds of times per day. For automotive assembly, interior trim is predominantly attached using trim clips, plastic expanding rivets or push-fit panel pins. These fasteners have one thing in common: They must be pressed into a pre-drilled hole to connect two components together. Press-insertion joining

processes can be found in many other sectors as well as the automotive industry: from the aviation and aerospace industries or machine building, telecommunication and apparatus engineering up to modular assembly for electronics and vehicle technology.

In order to make the positioning and placement of fastening elements more ergonomic for fitters and to make the assembly process more efficient, manual work stations can be equipped with manually-operated press-insertion devices. These tools support operators, making the process simpler by using an insertion stroke for press-in procedures. In addition, any attachment points which are difficult to access, can be reached more easily using the tool rather than using



fingers. The specialists for automated feeding and screwdriving technology, DEPRAG SCHULZ GmbH from Amberg, Germany have developed two press-insertion devices for handheld use: Type EDG with an insertion stroke and type EDGZ with an insertion stroke and additional locking stroke. Both devices are characterised by the convenient

ergonomic shape of the handle. The operator guides the entire downstroke of the press-insertion procedure when using type EDG. The pressure exerted by the operator supports the down-pressure. Whereas when using type EDGZ, the operator only effects a short insertion stroke necessary for actual press-insertion. An integrated cylinder

performs the locking stroke ensuring that pressure is kept directly on the fastener as it protrudes from the nosepiece. The fastener has no space to retract.

In addition to the manual press-insertion devices, DEPRAG also supplies stationary press-insertion modules. In stationary applications, both the feed and insertion strokes are carried out by cylinders. Sensors, which recognise the features of varied fasteners, can be used to realise innumerable applications, processing rivets, pins, sleeves and balls, as well as asymmetric components. The press-insertion module can also be enhanced with integrated depth sensors, presence monitors and position controls, thereby creating a versatile complete solution for complex assembly applications.

One specific advantage of DEPRAG press-insertion devices and modules is the option for integration into a complete press-insertion system, in combination with a suitable DEPRAG feeding machine. These machines feature outstanding efficiency and reliability as well as shortened cycle times. Positioning and loading procedures can be carried out quickly and reliably either by hand or in an assembly system.

DEPRAG press-insertion systems consist

of a handheld press-insertion device or stationary press-insertion module, a maintenance unit, an electronic controller and a feeder. Select either a vibratory spiral feeder or a sword feeder allowing the nosepiece to be specifically tailored to the application and fastening element. Sword feeders are particularly suitable for applications which require gentle handling, low-friction and a quiet noise level. Standard DEPRAG sword feeders are available with bowl sizes 0.15 l and 1.5 l. The feeders are especially suited for the processing of size M2 to M6 screws with a maximum shaft length of 25 mm, as well as for cylindrical pins, rivets and balls with a diameter of 1 to 12 mm.

For the processing of screws, threaded pins, nuts and o-rings, a vibratory spiral feeder is recommended. DEPRAG offers a particularly energy efficient feeder in their "eacy feed" product. The "eacy feed" drive uses 24 V vibratory magnets which significantly reduce maximum power consumption, enabling an energy saving of approx. 80 percent. The 24 volt technology guarantees reliable operation even with an inferior mains supply – regardless of supply voltage or frequency. The universal power supply enables worldwide application. Fur-

thermore, the "eacy feed" is communicative and prepared for application in an Industry 4.0 concept. The spiral feeder is suitable for screw sizes smaller than M1 up to M8, with shaft lengths of 5 mm to 60 mm. There are four standard bowl sizes available for "eacy feed" handheld devices and seven for stationary operation.

Whether in complex automated production in assembly systems or manually-operated handheld press-insertion devices – both DEPRAG feeding machines supply conveyed parts precisely and reliably at high feed rates. The combination of feeder and press-insertion device or module as an adaptive press-insertion system provides an attractive complete solution for diverse assembly applications.

DEPRAG has been developing this technology over decades and further enhancements are continually being made. All basic key technologies originate in-house and are therefore optimally coordinated with one another. The press-insertion of grooved pins to attach child seat covers, positioning of steel rivets to enable subsequent riveting or press-insertion of expanding rivets to attach circuit boards to housing frames are just some examples of applications which have already been realised.

Quality and Value  
in Metalworking,  
Engineering  
and Sheetmetal  
Machinery since 1972



PRECISION ENGINEERING  
HEAVY ENGINEERING  
SHEET-METAL  
TOOLING  
MACHINE ACCESSORIES  
SERVICE DIVISION



**COASTAL**  
ENGINEERING SUPPLIES

Tel: (021) 552 6063  
www.coastalengineering.co.za

## Half a century of tooling expertise

FOR nearly 50 years, Coastal Engineering has specialised in the supply of engineering machinery including lathes milling machines, grinders, drilling machines and bandsaws, as well as a variety of sheet-metal machinery including guillotines, press brakes, bending brakes, croppers, in addition to laser- and plasma cutters. Its after sales and service ensures machinery stays in prime operating condition. Coastal Engineering Supplies is situated in Montague Gardens, Cape Town, and specialise in the national and international supply

and service of new and pre-owned machine tools and accessories. The company was established in 1969 and is family owned and managed.

Typical of its product range are:

T510 x 1500 Precision Toolroom Type Lathes

- 510mm swing
- 1 500mm b/c
- 300mm diameter over saddle
- 80mm spindle bore

TONTEC TC-Series Slant Bed CNC Lathe

- 774mm swing
- 460mm turning diameter

- 560mm turning length
- 11/15kW spindle motor

TONTEC VCL-850 Extra High Performance VMC

- BT40 spindle taper
- 1 000x550mm table
- 7,5kW spindle motor
- Fanuc or Heidenhain controls

M-5v heavy duty turret mill with 5hp variable speed head

- 1 370 x 330mm table
- 3,7kW spindle motor
- extra wide table support



## Okuma adds double column machine to technical centre in Austria

OKUMA Europe has added the MCR-A5CII to their Technical Centre East showroom. The high-speed double column machining centre enables efficient machining in 5-sided applications. Okuma welcomes customers to attend live demonstrations or to perform test cuts on the machine – from general parts machining to die and mould jobs.

With over 50 years of experience, 8 000 machines installed around the globe and an unparalleled production capacity of 40 units per month, Okuma is the world's leading manufacturer of double column machining centres. By adding the MCR-A5CII to the showroom, the CNC manufacturer is now making its extensive large parts machining expertise available to customers at its Okuma Technical Centre (OTC) East. Dubbed as a 'manufacturer's playground', these facilities allow visitors from a wide range of industries to test the latest machines and technologies and to discuss their machining needs with the Okuma experts on site.

The compact MCR-A5CII features an AAC (Automatic Attachment Changer) which changes attachments within 30 seconds. It includes a stocker for two attachments as standard to make true 5-sided machining possible in a single setup. In this way, the double column machine reduces setup and downtime and minimises the potential for costly errors. With a 2 000 x 4 800 mm table, spindle speeds of 6 000 r/min and a maximum output of 26/22 kW (30min/cont), the MCR-A5CII achieves powerful large parts machining. An 80-tool ATC for horizontal and vertical attachments further increases productivity. With a footprint of only 6 830 x 12 550 mm, the machine takes up relatively little floor space for a double column centre.

The solid cast iron double column construction ensures greater rigidity and closer tolerances. Outstanding accuracy and dimensional stability are the result. A Renishaw touch probe enables on-machine gauging of complex shapes in mid-process.

Okuma's Intelligent Technology SERVO-NAVI significantly increases productivity by optimising cutting and feed rates. The user-friendly OSP-P300M CNC ensures easy op-

eration. For maximum workpiece accuracy and higher productivity, the MCR-A5CII comes equipped with Okuma's Thermo-Friendly Concept, which stabilises thermal deformation, shortens warm-up times and reduces the need for dimensional correction during operation.

The MCR-A5CII can be configured with different spindles, a wide range of attachment heads and ATCs. Table size varies from 1 500 to 3 000 mm in width and 3 000 to 12 000 mm in length. Many additional setups are available.

Okuma engineers as

well as service and sales experts at the technical centre are available to discuss customer-specific requirements and options with visitors. In addition, the company will host a dedicated customer event at the OTC this summer to showcase the new double column machining centre.



# VICTOR

## THE TRUSTED CNC MACHINE TOOL EXPERTS



**Victor CNC Machine Tools imports and supplies best quality, cutting-edge CNC Machine Tools, including CNC Lathes, Machining Centres and Plastic Injection Moulding Machines.**

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

**We pride ourselves on excellence. Contact us today!**

### JOHANNESBURG

41 Loper Ave, Aeroport, Kempton Park

011-392-3800

ian@victor.co.za

### PORT ELIZABETH

Unit 3, Jet Park, Caravelle Str, Walmer Industrial

082-469-2647 (Abraham)

abraham@victor.co.za



# Dredge ponds before rains

WITH the rainy season approaching in most of South Africa's mining regions, monitoring the capacity of process water return ponds becomes increasingly critical – to monitor whether silt build-up is jeopardising the dams' functioning.

"Managing the water balance on mines is becoming more demanding as mines work to become more self-sufficient, and to draw less water from municipal sources," says Lee Vine, managing director at dredging and dewatering specialist, Integrated Pump Rental. "Process water ponds therefore need to be carefully monitored and regularly dredged to prevent too much sediment from accumulating."

More sediment means less water storage capacity, which can affect the efficient running of the process plant as well as create a potential environmental hazard if heavy



rainfall leads to tailings over-topping the pond. Exacerbating the risk of insufficient water storage capacity is the widely held opinion that rainfall is becoming increasingly variable as a result of climate change factors.

"In many areas, this means that summer rains will include a higher number of heavy downpours within relatively short periods of time. And this will place an increased load on these ponds to contain more water than usual," says Vine. "It is therefore vital that they are operating optimally, and do

not have their capacity constrained by excess silt."

He argues that purchasing treated municipal water to 'top up' their requirements is becoming less of an option for mines due to the rising cost of water and the growing competition for water among stakeholders like communities, industry and agriculture.

Applying a regular dredging programme need not be onerous, he adds, and can readily avoid a situation where silt or slimes threatens the water retention and water holding capacity of ponds and dams. In-

tegrated Pump Rental has locally designed, engineered and manufactured the SlurrySucker dredge unit for precisely this purpose, and offers the technology on a rental or turnkey contract basis for mine pond maintenance.

Using the high quality Grindex brand of slurry pumps and a purpose-engineered dredge head, the units are capable of extracting high tonnages; 240m<sup>3</sup> per hour of slurry/water mixture in the case of the smaller SlurrySucker Mini (30 to 40 dry tons per hour) and double this using

the SlurrySucker Maxi, which will remove 70 to 80 dry tons/hour.

"We are able to assist the mine in designing arrangements that would allow the pond sediment, which is usually enriched to some extent with the ore being mined, to be pumped back to the process plant for re-treatment," he says.

The SlurrySucker's design ensures that there is no danger to the high density polyethylene (HDPE) lining of the ponds, as the agitation of the sediment is conducted using only water jets. Recent modifications to the original model even allow for the system to suck up large solid objects, such as gloves, boots, plastic packets and hessian bags, without blocking up and slowing down operations.

Process water ponds need to be regularly dredged to prevent too much sediment from accumulating.

## Maintenance-free level detection where other systems fail



### Level under control

The LMC family reliably monitors levels, e.g. in machine tools or wastewater management, or protects pumps from running dry. The option of a thread at the back permits variable installation depths and application-specific installation.

### Versatile sensor for all media

The LMC sensor can be set to almost any liquid or viscous medium as well as to bulk materials. Permanent medium temperatures up to 100 °C or a heavy build-up are no problem. The differentiation between two media is possible due to the two switching outputs, which can be set independently. The parameters can be set with IO-Link and USB interface accessory E30390.

## Stainless steel submersibles added to rental fleet



IPR's range of stainless steel submersible pumps.

INTEGRATED Pump Rental recently bolstered its pump rental fleet with the inclusion of a range of stainless steel submersible pumps. Managing director, Lee Vine says this was done to specifically cater for applications where there are increased levels of acidity in the water.

"Acid water drainage on mines is common today, and these extremely harsh dewatering applications require an appropriate pumping solution which is why we have added Fagiolati stainless steel slurry pumps to our rental fleet," Vine says.

Constructed from 316 stainless steel, the Fagiolati pump is engineered to operate in extremely harsh environments including handling highly corrosive water and sludges. Significantly, these high performance

pumps are able to withstand acidic water even when it contains high concentrations of metals and sulphates as well as slurries containing abrasive particles and a high content of solids.

"Dewatering, whether on surface or underground, requires absolute reliability and this has become the watchword for our pump rental fleet; all pump brands have been selected for their performance capabilities as well as their robust construction," Vine says.

Included in the rental fleet are the well-known Grindex submersible drainage and dewatering pumps, the locally engineered and manufactured SlurrySucker dredge units, the SlurryBlaster hydro mining equipment solution and Sykes dewatering pumps

## The cycle of solutions – water technology by KSB

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

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





## OMAL ball valves ex-stock

OMAL manufactures a complete range of ball valves for the process industry, which are distributed in sub-Saharan Africa exclusively by drive and control automation specialists Tectra Automation. The company maintains a number of these valves ex-stock, including wafer and split wafer valves and Thor Split Body valves in both carbon steel and stainless steel versions.



*OMAL's Thor split body stainless steel valves can handle extremely aggressive fluids in process applications.*

OMAL is one of only four companies... certified to manufacture...for the oil and gas industry...

The valves are ideal for a wide range of media, including air, water, gas, petroleum and petrochemical products. The stainless steel versions are ideal for highly ag-

gressive media.

The Magnum split wafer, carbon steel Thor Split Body and wafer ball valves are full bore valves without a protruding floating ball for EN 1092-1 ed. 2008 and ANSI B16.5 connecting flanges. Standard features include TFM 1600 soft-seat seals, and TFM 1600 V-pack and additional FKM O-ring seals on the stem for increased durability. These valves are designed according to pressure class PN16-

40; ANSI 150-300.

The stainless steel Thor Split Body valve, for extremely aggressive fluid, features a floating ball and DEV-LON soft-seat seal for the pressure class PN16-40; ANSI 150-300.

Each ball valve delivers a closing angle of >7° and is designed with an EN12662-2 anti-static device.

"These valves can also be manufactured with a wide range of additional features for specialised process

applications," explains Malan Bosman, Pneumatics Product Manager, Tectra Automation. "These include the use of LF2 carbon steel for transferring media down to -40°C; glass- and carbon graphite-reinforced PTFE internal seals; and superficial treatments such as white zinc coating and epoxy coating."

OMAL is one of only four companies in the world certified to manufacture valves and actuators for the oil and gas industry, and offers a complete range of ATEX-approved solutions for explosive or flammable applications.

These products are designed, manufactured and tested at OMAL's three state-of-the-art ISO 9001-, AD2000- and UNI EN ISO 14001:2004-certified production facilities in Brescia, Italy.

OMAL is distributed exclusively in sub-Saharan Africa by Tectra Automation, a Hytec Group Company.

## Ultrasonic sensor for remote water level measurement



INSTROTECH has the Senix ToughSonic CHEM range of ultrasonic sensors, in service around the world in some of the most demanding and corrosive industrial environments. They measure a wide variety of materials including diesel fuel levels in rail locomotives and levels of liquid chemicals in the paper and food processing industries. ToughSonic CHEM sensors are also used in object detection and other non-liquid level applications where corrosive gasses are present.

Sealed in Kynar® PVDF housings for protection against solvents, they can withstand total immersion in harsh chemicals, both acids and bases, without damage. They include the same full-epoxy potting, heavy-duty electronics, ruggedized-piezoelectric transducers, and UV-resistant cables that make these sensors robust and durable.

Several fully configurable and simultaneous outputs are provided, including serial data (RS-232 or RS-485, by model),

analog (0-10 VDC and 4-20 mA) and switches (configurable as sinking or sourcing). Up to 32 RS-485 models can be used in a multi-drop addressable network using the Modbus protocol – a standard feature. ToughSonic CHEM sensors offer the configuration and operational flexibility that all Senix sensors provide. Extended features can be configured using SenixVIEW software. ToughSonic General Purpose sensors can also be used in liquid level applications where chemical resistance is not required.

## In-field valve positioner checks using a handheld ProcessMeter

VALVES, the actuators that move them, and the electronic circuits that control them, are all subject to the effects of aging soon after they are installed. The valve seat wears not only from the repeated seating of the valve, but from the liquid or gas that passes through it. Depending on the application, a valve can be stroked from hundreds to tens of thousands of times over a one-year period.

This amount of mechanical motion inevitably causes screws to reposition, springs to weaken and mechanical linkage to loosen. In addition, electronic components change value over time. The results are valves that don't fully open or close, close prematurely, or operate erratically and cause improper regulation of the gas or liquid under its control. This is more commonly referred to as "calibration drift."

To keep a system operating properly, a good preventative maintenance program that mandates periodic checks of valve positioners is required. These checks need to be conducted quickly to minimize down time. When these checks reveal calibration drift, recalibration of the electron-



*V2 12379 Fluke in-field valve positioner.*

ic valve positioner must be performed quickly. With the varied locations in which a valve can be installed and the difficulty in removing it, the equipment used to perform the checks must be brought to the valve positioner itself. Therefore, this "in-field" tester must be portable, easy to use and rugged.

The tester, with signal sourcing, must simulate a controller connected to a valve positioner's input. Through the controls on the ProcessMeter, the operator can set the positioner's input current to a specified level and visually inspect the reaction of the valve's position using the mechanical position indicator, the valve stem position or flow indicators. In addition, the process meter must continu-

ously adjust the source current in a ramping or stepping fashion, allowing the user to check the valve's linearity and response time.

In most valves, there is an interaction between the zero and span settings of a valve controller.

Therefore, it is best to ensure proper valve position adjustment by repeating the test of the fully closed and fully open positions until no further adjustment is necessary.

For valves with linear action, linearity can be checked by setting the tester to 4mA and then, using the % Step button, step the current to 12 mA (50 %) and confirm the valve position indicator is at 50 % travel. If the valve is of a non linear type, refer to the valve manual for proper operation.

## BORELINE

the flexible rising main

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



hose.manufacturers

solutions+alliances



TELEPHONE +27 21 948 3971  
E-MAIL sales@hosesa.com  
WEB www.hosesa.com

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



# Robust valves and actuators for the mining industry

THE range of valves and actuation accessories from AR Controls of Vanderbijlpark is very robust and extremely well-suited for typically harsh mining environments.

AR Controls stocks ball, butterfly, knife gate, and check valves, as well as a range of actuators and actuation accessories. It also supplies a range of gate, globe, and air valves. Common materials of construction include carbon steel, ductile iron, 316 stainless steel, 2205 duplex stainless steel, 17-4 stainless steel, CD4MCuN stainless steel, and various super alloys.

Director **Julien van Niekerk** explains. "We deliver premium valve and engineered products, with an unrivalled level of service and support that increases productivity and reduces the total cost of ownership."

The company's strength lies in the high quality of its valve designs, and the use of high-quality corrosion- and abrasion-resistant materials. Premium brands such as DeZURIK and AR-VALV™ have become a standard on a number of mines, and have



*A DeZurik KGC cast stainless steel knife gate valve.*

also been introduced to mineral industries beyond South Africa's borders, with resounding success.

"We are expanding and improving our range of valves constantly with the latest materials, product design, engineering, and manufacturing technologies to ensure minimal downtime and reduced risk of disruption during operation," van Niekerk stresses.

AR Controls also owns IncoValve & Controls, a brand-new range of butterfly and ball valves and actuators. This combination of locally-manufactured products and premium imports places AR Controls in a unique position to service the mining industry. "Local manufacture affords us the opportunity to perfect our processes and technology, improves quality, monitor control costs, and even discover new applications."

Although market conditions are challenging, with a decline in demand for certain minerals such as platinum, and an overall slump in commodity prices, there are signs that the general state of the market is improving, van Niekerk notes.

"It has also forced many mining houses and mining operations to rethink their long-term strategy, and enforce a robust cost exercise to overcome the various challenges that the mining industry is facing globally. We see that overall the mining industry is picking up slowly, and that new investments are being directed at certain sectors."

# Triple-project contract completed

VEOLIA Water Technologies South Africa (Veolia) has completed and handed over a three-part project for Shanta Gold in Tanzania at its New Luika Gold Mine located in the Lupa Goldfield of south west Tanzania. Veolia's scope of work incorporated fabrication, installation and commissioning of the RWTP and skid-mounted BWTP, as well as supplying equipment for, refurbishing and commissioning the existing STP.

The plants were commissioned and signed off at the beginning of April 2017. Equipment fabrication was collected from Veolia's premises in Sebenza, Johannesburg by Shanta Gold. The plant arrived at New Luika Mine in Tanzania in late November, with installation starting in December 2016 and continuing into the first part of 2017.

## River Water Treatment Package Plant (RWTP)

This 30 m<sup>3</sup>/h package plant treats water extracted from the nearby Luika river, ultimately for use as process water. The process of the plant uses clarification with



*Clarifier and pump & dosing skid for the river water treatment plant.*

appropriate chemical dosing to ensure the clarifier operates efficiently, as well as multimedia filtration, activated carbon filtration and pre- and post-chlorination. The water is pumped from the raw water tank to the lamella clarifier from where it is pumped to a clarified water tank. It is then pumped to the three multimedia filters which operate in parallel for iron removal before passing through the two carbon filters. These filters also operate in parallel, from which New Luika Gold Mine can access clarified water for process water purposes.

All filters and dosing equipment are housed in a 12 m-long container with the external clarifier positioned nearby.

## Borehole Water Treatment Plant (BWTP)

A 5 m<sup>3</sup>/h skid-mounted borehole water treatment plant is used as post-treatment for an existing water treatment plant to treat water to potable standards. Veolia's engineered skid uses a chlorine dosing unit, carbon filter and softener to treat the water for the mine's camp potable water needs.

## Sewage Treatment Plant (STP)

This part of the contract required Veolia to refurbish the existing sewage treatment plant, including providing and installing new submersible trickling filter feed pumps, supplying and installing a new chlorine dos-

ing system, replacing the old trickling filter header and distribution nozzles, as well as the associated piping and valves. The recent work conducted on this plant, which was originally installed in 2011, greatly increases the plants' efficiency and functionality.

"As most of the plants are automated, operator training was minimal and took place simultaneously to commissioning," says Sean Momborg, Project Engineer, Engineered Systems, Veolia Water Technologies South Africa. "All equipment was manufactured on time and to spec, and even with the short lead time we completed the manufacture of the plants within the specified timelines. It took a bit longer on site to install the plants than initially expected due to the rugged and isolated area that the New Luika Gold mine is situated in, but the Shanta Gold and Veolia site teams worked together admirably to get the plants up and running in the shortest possible time."

"The phenomenal teamwork between the two companies not only ensured the project was completed on time," Momborg concludes, "but has also contributed to the success of the plant, as evidenced one year down the line."

# xylem

Let's Solve Water

End suction centrifugal bloc pumps



Submersible dewatering and wastewater pumps



Vertical multistage pumps



Booster sets



**LOWARA**  
a xylem brand

Xylem (PTY) Ltd  
PO Box 26389, East Rand, 1462, Gauteng. South Africa  
Tel: +27 11 966 9300 | Fax: +27 11 552 8742  
Email: [lorraine.smart@xyleminc.com](mailto:lorraine.smart@xyleminc.com) | Web: [www.xyleminc.com/za](http://www.xyleminc.com/za)  
[www.youtube.com/user/XylemSA](http://www.youtube.com/user/XylemSA)

## CAPE BUSINESS NEWS

Cape Business News, founded in 1980, is primarily a promotional vehicle for companies that have the Cape Business community as a primary target market.

## ADVERTISING

For all your advertising requirements, contact our Sales Team on 021 250 0400



# Working capital products to suit a range of needs

PROVIDING a broader product offering has helped ReichmansCapital meet a greater range of client needs and thus helped to fuel the growth in its client base despite tough trading conditions.

Paul Ketteringham, Head of Debtor Finance, says that ReichmansCapital business focuses on providing clients with working capital finance and it has product options to meet various needs.

"Trade finance is one of our products but we find that many clients are looking for a broader offering. For example, we have asset based lending where we lend against both the client's stock and debtors' book as well as certain of the fixed assets in the business," Ketteringham says.

"This effectively replaces the client's overdraft but it gives them far more flexibility. When your stock is down and your debtors are up or the other way around you still have access to much needed cash to fund the business' growth." He says with the volatility in the Rand some companies started looking for local products instead of imported products.

"Through our trade finance option we provide funding for local purchases as well as for imports and this has provided us with a market niche that we have been able to address successfully." He says ReichmansCapital's approach means that the borrower is able to effectively shorten the trade cycle.

Many companies are cash strapped and this has a knock-on effect across SA with companies struggling to

find cash to pay their creditors and giving their suppliers cash flow challenges of their own. As a consequence payment terms tend to become stretched. "However, if we advance cash against the debtors' book once the goods have been delivered and invoiced, the company has the cash to make its own payments," Ketteringham says.

Another leg of this integrated offering is asset finance in the form of instalment credit and rental finance. Ketteringham says the asset finance offering is aimed at productive assets across most sectors including engineering, manufacture, mining and construction, logistics and trucking, lifting and access and the vehicle hire industry. "Transport, for example, has been through some tough times because imports and exports dropped off and

there was less freight to move around SA. However, we are starting to see a resurgence in orders for trucks and trailers and this suggests transport companies are signing contracts with their customers once again."

He says often deals cross over from one product offering to another so being able to

provide a full suite of products means ReichmansCapital is able to offer an end to end financing solution. If the company has an asset finance transaction with a client for equipment to be imported the trade finance offering is able to facilitate the import. "Trade finance would supply the letter of credit and bring the item into

the country. This is useful for our clients as most banks will only finance assets when they have landed in SA".

Other services that are more of an add-on to ReichmansCapital's offering is term funding that is used for specific projects; to facilitate a company bolt-on acquisition, develop a new division or buy out of a

shareholder or partner.

He believes that one of the biggest challenges in the trade finance sector worldwide is disruptive technologies in the digital space with the move towards online platforms. "It is important to understand the changes and apply them in our businesses. Likewise fraud risk has to be top of mind, because

techniques used by fraudsters are becoming more sophisticated every day. It is vital that companies know their counterparties and who they are dealing with."

ReichmansCapital have offices in Johannesburg, Cape Town, Durban and Geneva and have been in business for 40 years. Its success is based on trusted

long term relationships with its clients, superior service and tailored realistic finance solutions that provide a viable alternative to commercial bank funding.

ReichmansCapital values its longstanding trusted relationships with its clients and is proud of the growth and success that so many of its clients have achieved.



While most banks only see obstacles when it comes to funding, we are different. ReichmansCapital has a team of specialists that work together to create unique solutions to even the most complex challenges. We will provide you with alternative, yet viable sources of funding, specifically designed to provide practical finance solutions for your business.

We have been providing **Asset, Debtor and Trade Finance** for 40 years.

Grow with **US!**



**ReichmansCapital**  
TRADE AND ASSET FINANCE

+27 11 286 8275

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

Reichmans Holdings (Pty) Ltd. Reg No. 1974/000813/07. Reichmans (Pty) Ltd is an authorized financial service provider. A member of the Investec Group.







## ‘Striking’ Sable Park offices coming on stream



THE 16 600 square metre Sable Park office development in Century City - more than half of which has been let to Discovery - is nearing completion. Designed by dhk Architects, the two buildings in the development are state-of-the-art and simply sensational, says Jason Elley, deal maker for developer Rabie Property Group.

“The architecture is striking and a befitting corporate statement for any blue chip company or other business

looking to make a high profile mark in the prestigious, all-green Bridgeways Precinct which is already home to ABSA, Chevron, Philip Morris, Mastercard and Thomson Reuters to mention just a few.”

Sable Park has been awarded a 5 Star Green Star – Office v1.1 Design certification from the Green Building Council of South Africa, bringing to 19 the number of Green Star rated buildings in Century City.

The R460million

development by the Rabie Property Group, comprises two four storey buildings, the larger of which is the new regional office for Discovery. Each of the buildings offers trendy, sophisticated and creative space and boasts two levels of underground parking.

“Furthermore, it offers access to one of, if not, the fastest internet connectivity in Africa.”

Elley says negotiations are well under way with a number of global players for the

second building.

“Its position adjacent to the bustling Century City Conference Centre, hotel and restaurants in the Square and its close proximity to a myriad of other leisure and retail facilities makes it highly sought after for companies with their employees’ best interests in mind.”

“In addition, there is a MyCiTi bus stop right outside and it is in close walking distance of the Century City Station and the taxi rank.”

Elley says the space itself is highly flexible and able to accommodate either a single or multiple users.

Fronting on to the busy Sable Road, the modern buildings provide high visibility and offer uninterrupted panoramic views of Table Mountain and Table Bay.

Discovery is currently moving in and the other block will be ready for occupation in July.

## New parking garage for Bridgeways



CONSTRUCTION of a new structured parking garage to provide an additional 350 bays in the Bridgeways precinct close to the Century City Conference Centre is to start shortly.

The four level parking garage, which includes a basement, will provide overflow parking for the Century City Conference Centre, Hillsong Church, Virgin Active Gym as well as other businesses in the vicinity.

It will also include an e-parking component

allowing businesses to rent additional parking bays on a monthly basis.

There are three other e-parking facilities scattered around Century City.

To be known as P3, the parking garage is being developed by Rabie Property Group and will be constructed by Big Ben Construction. It is situated close to the existing P1 and P2 public parking garages that also serve the Conference Centre, Hotel and businesses in the area.

Colin Anderson, a director of Rabie, said P3 had been located and designed to make an extremely efficient use of the parking.

“Rather than provide a massive oversupply of parking by catering for individual needs, this shared facility will service all the demands of a wide range of parties whose parking needs are complementary.”

He said construction was due to start in May this year with completion anticipated before year end.

### CENTURY CITY OFFICES TO LET

OCCUPATION: JULY 2018



## LIKE IT? YOU CAN STILL PUT YOUR NAME ON IT!

Looking for premises that are green, convenient and prestigious? Look no further than Sable Park, Rabie’s latest corporate masterpiece in Century City. Comprising two twin buildings, one of which has already been let to Discovery, Sable Park offers outstanding contemporary design by dhk Architects in a high-visibility site on Sable Road. Move to a precinct that’s buzzing with energy, hospitality and a host of lifestyle attractions that your staff will love!

[www.sablepark.cc](http://www.sablepark.cc)

- 8000 square metres of prime office space available
- Naming rights available
- Flexible rental options from R200 per square metre
- Awarded a 5 Star Green Star rating by GBCSA
- Spectacular mountain and sea views
- Plentiful secure, covered parking
- On MyCiTi bus route and close to railway station
- Next to the award-winning Century City Square
- Hotels, coffee shops, restaurants and Virgin Active gym
- Within easy walking distance of Canal Walk Shopping Centre
- Fibre optic connectivity for superfast internet

Contact Sedica on 021 550 7000 or Jason on 082 339 2722

**SABLE PARK**

**rabie**



## GREEN ADHESIVE SOLUTIONS



High Tack – An instant high grip adhesive, capable of adhering weights of up to 25kg with no clamps or fixing tape. Ideal for panels, skirting boards, windowsills, mirrors, mosaics and bathroom fittings. It is a solvent and isocyanate free sealant and adhesive with very low VOC.



**Den Braven Sealants**

**Do it right the first time**

Please contact us for further product, technical information & technical assistance

021 552 9674  
sales@denbraven.co.za  
www.denbraven.co.za



# Property moves a-plenty

THE Cape Town property market looks as vibrant as ever with several significant transactions detailed recently.

Perhaps the most surprising was the admission by local empowerment icon Grand Parade Investments – which is best known for holding the master franchise for Burger King in South Africa – has sold its head office at 33 on Heerengracht in central Cape Town to Ballesteros Properties for R225 million.

GPI said the sale of the 668m<sup>2</sup> property was in line with a strategy to dispose of non-core assets. More specifically, the company stressed a focus on reducing head office costs – adding that the building was currently being underutilised.

GPI argued that the disposal of 33 on Heerengracht would unlock capital, which would be better utilised across the group.

It seems likely that GPI will apply the bulk of the proceeds to culling debt and for further investment in rolling out Burger King outlets across South Africa. Shareholders might harbour hopes of a special dividend too.

The deal follows a transaction clinched in August last year when the property at 1 Heerengracht was sold to UBUD Developments for R52,5 million.

GPI disclosed the property was accounted for at a cost of R40,2 million, realising a profit of R9,5 million after CGT (capital gains tax).

In another shift in property ownership in central Cape Town, Spear REIT – headed by property sector doyen Mike Flax – has sold the vacant property at 142 Bree Street to Arctigen for R150 million.

Spear directors pointed out that the offer consideration was pitched at a substantial premium



to the book value of the property.

Spear disclosed that the value of the net assets attached to the Bree Street property was less than R74 million with distributable profits after tax amounting to less than R700 000.

They noted: “This disposal will provide Spear with the ability to prudently recycle the capital received to fund further strategic and yield accre-

tive acquisitions”.

Late last year Spear acquired Blackheath Park – a sprawling property measuring 6,4973 ha – for R110 million in a bid to increase its exposure to industrial real estate in the greater Cape Town area.

Moving to one of the more promising property niches, last month self-storage property specialist Stor-Age announced the acquisition

of All-Store Self Storage in Cape Town for R52 million.

The company said the acquisition formed part of Stor-Age’s strategy to own self storage properties in prime, high visibility locations in key suburbs.

The two hectare property is well positioned to serve the bustling Bellville, Kuilsriver and Brackenfell areas with more than 5

500m<sup>2</sup> of lettable area.

What’s more, Stor-Age believed the property offered “significant further development bulk”.

Stor-Age – which has made a number of selective acquisitions over the last three years – now boasts a combined portfolio of 68 properties.

Stor-Age CEO Gavin Lucas said the company had identified the All-Store Self Storage acquisition as an ideal opportunity to further expand the Cape footprint.

“The property is well-positioned and complements our offering in Cape Town’s ever growing northern suburbs. With a prominent location on a busy intersection, the property benefits from excellent drive-by visibility to passing traffic.”

Lucas added that the acquisition was an excellent opportunity for Stor-Age to further establish itself in the greater Bellville area.

## Shopping centre sales heading for growth

AFTER months of decline, trading densities across 2,2 million m<sup>2</sup> of physical retail space in seven provinces of South Africa and in Namibia are trending towards growth, according to an industry barometer.

Several merchandise categories are seeing trading growth in malls, the Clur Report of SA Retail Property Performance says. The report provides strategic indicators on market movements, consumer behaviour, shopping centre segments and retail merchandise trends to listed and unlisted SA property funds.

The key consolidated Clur benchmark for subscribing SA shopping centres showed an annualised trading density of R32 919/m<sup>2</sup>, a decline year on year of 1% for 2017.

Managing director Belinda Clur says: “This rate shows a favourable movement into less negative territory and back to zero,” she says. “This has been the case since September 2017, when the year on year rate came in at minus 1,7% and then improved to minus 1,1% in November.”

“Pure unadjusted shopping centre sales – that is not relative to space – for 2017 showed growth of 2,9% across this portfolio. December 2017 sales growth was 2,4% year on year



and for November it was 5,8%”.

Amelia Beattie, chief executive officer of Liberty Two Degrees, says: “The Clur statistics re-enforces our long held belief, as an owner of leading shopping centres such as Sandton City and Eastgate, which we must consistently innovate to provide our customers of today, with unique places and environments which create a sense of upliftment and self-expression. It’s all about allowing people to be who they wish to be.”

Belinda Clur says the report indicates the possible benefits of portfolio diversification in the current market, both in terms of geography and centre format.

“Larger centres do deliver the highest trad-

ing densities, the Clur benchmark for 2017 being R34 964/m<sup>2</sup>, a negative 2,5% year on year.

“But smaller centres provide the highest annual growth rates. The Clur small regional, community and neighbourhood centres benchmark came in at R28 401/m<sup>2</sup> with annual positive growth of 2%.”

“Coastal and inland centres tend to show differing growth trends, and there are a number of categories that also show differing trends across high profile versus mid-low profile centres.”

Belinda Clur says that the report confirms a broad trend of spend having shifted towards entertainment, communications, speciality and ‘the person’ with spend shifting away from ap-

parel in mall space.

Belinda Clur says the shopping centre model is turning on its head as mass store replication falls out of favour and individuality wins. Further, smaller stores are favoured over larger stores – smaller department stores outperform larger department stores.

“Current trends point to the need for the chameleon shopping centre, an ever-changing, quickly adaptable, high impact, connected and interactive experiential environment. This concept has critical implications for flexibility, sizing, tenant mix, product mix, design, rentals and retail classifications. All of these need careful consideration in order to drive market share, profitability and manage risk”.

## Tradehold profits handsomely from sale of major asset

AS part of its strategy to reduce its exposure to Africa outside of Namibia and South Africa, Tradehold has sold its large corporate residential development known as Cognis in Maputo, Mozambique, to JSE listed property group Grit Real Estate Income Group for US\$61,9 million (about R743 million). The sale is subject to certain conditions precedent.

Cognis, which offers 18 400m<sup>2</sup> of gross lettable area, was completed some two years ago at a cost of US\$49,7 million. The residential units in the complex are let on long-term leases to the US Embassy in Maputo and the American oil exploration company Anadarko.

Tradehold joint CEO Friedrich Esterhuyse said the company has consistently managed to sell assets at above book value which in the case of Cognis was US\$55,9

million. “We therefore believe our published net asset value continues to be conservative.”

Esterhuyse said the sale of Cognis was in line with Tradehold’s decision to reduce its exposure to the rest of continent due to the complexity of managing a small number of properties in different countries. “This also allow us to concentrate our energy on growing our portfolios in South Africa and the UK which together represent more than 90% of our property business.”

He believes President Ramaphosa’s declared intention to create an environment in which the South African economy can grow, bodes well for the local property market: “Any such growth will boost demand for especially industrial and commercial space as local companies start expanding again.”

**CAPE Business News**  
ESTABLISHED 1980

Visit  
[www.cbn.co.za](http://www.cbn.co.za)  
for daily  
**Cape Business News**  
updates



## Analysers offer accurate real-time gas level monitoring

"IN the day-to-day operation of industry, vast quantities of fossil fuel are burned," explains Ian Fraser, MD of RTS Africa Engineering, distributors of Norwegian based Neo Monitors. "If the combustion process is inefficient, the result is wastage and pollution," he explains, adding that the answer lies in finding a really effective method of monitoring certain gases in combustion emission streams.

A key feature of Neo Monitors' offering is its reliable and robust method of measuring the concentration of a single gas present in a mix of a number of other gases and dust. This capability is almost impossible with conventional gas-measuring technologies, which use probes inserted into the gas stream, Fraser explains.

Instead of a probe, Neo Monitors LaserGas analysers use a laser beam which is transmitted through the gas in the flue or duct. The wave-



length of the analyser is tuned to recognise a specific gas and to ignore all others. This cuts out cross-interference from other gases, dust or water vapour. The advantage of this instrument is that the electronics are mounted on the outside of the flue or duct and thus are not affected by the heat or corrosive qualities of the gas stream. LaserGas analysers can operate successfully in temperatures as high as 1500°C and will deliver accurate readings even with 90% signal attenuation.

Highly reliable LaserGas analysers have application in a diverse range of in-

dustries including petrochemicals, steel production, power generation and cement manufacture among many others. Most conventional industrial gases as well as dust and water vapour can be monitored with one of Neo Monitors' analyser models.

In 2016 however, NEO Monitors research division developed the LaserGas iQ2, which allows for the measurement of four gases (O<sub>2</sub>, CO, CH<sub>4</sub>, H<sub>2</sub>O) and temperature with just one device. This cutting-edge instrument delivers vast benefits and reduced cost for industries requiring

the most accurate analysis of processes. Previous analysers have at the most been able to measure two components in a given process.

This capability will be of particular application in combustion control where the simultaneous monitoring of oxygen and carbon monoxide concentrations is essential to optimise combustion efficiencies. A further application could for example be in a sulphur recovery process: the simultaneous monitoring of hydrogen sulphide and sulphur dioxide in flue gases would allow for the optimised recovery efficiency and the limitation of sulphur dioxide emissions.

"One of the most significant new developments is that we can now measure some of the most problematic gases in combustion such as SO<sub>2</sub> and NO and NO<sub>2</sub>; which we could not do before. From an environmental emissions control perspective, that is very important," says Fraser.

## Securing safety in the gas market

THE use of Natural Gas and Liquefied Petroleum Gas (LPG) as energy source in SA continues to increase and as gas consumption increases, the need for compliance further increases. The consequences of non-compliance are often overlooked as a relatively small amount of such incidents are reported by the media.

Natural Gas and LPG are predictable and safe to work with; often accidents relating to gas are a result of non-compliance by non-registered persons. End users are encouraged to ensure that their gas installations are undertaken by certified gas practitioners who are registered with the South African Qualifications and Certification Committee for Gas (SAQCC Gas). When contracting a practitioner, it is vital for the end-user to request certification and to ensure that the practitioner is registered for the specific gas installation required.

On a number of occasions, the Southern African Gas Association (SAGA) has been called to a scene where non-compliance had resulted in serious health hazards. An increasing number of cases have come to light where registered gas practitioners were found working outside of their registered licence; this could result in grievous body harm, or even

death. Also gas practitioners are installing non verified industrial gas equipment, which makes the installation non-compliant and illegal as per the Pressure Equipment Regulations (PER). According to the PER, all pressure equipment must meet the specified safety and health standards to ensure compliance. In an effort to curb unlawful gas installations, SAGA established the Safe Gas Equipment Scheme (SGES) that is set to ensure that all Industrial Natural Gas and Liquefied Petroleum

Gas equipment installed in South Africa has been tested, verified and in compliance with an international or nationally acceptable safety standard. Equipment that has been verified for installation are rewarded a SAGA Equipment Permit which end-users need to ensure they acquire on purchasing the equipment or receiving the same from the gas practitioner.

For a list of registered practitioners, visit [www.saqccgas.co.za](http://www.saqccgas.co.za) and to view the SGES visit [www.sagas.co.za](http://www.sagas.co.za)



## SA & MOZ - next oil and gas hub?

IF South Africa and Mozambique partnered to become one of the world's biggest players in the oil and gas sector, this could create millions of direct and indirect jobs for both countries. Cross-border collaboration is one of the best means of invigorating industrialisation in order to fuel job creation and thereby drive economic growth – so said Niall Kramer, CEO of the South African Oil and Gas Alliance (SAOGA), at the inaugural Mozvest conference, which brought together some of Africa's brightest business minds to strengthen relationships between SA and Mozambique.

In his Mozvest address, Kramer calls oil and gas "South Africa's silver bullet for economic growth, jobs, and inequality and poverty reduction." He believes that SA should transform into a gas-driven economy, with the potential for Mozambique and SA to collaborate and evolve into a vital global gas and services hub. "South Africa first needs to focus on LNG imports, whilst exploring its drilling possibilities in parallel. In not doing so, we're missing out on catalytic economic and job growth opportunities which will be mainly felt in the downstream economy. ENI in Mozambique has reached FDI for USD\$7-8 million on

Coral FLNG. That's the kind of scale we want. It's happy hour for gas globally – maybe until 2023. Let's use that gap to begin imports." One of the biggest ben-

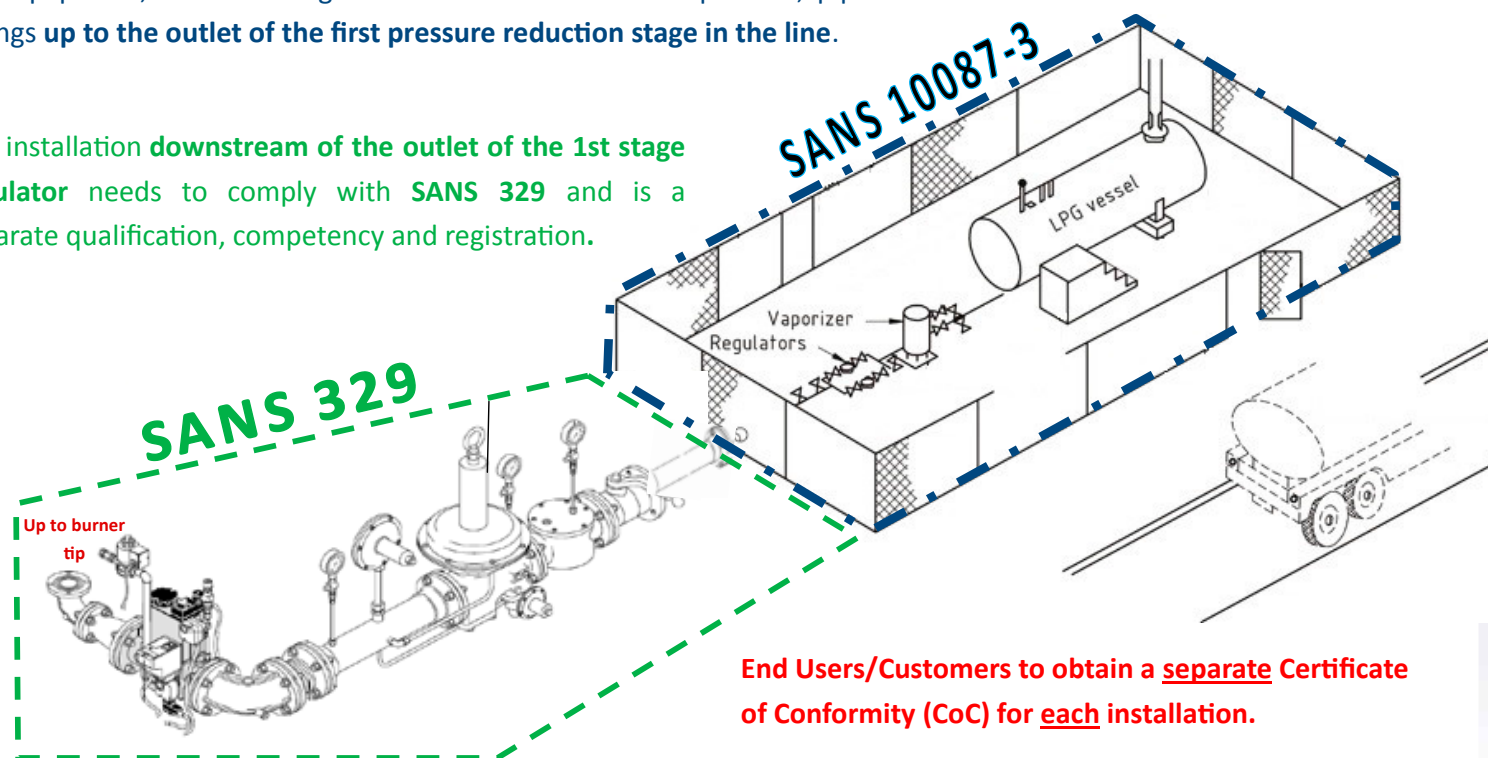
efits to making the move to gas is the potential for job creation. According to the SA Oil and Gas Alliance (SAOGA), gas creates 622,000 direct jobs compared to

coal's 154,000, and 2.2m indirect jobs versus coal's 400,000. SA's unemployment rate currently sits at 26.6%, making job growth pivotal to economic progression.

## DID YOU KNOW ...?

**SANS10087-3** specifies the requirements for the installation of liquefied petroleum gas equipment, and of storage vessels and associated vaporizers, pipework and fittings up to the outlet of the first pressure reduction stage in the line.

Any installation downstream of the outlet of the 1st stage regulator needs to comply with **SANS 329** and is a separate qualification, competency and registration.



For more information on this installation requirements, please contact The Southern African Gas Association

Phone: +27 11 431 2016

Email: [info@sagas.co.za](mailto:info@sagas.co.za)

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



## Gas – Installers vs. Practitioners

THE increasing availability of fuel gas in South Africa has impacted many households and commercial spaces as homeowners and business owners migrate to gas as an energy alternative. The increase in availability has impacted the increase in demand, however, this could have also initiated an increase in “chancers”. Installers seem to outnumber Practitioners.

rant them to operate on a gas system. Fuel Gas is a safe and predictable energy source to work with, however, if the Pressure Equipment Regulations (PER) are not closely followed, gas can be hazardous.

### The Pressure Equipment Regulations

The PER outlines the duties of the different role-players, from manufacturers through to Users. These regulations set out the requirements regarding the design, manufacture, operation, repair, modification, maintenance, inspection and testing of pressure equipment. In terms of the Occupational Health and Safety Act, 1993, the PER also requires persons handling the installation of any gas systems to undergo specific training and to be registered with the South African Qualification Committee for Gas (SAQCC Gas) as mandated by the Department of Labour.

A Practitioner is an individual who adheres to the PER, who is; trained, holds competency certification, and is registered with SAQCC Gas. This is a competently trained, experienced

and legally registered individual who can be entrusted with a specific gas system. Due to the variety of gas systems, Practitioners hold different certifications, therefore when requesting a Practitioner, the end user needs to make sure that the individual's certifications are aligned with the required work. Dissimilar to an Installer, a Practitioner can issue a Certificate of Conformity (COC).

### Certificate of Conformity

A Certificate of Conformity (COC) for Gas installations is a legal document which must be obtained whenever a gas system or appliance is installed, modified or repaired and should be retained for probable future requirement. This document can only be issued by a Registered Practitioner. It should be noted that, should there be no valid COC, many insurance companies will not accept liability for costs of damage caused to property or assets.

When an end-user chooses to use an uncertified Installer instead of a Registered Practitioner, they place themselves in an alarmingly dangerous situation, where their safety and assets lie jeopardised.

**A COC ... must be obtained whenever a gas system or appliance is installed...**

### What is the difference between Installer and Practitioner?

The word “Installer” in its own right means anyone who positions or connects a component or equipment for service, in a gas context this would mean anyone who walks into a premise to install gas equipment or a gas system. This Installer is the “guy on the street” who is most likely self-taught and experimental. Such installers hold no certification or qualification that war-

## Green’ refrigerants future-proof air-con systems

THE trend to use R32 refrigerant in air-conditioning systems as a ‘green’ alternative to R410A is a good example of the global impact of the phasedown programme initiated by the Montreal Protocol and Kigali Agreement.

The Kigali Amendment, signed on 15 October 2016, includes specific targets and timetables to replace HFCs with more environment-friendly alternatives; provisions to prohibit or restrict countries that have ratified the protocol or its amendments from trading in controlled substances with states that are yet to ratify it; and an agreement by developed countries to help finance the transition of poor countries to alternative safer products.

In all regions in which A-Gas operates, Ozone Depleting Substances (ODS) are regulated under the Montreal Protocol. The Kigali Amendment encompasses an orderly and gradual phase-

down of high-GWP virgin HFC products, which is an important expansion of the Montreal Protocol's framework.

In particular, African countries opted to phase down the chemicals faster than required, citing the grave threats the region faces due to climate change. The final agreement split the world's major economies into three groups, each with a target phase-down date. The most developed countries, including the US and the European Union, will reduce the production and consumption of HFCs from 2019.

R32 has a Global Warming Potential (GWP) of 675, as opposed to a GWP of 2088 for R410A. In terms of new equipment, A-Gas South Africa suggests that R407F (GWP = 1824) instead of R404A (GWP = 3922) or R507 (GWP = 3985) for new equipment is a good option to prevent future liability.

R32 has higher pressures than many mainstream refrigerants, in addition to mild flammability. “This is an excellent example of the industry overcoming its current environmental and regulatory challenges, and keeping up to date with the latest innovations and technological developments,” A-Gas South Africa National Sales Manager Michael Labacher comments.

HFO refrigerants such as R1234yf, R1233zd and R1234ze (GWP = <6) are now also available. In addition, global refrigerant manufacturers are blending HFO and HFC components to create low-GWP blends like R448A and R449A designed to match the characteristics and performance of mainstream HFCs. These new blends are ideal for both new equipment and retrofit replacements.

Natural refrigerants are becoming more established, with the technology around



their safe use becoming more mature globally. In this regard, R717 (Ammonia) (GWP = 0) dominates the industrial and process cooling sector due to its superior energy efficiency and low fluid price.

Sub-critical cascade systems with a R134a (GWP = 1430) primary refrigerant and a R744 secondary refrigerant can be upgraded easily to a non-flammable HFO blend such as R513A (GWP = 631) in order to reduce the carbon footprint even further.

## Gas-detection extended

MSA Africa has extended its gas-detection capabilities significantly with the acquisition of Senscient of the UK, and the launch of its new Ul-

tima® X5000 with Bluetooth communication.

High false-alarm rates, slow detection and poor reliability are frequent bugbears for on-site operations in terms of gas-leak detection, MSA FGFD Country Manager (Africa) Etienne Jacobsz points out. However, these problems are now a thing of the past thanks to the introduction of the latest Enhanced Laser Diode Spectroscopy (ELDS™) technology from Senscient by MSA Africa.

This follows the acquisition of Senscient of the UK by MSA Safety, the holding company of MSA Africa. Senscient patented its ELDS™ technology in 2009 for the detection of a range

of toxic and flammable gases. The main benefit of this technology is that it eliminates false alarms faster. It means increased reliability in terms of detecting hazardous gases, thereby boosting safety on-site and reducing operational costs.

The latest gas technology innovations from MSA Africa include the launch of the new Ultima® X5000, which uses Bluetooth communication for calibration, reporting, sensor status, event logging and set-up, including span value and alarm threshold. The instrument has a multiple sensor capability, which means that catalytic and electrochemical sensors can be interchanged.

Differentiating features are no-tool operation, multiple sensor capability, longer-lasting and better-performing sensors, and organic LED (OLED) display, in addition to Pulse Check and AEC (Adaptive Environmental Compensation) features. The latter correctly guarantees that the XCell sensor is functioning. It even corrects the reading automatically if the sensor has drifted due to environmental effects.

It is also capable of identifying if the XCell sensor has had a catastrophic failure, and is no longer capable of monitoring the area safely. The user is also alerted if the sensor needs to be replaced in the near future.

## Are you using a registered Gas Practitioner?



Industrial Installations



Commercial Installations



Residential Installations

**Did you know?** Any person installing Natural Gas, Liquefied Petroleum Gas, Air Conditioning and Refrigeration Gas, Compressed Industrial and Medical Gases on domestic, commercial and or industrial premises, requires to be a **registered Gas Practitioner**.

Visit [www.saqccgas.co.za](http://www.saqccgas.co.za) or dial \*120\*926# to confirm validity of licence and skills.



The new Ultima X5000 is the latest gas-detection technology.





YOUR SYMBOL OF CONFIDENCE

# FISHING FOR SAFETY WEAR?

As the largest manufacturer of PU and PVC gumboots in Africa, Wayne has a deep understanding of the safety risks associated with working in wet conditions.

Our superior quality waders and wide range of gumboots have been engineered to offer protection against the hazards associated with the aquaculture and fishing industries.

While our gumboots offer a variety of colours, cuts, lengths and safety features, our waders offer superior strength, light weight and competitive pricing. This, paired with our strong focus on quality, comfort, protection and world-class service make Wayne the perfect safety wear catch.

To view our comprehensive range, please visit [www.wayne-safety.com](http://www.wayne-safety.com)



## DURALIGHT MEN'S 1 & LADIES 1 (WITHOUT STC)

- Size range: 5 - 12
- Sole & upper: Recycled PVC with a content of virgin PVC to ensure top-quality comfort and fit
- Lightweight



## DURALIGHT MEN'S 2 & LADIES 2 (WITHOUT STC)

- Size range: 5 - 12
- Sole & upper: Nitrile PVC
- Lightweight

Gumboot accreditation differs based on SKU. Consult the Wayne website for a full overview of products in the range and their respective certifications.



## WADER

- Material 90% PVC and 10% polyester blend
- PVC-injected seamless gumboot construction
- Adjustable suspenders with quick-release buckles
- Elasticised chest collar suited for S-XL
- 100% waterproof smooth PVC seam stitching





# Abagold looks to 2020

HERMANUS-based aquaculture venture Abagold has a long wait before the red tide turns.

As previously reported in CBN, Abagold's abalone farming operation was hard hit by a red tide occurrence in early 2017. The recovery process looks arduous.

Writing in the company's interim report to end December 2017, MD Tim Hedges said the focus of the business was to deliver a full farm with a well-distributed pipeline by June 2020.

"This commitment includes more efficient and cost-effective production, while maintaining our healthy customer base."

Hedges indicated that the second half of the fiscal year (to end June) would continue to see progress in the recovery of the abalone farm. "Although we expect slower sales than in the first half, due to the earlier supply for Chinese New Year, the full recovery will remain on track for 2020."

He stressed that even while the focus was on restoring operations after the red tide damage, Abagold continued to evaluate existing



and new opportunities. In this regard, the company recently started construction on a abalone farm in Oman, and an expansion proposal for Mauritius has also been tabled.

What's more, Abagold's Port Nolloth Sea Farm Ranching received the planned spat supply and Hedges reported the project was getting closer to the first full year of harvest in 2019.

In the interim period Abagold managed turnover of R81 million - a decrease of 46% over the comparative six months in 2016.

Hedges said the

decrease was caused by the impact of the February 2017 red tide event, which restricted the volume of abalone that could be harvested during the interim period.

He stressed that the board and management decided on a strategy of retaining 25% of all growth to repopulate the farm. This would help recover and protect the production pipeline, while sustaining the business and selling only 75% of growth achieved.

"Whilst this strategic approach led to the significant 58% sales volume decrease in tons

sold, it enabled Abagold to maintain sales to all our customers at minimum levels where customer retention and long-term future sales are the primary objectives."

The net result for Abagold was a 122% decrease in net profit before unrealised foreign exchange gains and losses and tax to a loss of R4,8 million.

One encouraging development in the interim period was that Hedges said Abagold's abalone farming operation was able to leverage some of the free space on the farm to "buy-in" a significant

volume of live abalone from the West Coast.

"These animals were managed in a feed lot format to allow growth and improvement in yield to Abagold."

He indicated, though, that the full results of this initiative would only be realised in the second half of the year as the company converted this growth to sales and profit.

Hedges said the second half of the year would be characterised by continued recovery from the red tide with a renewed focus on working capital management.

He said the R16,6

million spent on capital items was significantly higher than the prior year due to deliberate capital expenditure investment in the red tide defence mechanism.

Hedges pointed out that planned capital expenditure in the second half of the year would be materially lower than in the prior year.

On the operational side the red tide's destructive course was plain to see with Abagold's hatchery and grow-out farms reporting growth decreasing 32,2% from 212 tonnes in the half year to end December 2016 to 144 tonnes in the six months to end December 2017.

But Hedges reported that growth per basket per month was back up to long-term levels. "This will facilitate the recovery programme and help the business to restore the farms by mid-2020."

He added that the hatchery converted the available space on the Amaza and Seaview farms to additional settling and nursery areas, and was well on track to produce over 2 million spat per month to refill the farm (while also having spat available for Port Nolloth Sea

Farm Ranching and for resale to the industry).

There was encouraging news at Abagold's Specialised Aquatic Feeds (SAF) unit. In July SAF issued a private placement of shares to Viking Aquaculture, which consequently snagged a 30% shareholding.

Hedges said this partnership would have mutual benefits - especially since Viking is a significant customer

of Abagold. Viking is in the throes of being taken over by Sea Harvest, which is also acquiring a 50% shareholding in Viking's sprawling aquaculture interests.

Hedges said the interim performance of SAF had been impressive with volumes increasing 40% and revenue 44%. He said net profit before interest and tax was R2,4 million - representing a strong turnaround from a loss of R2,4 million in the first half of the previous year.

Hedges revealed that much of SAF's volume growth had come from servicing the trout industry in South Africa and Lesotho. He said progress in selling abalone feed to the broader industry was also gathering momentum.

## Aquaculture skills in the spotlight

A skills inventory and needs analysis for the aquaculture sector has revealed an urgent need for both generic skills - from functional literacy to business management - and aquaculture-specific technical skills to better equip workers and farmers in taking the industry forward.

The study, which was commissioned through SAIMI's Op-

eration Phakisa skills working group for aquaculture, is part of a strategy to develop a workable skills framework for the sector.

The study aimed to set a baseline of current skills levels in order to measure the impact of training interventions, to identify the scarce and critical skills needed in the sector, and to guide planning for

skills development to support current and future demand, including development of new qualifications.

The next step is for the aquaculture skills working group to prioritise and develop an implementation plan which will be driven by SAIMI and the Department of Agriculture, Forestry and Fisheries (DAFF). This work is currently underway.

### Survey respondents

Over a hundred potential organisational survey respondents were approached, representing a spread of aquaculture farms, industry specialists, government departments, training providers and aquaculture member associations. A total of 171 interviews were conducted across 16 farms

visited, with marine aquaculture making up 58% of respondents and freshwater contributing 42%. As the biggest mariculture producer, the abalone industry was most represented, followed by oysters and mussels, and salmon and cob. In the freshwater sector, koi, tilapia, trout and catfish were equally represented, with additional contributions from freshwater industry experts. Priority interventions The study concluded that a number of high priority interventions should be implemented with immediate effect to address skills shortages and deficits. These recommendations will form the basis of a skills plan, which will guide the development of relevant courses and link education and training providers with aquaculture organisations to help them access the skills they need to succeed. Most farm workers indicated a desire to understand the business as a whole in order to understand how their role fits into the big-

ger picture and to discover opportunities to grow into other roles. Farmers and managers across the sector also identified supervisory and management skills - including people and business management - as areas of weakness, which could be addressed through relevant training programmes adapted for the sector. Further up the educational chain, veterinary practitioners who specialise in aquaculture are incredibly scarce, as there is currently no channel for specialising in this field. Investigating the addition of aquaculture-specific coursework to the veterinary science degree would help to fix this shortage.

### Barriers to learning

For many, however, skills development is hampered by a lack of finances and study time as well as access to information about the funding and learnership opportunities available in the sector. Building positive relationships with aquaculture organisations

will include sharing information about opportunities available through their relevant SETAs and the benefits that can be unlocked by paying their skills development levies.

### Scarce skills

In the medium term, the development of scarce skills will fall under the spotlight. Reported areas of scarcity include technical skills, research funding for areas such as feed manufacturing, aquatic animal knowledge and HACCP compliance among others.

### Towards economic growth

The Western Cape has the largest aquaculture industry in terms of full-time employment in South Africa, followed by the Eastern Cape, Limpopo and Mpumalanga. Training interventions will be conducted as priority in these provinces in order to have maximum benefit for the sector and the greater South African economy as a whole.





# More strategic investment in Africa's ports can accelerate growth and development

DESPITE the high volumes of goods that require transport, the development and integration of ports in Africa's wider logistic chains remains uneven.

AFRICA needs to take advantage of the economic potential of its ports and shipping sector if it is to realise its growth ambitions. Globally, ports are gateways for 80% of merchandise trade by volume and 70% by value.

Investment in ports and their related transport infrastructure to advance trade and promote overall economic development and growth is therefore vital – particularly in emerging economies that are currently under-served by modern transportation facilities.

However, port investment must be channelled appropriately to ensure financial sustainability and economic growth. Investment is not always about building new ports or terminals – investment spent on infrastructure without cognisance of the efficiency and effectiveness of the performance of the port may not produce the desired results. Port performance must be seen in the context of not only port infra-



structure shortfalls, but also the fact that port performance has a direct impact on the efficiency and reliability of the entire transport network in which the port is just a node for the transfer of goods.

These are among the key findings of an analysis of port development in sub-Saharan Africa (SSA) issued by PwC ([www.PwC.com](http://www.PwC.com)). The report, 'Strengthening Africa's gateways to trade', was developed in response to the challenges facing SAA's ports in attracting external investment and highlighting the regional economic and growth benefits thereof.

## Why ports matter

As an emerging market region endowed with vast resources and a growing population, SSA must accelerate its market access and trade across the region and with the rest of the world. PwC analysis shows that a 25% improvement in port performance could increase GDP by 2%, demonstrating the close relationship between port effectiveness and trade competitiveness. With growing congestion in many African ports, Africa runs the risk of sacrificing further growth through lack of investment in

port terminal infrastructure. Access to effective ports, interconnecting infrastructure and efficient operations to cope with current demand and future growth, will lead to reduced costs and improved overall freight logistics efficiency and reliability – all of which are fundamental to the region's future success.

It is notable that SSA merchandise trade has increased by about 300% over the past 30 years, yet the region contributed less than 1% to the value of world trade growth during this period. The value of SSA exports has declined since the end

of the resources boom, while imports have continued to grow. As demand for commodities begins to increase once more, we expect to see prices and volumes will rise again.

The fact that most African countries have an imbalance in trade focused on commodity exports and manufactured imports poses major cost challenges. SSA imports are predominated by containerised cargo, while exports are mostly handled as bulk freight. This trade imbalance between imports and exports means that many containers return empty, thereby absorbing valuable port capacity and resulting in higher logistics costs for inbound traffic to offset the cost of an empty return leg. Improving Africa's trade potential to export manufactured, semi-processed or agricultural goods would significantly improve the imbalance in containerised trade. This rebalancing of containerised trade offers a unique opportunity for African countries to benefit and expand trade in higher-value exports.

## Fast ferry for Angola launched



IN a ceremony held at Damen Shipyards Singapore on 19 April, His

Excellency, Dr. Augusto da Silva Tomás, Minister of Transport for the

Republic of Angola officially launched the new Damen Fast RoPax Fer-

ry 4812 ordered by the Ministerio dos Transportes through IMPA (Instituto Marítimo e Portuário de Angola). The vessel will be operated by TMA Express (Transporte Marítimo de Angola) and operate on Angola's Atlantic coastline between the capital Luanda and Cabinda, around 400km to the north, via Soyo.

The Fast RoPax Ferry 4812 is the latest addition to Damen's state-of-the-art Fast RoPax Ferry range. Built in aluminium, these modern vessels are fast, comfortable

and fuel efficient, with a top speed of 20,5 knots and a range of 815 nm. 60 passengers can be carried on the upper deck while the lower deck can carry up to 10 cars or the equivalent and nine containers. Total cargo capacity is 123 tons. Two of the similar but slightly smaller 4512 series are currently operating in the Cape Verde islands.

Following her launch, the 4812 for IMPA is now completing her fitting out and finishing, and is scheduled for delivery towards the end of June 2018.

## Sea the Future

*Despite the large superstructure, the center mass of modern cruise ships is relatively low. This is due to large open spaces and the extensive use of aluminium, high-strength steel and other lightweight materials in the upper parts.*

Suitable to the harsh marine environment, aluminium alloys provide the ideal strength, corrosion resistance and light weight required for modern vessels.

From luxury yachts to industrial ships, aluminium is the material of choice.

Think HULAMIN for your next project.

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



# HULAMIN

## HAVE A STORY TO SHARE?

Share your Cape Business News with our 40,000 readers.

- Substantial deals   - Product launches   - Expansions, etc.

[editor@cbn.co.za](mailto:editor@cbn.co.za)

Think **future**. Think aluminium.



## Lubrication – cheap but essential maintenance



BMG's extensive range of sealing products encompasses Spanjaard lubricants, oils and greases, which are suitable for industrial, automotive, marine, mining and consumer applications.

Says Marc Gravett, business unit manager, seals, BMG; "Not only do lubricants, oils and greases extend the service life of machinery and equipment, but they also play an important role in enhancing performance of components, like bearings and industrial chain.

"Lubrication-related failures in machinery are generally preventable and can be avoided with the application of the correct lubricant, at the right time.

"Although lubrication constitutes a small percentage of a company's maintenance budget, the correct use of appropriate lubricants, results in minimal downtime, extended service life of components and significant operational cost savings."

BMG's extensive portfolio of locally man-

ufactured Spanjaard lubricants and allied chemical products have been principally formulated to improve performance of equipment and machinery and to enhance maintenance in heavy-duty applications.

The range encompasses anti-seize compounds and penetrants, assembly and disassembly products, chain lubricants, transmission oils, cleaners and degreasers, electrical maintenance products, plastic moulding and cutting compounds, as well as engineering and fabrication materials.

Also available are a number of Spanjaard greasing solutions, including open gear lubricants and wire rope dressings; bearing and synthetic bearing greases, as well as other general grease products.

BMG's technical resources team offers an oil analysis service, which consists of laboratory based sampling and analysis, as well as on-site analysis and filtration and flushing.

Other services include technical applications

consulting, product and system design, product quality control and assurance, as well as condition monitoring services.

Specialist services include installation, adjustment, replacement and maintenance of components, shaft and pulley alignment, balancing, condition monitoring, oil sampling and analysis and critical equipment inspections and lubrication schedules. Maintenance training and fault diagnosis also form an important part of BMG's field services.

The company's recently upgraded distribution centre - BMG World - centralises functional and support operations onto one site. BMG's extensive product portfolio encompasses bearings, seals, power transmission components, drives, motors and materials handling components. Also in the range are hydraulics and pneumatics, fasteners and tools, as well as valves, gaskets, filtration and lubrication systems.

## Energas introduces new Mokveld Typhoon Valve System

AFTER more than a decade of development and testing in diverse applications, Mokveld's Typhoon Valve System is now ready for commercial use. The technology is also now available locally through Mokveld's distributor in South Africa, Energas Technologies, a leading supplier of high-end and specialised equipment to the oil and gas industries in Southern Africa.

In line with its objective to provide the gas and oil industry with expert knowledge and highly advanced engineered valve systems for critical control and safety applications, Netherlands-based Mokveld has designed and developed a low shear control valve technology that reduces shear forces significantly. Following a stringent development and testing phase in accordance to DNV RP A-203, the Typhoon Valve System is now ready for commercial application, and Energas Technologies has announced the availability of the innovative technology in the local market, effective October 2017.

Typical applications in oil production include level control, produced water and production choke valves. Laetitia Botha, Energas Technologies Product Engineer, says incorporation of the low shear Typhoon Valve System in the design of oil production systems provides opportunities to reduce capital expenditure on field developments or increase production rates and extend the production lifetime of a mature field.

### Understanding the tech

Crude oil is seldom produced alone; the hydrocarbons are generally mixed with formation water. Some of these hydrocarbons consist of light molecules, others are heav-

ier. The phases of the hydrocarbons depend on both pressure and temperature and may contain amounts of free hydrocarbon gas.

The formation water may be produced as free water, or as an emulsion. The emulsion is a dispersion of water droplets in the oil or oil droplets in water. Separation of free water from the oil can be relatively quick, while separation of water from the emulsion is harder to accomplish due to the higher viscosity of an emulsion.

Conventional valves and pumps introduce high shear forces on the liquid mixture, sometimes resulting in the formation of a more complex or tighter (smaller droplets) emulsion. The Typhoon Valve System is a low shear control technology developed to reduce the shear forces imposed on the mixture.

Emulsification and droplet breaking in petroleum phases are directly coupled to shear forces in throttling valves. The greater the shearing, the smaller the droplets and more difficult the subsequent process of separating the oil from water," explains Botha.

"Shear forces are a function of the volume involved in energy dissipation in the valve. The Typhoon Valve System significantly reduces shear forces by increasing the volume involved in energy dissipation by means of the axial cyclonic flow pattern through the system," she adds.

### Key benefits

The process and economic benefits of the Typhoon Valve System are multiple and proven. The key benefit is the improved separation efficiency due to the low shear force technology. The Typhoon Valve System deals with the cause of the separation issues by reducing emulsification and shear forces exert-



Mokveld's Angle Typhoon Valve System at Oseberg C.

ed on the fluids. Due to this permanent reduction in shear, the valve has a lasting positive effect on separation, regardless of changes to the composition of the well stream over the field's time.

Meanwhile, if used as a choke valve in petroleum process streams, the Typhoon Valve System will improve the efficiency of downstream separation without resorting to chemicals or additional treatment processes. Due to cleaner production capabilities, an oil water reduction of 30-80% is achievable.

Other design benefits of the Typhoon Valve System include:

- Availability – erosion resistant materials in the cyclonic flow area reduce erosion to improve operational lifetime
- Accurate control – linear inherent characteristics allow optimum control for liquid level systems and flow control processes
- Compact – as a result of the low actuation force requirement, small actuators can be used; combined with a compact body

design this minimises the installation's footprint


### Proven capabilities

The benefits of the Typhoon Valve System have been documented during different field trials at Statoil's Oseberg C and Troll C which resulted in full-scale technology approval qualified to TRL 6.

The system installed on the Statoil operated Troll C platform controlling well fluids from the Fram Vest field.

Operating at the most challenging conditions for which the unit is designed, the Typhoon Valve System showed an impressive 60% improvement in the produced water quality (OiW) in comparison to the conventional choke valve that is installed in parallel with the unit.


Combined with the previously obtained improvements of 60-90% water quality during the prototype test and the 45% improvement in water quality during the pilot test on Statoil's operated Oseberg C platform, the Typhoon Valve System's patented technology to reduce shear forces on dispersed liquids is unquestioned and unparalleled.



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

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

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



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

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

## 2018 Future Energy Africa Exhibition

FUTURE Energy Africa Exhibition & Conference, takes place 1 – 3 October 2018 at the Cape Town International Convention Centre (CTICC). The event presents a full-stream and integrated oil, gas & energy platform focused on the fast-changing oil, gas and energy transformation in Africa.

Future Energy Africa brings together integrated energy companies,

Gas-LNG players, Governments and state entities, NOCs, IOCs, service and supply chain, key independents, financiers and investors, legal firms, industry analysts and technology providers from across the globe and the African Continent.

Projected to attract more than 4,000 attendees from 50+ countries, including 250+ exhibiting

companies and 100+ industry expert speakers, the event offers high-level industry engagement with Ministers, CEOs, global oil and gas business leaders and technical experts that shape Africa's future energy landscape, whilst revealing new operating models and opportunities throughout Africa's oil, gas and

energy market.

An integral part of Future Energy Africa is the high level 3-day strategic conference that enables decision-makers to discuss and debate the future of Africa's oil and gas industry. This will be further supported by the on-floor and "free to attend" technical conference at the Centres of Technical Excellence (COTES).



# Return of wind farms rewards crane's fleet strategy

THE long-awaited sign-off of agreements with 27 renewable energy projects will hopefully revitalise South Africa's efforts to build the green energy sector and enhance power generation capacity, says Johnson Crane Hire sales executive Peter Yaman.

"The construction of wind farms around South Africa created some exciting new opportunities for the crane hire sector," says Yaman, "and Johnson Crane Hire took full advantage to participate in the major wind farm projects to date, both here and in Na-

mibia."

The recent move by new Energy Minister Jeff Radebe to put the department's Renewable Energy Independent Power Producer Projects (REIPPP) initiative back on track is intended to re-confirm government's commitment not only to renewable energy but also to its partnership with the private sector. The programme is expected to bring R56 billion in new investment into the economy over the next two to three years.

"This is good news for the economy, and for versatile and well-

equipped operators like us," says Yaman. "We have constantly upgraded our heavy lift capability, and this has served us well in conducting lifts for wind farms. In particular, we have used a state-of-the-art LTR 11200 hydraulic telescopic narrow-track crawler crane with 1,200 ton capacity – which is ideal for this application – as well as an LG 1750 lattice-boom truck-mounted crane with 750 ton capacity."

He highlights how larger cranes can speed up projects and improve safety on site, by lifting complete

equipment instead of smaller, individual parts which would still need to be assembled at height.

"The components that make up a wind turbine are mostly large and very heavy, and they need to be lifted to extreme heights," he says. He cautioned, however, that lifting on wind farms has a range of its own challenges, many emanating from the high wind factor that naturally characterises the areas where wind farms are established.

"Planning is vital in all lifting activities, but is especially important on wind farms," says Yaman. "For instance, it is often necessary to conduct lifts at night because this is when the strength of the wind has dropped to acceptable levels."

"Crane hire remains a highly specialised activity, with expensive capital equipment



LTR 11200 undertaking the main installation lifts at De Aar wind farm.

supported by specialist technicians and certified operators," he concludes. "With all these factors, com-

bined with the compliance requirements, it is not surprising that most construction and mining compa-

nies prefer to rely on crane rental specialists rather than own and operate this equipment themselves."

## More cranes for Grooteegeluk



Exxaro's 18,4m span 50/20t machine featuring variable frequency drives on the main lift, long travel and cross travel to facilitate precise positioning of very heavy loads, under test in Condra's Johannesburg factory.

EXXARO has again chosen Condra to manufacture high-lift overhead travelling cranes for vehicle workshops at its Grooteegeluk Coal Mine, near Lephalale in Limpopo Province. Orders for three cranes placed late last year bring to six the number of these machines supplied by Johannesburg-based Condra since mid-2016, with a total combined order value of some R10-million. The first of the new orders, for two cranes, was secured by authorised Condra distributor H&H Specialised Services in November of last year. A third crane was ordered in December and a further order for a fourth machine is expected soon.

H&H Specialised Services will supply staff and technical expertise to install and

commission all new cranes, the first two of which have already been delivered.

Both are 50-ton double-girder electric overhead travelling cranes with standard twospeed hoists, and both have spans of 18,4 metres.

The third crane is an 18,4-metre span 50/20-ton machine featuring variable frequency drives on the main lift, long travel and cross travel to facilitate precise positioning of very heavy loads.

The auxiliary hoist on this machine has a standard two-speed option, while lift heights of the main and auxiliary hoists are 16 metres and 17 metres respectively, similar to those of the first two cranes.

Design of all three machines was described by a Condra

spokesman as "standard", although they feature live-axle drives across their design in place of the more common ring-gear configuration, part of Condra's mandate to keep maintenance costs to a minimum.

Other non-standard elements of the Exxaro contract include special LED lighting, limit switches on the long-travels and cross-travels, and armoured cable on all wiring.

The Condra spokesman said that manufacture of all three machines had been straightforward except for painting, which took twice as long as the usual seven days because of heavy rains experienced during this final phase of manufacture.

All cranes were nevertheless delivered on schedule.

**LIFT TRUCK COMPANY**

## Beyond materials handling

A commitment to full spectrum service

**At Goscor Lift Truck Company, we believe in offering more than just materials handling and warehousing solutions. Together with delivering quality equipment and services for over three decades, we also pride ourselves on a truly client-centric approach, where each customer interaction is as important as the next.**

**WHAT WE OFFER**

**ISO 9001: 2015 - quality accreditation**  
To ensure customer satisfaction.

**OHSAS 18001 - Health and Safety compliance**  
To guarantee a safe and healthy workplace.

**Fully Equipped Service Vans**  
To effectively attend to each service call on time.

**Latest Technology**  
To allow for higher operational efficiency and ensure lowest total cost of ownership.

**Technical Training Centre**  
To provide skills development, refresher and upgrade training for world-class aftermarket support and service.

**Goscor Lift Truck Company - equipment and service you can trust.**

**JOHANNESBURG (HEAD OFFICE)**

Address:  
10 Neutron Road, Chloorkop,  
Johannesburg  
Tel: +27 11 230 2600  
Email: lifttrucks@goscor.co.za  
Service: glttservice@goscor.co.za

**CAPE TOWN**

Address:  
Brackenrite Avenue, Brackenfell,  
Cape Town  
Tel: +27 21 932 3052  
Email: cptsales@goscor.co.za

SALES   SERVICE   PARTS   USED EQUIPMENT   SHORT TERM RENTALS   FINANCE SOLUTIONS

An InService Group company. Built to Grow.

**0861 GOSCOR (467 267) | www.goscorlifttrucks.co.za**



# Bitter sweet for Crookes

KWAZULU-NATAL-based agribusiness Crookes Brothers does not appear to be fazed by prolonged drought conditions, reporting that its deciduous fruit operations in Elgin-Grabouw-Villiersdorp area were gaining momentum.

Gary Clark, the MD of Crookes, expected the deciduous fruit operations to make a meaningful contribution to the group in the next financial year.

In the interim period to end September 2017 the deciduous fruit operations reported slightly lower turnover of R92 million with operating losses narrowing to R18 million (last year: R25 million).

The deciduous divi-



sion consists of a handful of farms - Ouwerf, Vyeboom, Dennebos, High Noon and Bellevue (Bellcro Farming).

In total there are approximately 700 hectares of apple and pear orchards on these farms. Crookes also manages 43 hectare of deciduous orchards on the farm Bellevue, which is leased from the government with ex-em-

ployees in an empowerment partnership.

The deciduous production is marketed through the Two-A-Day group (TAD), which supplies fruit to more than 60 countries. Crookes holds a 19% shareholding in TAD and supplies roughly a quarter of TAD's throughput.

Although deciduous fruit prices were poor

in 2017, Clark said in a recent video message to shareholders that there had been a firming of hard currency prices. Unfortunately, this could be offset by the recent firming of the Rand against major currencies.

Clark contended it was not all gloom and doom for the deciduous industry. "We expect deciduous fruit prices to continue increasing under the influence of severe frost in Europe and also the (ongoing) drought in the Western Cape."

He stressed Crooke's deciduous farms in the Western Cape were all well supplied with water for the current season as well as the next season – provided there was reasonable winter rainfall.

Meanwhile, the deciduous fruit industry appears to have found a new niche in cherries.

According to the Western Cape government's Ministry of Economic Opportunities (MEO), cherries have more than quadrupled their export market share over the last four years and continue to show excellent potential as an alternative crop.

MEO said the Western Cape government had to date invested almost R7m in developing alternative crops such as berries, cherries, fynbos, pomegranates and honeybush.

MEO pointed out that cherries used about half of the water required per hectare to irrigate than apples.

The entity added that the export value of cherries from South Africa had increased exponentially over the past few years. Total exports of the fruit in 2012 were valued at only R2.6 million, but had topped R28 million in 2016. South Africa's export market share, albeit off a low base, had quadrupled from 0,019% in 2012 to 0,080% in 2016.

Alan Winde, the minister of Economic Opportunities, said it was important that the local agricultural industry adapted and diversified. "These kinds of alternative crops allow farmers to diversify their offerings, and present new and untapped export markets for the province."

# Quantum's egg-cellent year



A FEW years ago Quantum Foods – the Wellington-based agricultural commodities producer – looked very much a forlorn cast-off from consumer brands giant Pioneer Foods.

Pioneer Foods had decided to concentrate on its higher margin branded foods business, prompting an unbundling of Quantum with its interests in poultry breeding, egg production and animal feeds.

"Quantum has also recently moved into 'safe eggs'..."

But events have conspired rather nicely for Quantum in the last 18 months with markedly lower feeds costs coinciding with, ironically, the outbreak of Avian influenza. The ensuing culling of birds and staunching of egg production has proved a proverbial game changer for Quantum's unheralded egg business.

Quantum sells eggs under the Nulaid and Safe Eggs Quantum as well as providing retailers' own brands. The layer livestock (day-old chicks and point-of-lay hens of the Lohmann breed) are sold under the Bergvlei Chicks brand.

A little known fact is that Quantum Foods is the largest producer of eggs in South Africa.

This point has been overlooked, because eggs are notoriously difficult to differentiate by branding – something that observers might feel militates against building strong margins.

Nevertheless, Quantum's egg business has considerable scale – comprising seven regional regional grading and packing stations as well as owning 14 commercial layer farms (and renting another two).

Packing facilities located near Cape Town, Port Elizabeth, Bloemfontein and Johannesburg, as well as the recent additions near East London and Durban (which commenced operations in 2015).

Quantum has also recently moved into 'safe eggs', and plans to increase the footprint of pasteurised egg products in South Africa.

Last month Quantum confirmed that it was in line for bumper profits in the financial year to end September 2018. A trading statement covering the first six months of trading pencilled in a whopping 516% increase in headline earnings.

The earnings trend confirms earlier indications from Quantum that favourable feed raw material cost position of the second half of 2017 continued during the first four months of the 2018 financial year.

With less birds in cir-

culation due to the outbreak of Avian influenza on a layer rearing farm in the Western Cape, fewer eggs were produced.

This changed the supply/demand equation, giving the egg business considerable leverage in pricing power.

Quantum had earlier disclosed that compared to the first four months of 2017, average selling prices per dozen eggs increased by 32%.

Another boost for Quantum was that egg production costs were lower due to the decline in feed costs, and – fortunately – egg sales volumes declined by only 5.6% due to Avian Influenza production losses.

The company admitted the profit effect of the improved margins was expected to be substantial for the first half of the financial year.

The big question now for shareholders of Quantum – of which Stellenbosch-based agribusiness-investor Zeder is the biggest – is whether directors will decide to shell out a big dividend?

Of course, the agribusiness cycle can be vicious, and downswings can be notoriously damaging to prospects. Perhaps a chunk of the profits generated by the egg business will be used to share up the balance sheet for those (inevitable) lean years that lie ahead?

## Need a Storage Solution?

Dexion offers efficient, cost effective solutions of all your storage requirements. Dexion racking is designed and manufactured in compliance with the S.E.M.A code of practice, providing you with a quality, fully adjustable storage solution.

- Static Racking
- Shelving
- Mezzanine Floors
- Conveyors
- Mobile Racking
- Mobile Archive Shelving
- Small Parts Storage
- Lockers

**DEXION**  
Tried • Tested • Trusted



**Racking & Shelving**

**Tel: 021 552 0220**

**Fax: 086 517 2949**

**E-mail: ron@dexioncape.co.za**

## PASSIONATE ABOUT UV

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

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

**UV WATER  
SYSTEMS**

UV Water Systems (Pty) Ltd  
sales@uvwater.co.za  
+27 12 346 4269  
+27 21 421 9670





# OPINION

## Clearly, some US university campus professors have lost it

Continued from back page

But Professor (Ms) Riley has sympathizers. One of them is Professor Rochelle Gutierrez, a math education professor at the University of Illinois. She says that the ability to solve algebra and geometry problems perpetuates “unearned privilege” among whites. Educators must be aware of the “politics that mathematics brings” in (to) society.

She thinks that “on many levels, mathematics itself operates as Whiteness (sic).” After all, she adds, “who gets credit for doing (sic) and developing mathematics, who is capable in mathematics, and who is seen as part of the mathematical community is generally viewed as White.” (Her grammar cannot be fixed

so I will stop pointing it out).

More support for this craziness came from the university’s provost, (Note: a male this time) John Wilkin, who described Ms Gutierrez as an established and admired scholar who has been published in many peer-reviewed publications. (That makes one wonder about the rigour of peer reviews).

Professor Williams hopes that University of Illinois’ black students don’t have the same admiration and stay away from her classes.

It gets worse. Apparently in some academic circles in the US free speech is no longer free if you disagree with what is being said. No less than 13 universities/colleges and the

mayor and 12 elected councillors of the City of San Antonio signed an open letter declaring that “hate speech” and “inappropriate messages” should not be treated as free speech on college campuses. Apparently one has to guess which messages are inappropriate.

As Professor Williams noted, this way tyranny lies. The true test of a commitment to free speech is not allowing people to say things you do not find offensive, it is by allowing people to say things you do find offensive.

Then there is this magnificent example of cock-eyed thinking: a University of Georgia professor last year adopted a policy of allowing students to select their own grade (marks) if they “feel

unduly stressed” by their actual grade in the class.

The professor’s boss called this “inappropriate” which in this particular grove of academe apparently passes for a severe dressing-down.

But not all is doom and gloom. When another US university professor tweeted “All I Want for Christmas Is White Genocide,” he complained that he was forced to resign because of death threats.

The good news is that the professor is no longer polluting young minds. The bad news is the existence of right-wing students who also need lessons on the principles of free speech.

Just as bad is the mere tut-tutting over outrageous statements

made by professors, merely calling them “inappropriate” when in reality they are a serious attack on fundamental liberties that are the foundation of freedom in a democracy.

When universities are limp-wristed about such matters they imperil their status as the guardians of reason and of civilisation itself. Instead of hand-wringing when professors utter such nonsense, they should be compelled to take a course in 18th century European and North American history – and pass it.

Come to think of it, a study of the Salem Witchcraft trials in an earlier period when Puritanism ran wild in Massachusetts should also be made compulsory.

## There’s one thing machines can’t do better than us

By Matthew Kibby,  
Vice-President,  
Enterprise, Africa &  
Middle East at Sage

THE World Economic Forum predicts that five million jobs will be lost by 2020 as the Fourth Industrial Revolution continues to transform labour markets.

Most of the casualties will be repetitive manufacturing tasks and those considered dangerous for humans to perform. Robots can do these jobs faster and with greater precision than humans could ever hope to, leading to higher productivity and lower costs – the Holy Grail of manufacturing.

However, we’ll still need humans to operate these machines, to program them and tell them what to do.

We’ll need humans to create bigger, better robots and to make sense of the data the machines churn out. The factory of the future can’t operate without humans. Rather, it will be a safer, more efficient space where machines augment the abilities and skills of humans, to increase output and reduce human error and injury.

### Now what?

But where does that leave the rest of us who didn’t study robotics and don’t know how to code software?

Ironically, we’re being forced to be more human, to embrace the skills and attributes that robots can’t yet replicate or do better than us. As more robots enter the workplace,

we’ll crave face-to-face interaction, authenticity and human connection more than ever.

While we leave the repetitive, time-consuming back-office tasks to the machines, we’ll be gifted with more time to focus on what’s becoming key for every industry: the customer experience and human interaction.

Managers will have more time to interact with team members. Colleagues will have more time to speak to customers and really understand their needs. HR will have more time to focus on upskilling team members rather than spending hours on on-boarding and payroll. And when we understand and can relate to each other better, we come up with new solutions, new products and better ways of doing

things. We create and innovate.

This means that skills like communication, emotional intelligence, strategy, people management, stakeholder interactions, leadership, creativity, entrepreneurship, analysis and decision-making will become more in demand, across all industries.

### Growth mindset

We all have a role to play in making the future of work, well, work.

Organisations will need to adopt a culture of learning and upskilling. People in low-skilled or non-customer-facing positions will need to be taught how to be creative, innovative and entrepreneurial.

The onus will be on

organisations to share their knowledge. And the onus will be on us, as individuals, to grab every opportunity we can to learn and develop our skills. Freedom to choose is another trait the machines can’t take from us – and we all need to choose to be proactive, to seek out free online learning, to make ourselves indispensable.

The reality is that automation is going to impact every job in some way. Impact, not replace. That impact will be the ability to do our jobs better and faster, taking away the growing epidemic of ‘business’ and giving us more time to be more human. More time to grow and to find that elusive work-life balance.

And if that’s the trade-off, then I’m all for it.

## Overweight bureaucracy – a no brainer

By Janine Myburgh  
President of the Cape  
Chamber of Commerce and Industry

ESKOM is overstaffed by 66% and the average salary is more than R700 000 a year according to the World Bank. We know this because utility companies produce the same products and their costs and efficiencies can be compared. One can, for instance, work out how many units of electricity are produced and sold for every staff member. The World Bank had a go at this one too and found a similar utility in India which produces about

40 times as much electricity per employee as Eskom does.

Unfortunately, this kind of exercise cannot be done with most of the other SOE’s, Government Departments and municipalities because their products (if any) are all so different, but there is every reason to believe that they may be similarly over staffed, despite the use of computers to do the work formerly performed by an army of clerks.

The use of pre-payment electricity meters, for example, means that municipalities no longer need meter readers, electricity accounts and

don’t have to chase up bad debt, while the job of handling the cash has gone to the corner shop. The same thing will happen when we have a pre-payment system for water.

Many firms that do a lot of administrative work have shed up to 50% of their staff since computers appeared on desks. Typing pools have disappeared and so, for the most part, have secretaries. We don’t need messengers or filing clerks anymore because we use e-mail to move files around and when did you last post a letter? Financial transactions are easy and instant with EFT’s.

Despite all the outsourcing and technology to shrink the workload, the staff of the City keeps growing. In 2007 the City of Cape Town had 21 981 employees. Now it has 26 244 permanent staff, 1 005 temporary staff and 2 486 vacancies.

All this comes at a time when municipalities are under enormous financial pressure. Government grants have been reduced, electricity sales are in decline and water sales will go down too as rainwater tanks have been rediscovered, grey water systems have been installed along with substantial investments

in water saving equipment.

The trend will continue because solar panels can compete with the retail price of electricity and even private desalination plants can produce water from the sea at prices below the kind of tariffs we are seeing in Cape Town.

This leaves municipalities heavily dependent of property rates. In Cape Town we have seen a decade of rates and tariff increases above the inflation rate and projections for the next three years continue this trend. How much longer can this continue? People are angry.

### IN THE NEXT ISSUE:

- Agri-processing Industry and Supply Chain
- Building and Construction
- Civil Engineering and Infrastructure
- Food / Beverage / Wine
- HVAC - Heating/ Ventilation/ Air conditioning/ Refrigeration
- Hydraulics and Pneumatics
- Instrumentation Measuring / Process Control Monitoring / Automation Systems
- Logistics and Supply Chain Management
- Offshore Mining and Drilling
- Pipes / Tubes / Hoses & Fittings
- Power Transmission and Geared Drives
- Project Management & Engineering Services / Consultancy
- Technology in Business
- Waste Management / Recycling
- Wire Rope, Hoist, Sling, Chain and Rigging Operations and Management

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

### CAPE Business News

#### Chairman:

Rudi Leitner  
[rudi.leitner@hypenica.com](mailto:rudi.leitner@hypenica.com)

#### CEO:

Devi Paulsen-Abbott  
[devi.paulsen@hypenica.com](mailto:devi.paulsen@hypenica.com)

#### Publisher:

Pieter Meiring  
[pieter.meiring@cbn.co.za](mailto:pieter.meiring@cbn.co.za)

#### Editor:

Robin Hayes  
[editor@cbn.co.za](mailto:editor@cbn.co.za)

#### Production Manager:

Elise Jacobs  
[elise.jacobs@cbn.co.za](mailto:elise.jacobs@cbn.co.za)

#### Journalist:

Jadine Gracie  
[jadine.gracie@cbn.co.za](mailto:jadine.gracie@cbn.co.za)

#### Sales Team:

Heather Ferreira  
[heather.ferreira@cbn.co.za](mailto:heather.ferreira@cbn.co.za)  
Robin Dunbar  
[robin.dunbar@cbn.co.za](mailto:robin.dunbar@cbn.co.za)

#### Subscriptions:

[subscriptions@cbn.co.za](mailto:subscriptions@cbn.co.za)

#### Cape Business News

Tel: 021 2500400

#### Printed by:

RSA Litho

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



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

TECHNICAL EQUIPMENT SUPPLIERS & AGENTS

camatic ASCO numatics JOUCOMATIC piab Findera

DEWALT Wp ROTO+SURE Dwyer Vaculex

158 Lower Main Rd, Observatory, Cape Town  
Tel: 021 447 7203 • Fax 021 447 6981

www.gripper.co.za | www.phoenixcontact.com

## CAPE Business News

TO SUBSCRIBE TO CAPE BUSINESS NEWS  
SMS Subscribe to 31013

## TARGET RIGGING

All health and safety requirements adhered to.

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

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

# Look at us, we are royalty

It was an early autumn evening in the local Pub & Grill, where the contemplative conversationalists had gathered to consider the affairs of the day. Efforts at contemplation were, however, loudly disturbed by Luke the Dude, who announced that he had an announcement.

Then he paused for effect while watching Big Ben out of the corner of his eye. We would have been disappointed had he come straight to the point.

"Well get to the point then, boy," urged Colin the Golfer right on cue, "we haven't got all night, you know!"

"I agree," nodded Big Ben, who had not yet realised that he was the target of the exercise.

"It's the ANC," announced Luke the Dude, "or to be specific, its leadership cadres. They have more arrogance than brains. I am not maligning the masses who are their voting cadres, of course. These poor people simply have no clue, as we can all see in their habit of regular protests and riots against the very politicians they supported in the previous election..."

"I don't agree," interrupted Big Ben, not to Luke's surprise. "What are you talking about?"

"A ha!" expectorated Luke the Dude triumphantly.

"Disagreement without comprehension," mused The Prof.

"Now now," chuckled Bob the Book, "enough of the Ben baiting already."

"Hey," insisted Big Ben in comradely support of the clueless ANC masses, "this is a democratic country now, you know, people are free to vote for whatever party they like, even if they don't like those parties between elections. Voting is the voice of the people; it has nothing to do with arrogance!"

"Of course not, old buddy," agreed Luke the Dude hurriedly as Big Ben rose to disturb the overhead light with his shaven head. "And far be it from me to suggest such a ridiculous thing. I was in fact exonerating the voting masses from any undeserved charges of arrogance; it's their leaders who are arrogant. And clueless too, of course, so as to remain in touch with the masses."

"Hmmm," considered Big Ben in the spirit of live and let live, "as long as you are not getting racist here."

"What!" exclaimed Luke the Dude, "this has nothing to do with the race card. As everybody here knows, I rate Donald B.S. Trump of America as the worst leader of any country in the world. He is white, last time anybody looked, from German and Polish descent, and believe me, atrociously arrogant too. With a foul mouth. Calls regular dudes like you and me citizens of shithole countries. Yep, doesn't like us at all – his best buddy is even whiter, Vlad the Paler of Russia."

And what does all of that make the American voters who elected Don the Box into power, with, ahem wink wink, a little help from his friend Vlad? Pretty clueless, not so? You see, we agree!"

"Well..." considered Big Ben, "maybe."

"Pray tell, Lucas, what is that point you are attempting to make?" enquired The Prof.

"I consider that Monsieur Luc the Dud has used up his time," announced Jean Jay, "take your seat please, Honourable Mamba."

"That is Honourable Member," assisted Irene the Queen in her usual considerate way.

"Non, non, Madame," insisted Jean Jay, "not if you are a snake in the grass."

"Well in that case, we have hardly any honourable members in Parliament," retorted Luke the Dude in self-defence.

"Order, Gentlemen and Ladies! Order please," I dutifully intervened – with the usual

result. "Make mine a double," ordered Colin the Golfer, with The Governor simultaneously ordering Angie the Angel to fill all the other glasses.

Thus distracted and ready to accept that nobody had a point to make after all, Luke the Dude cleared his throat and made a speech.

"Allow me to remind you," he started off, trying to imitate The Prof, "of a prominent member of the ANC's royalty, Princess Lindiwe Sisulu."

"I beg your pardon," Stevie the Poet attempted to correct, no doubt driven by his background as a constitutional lawyer, "we are a republic here, with a republican constitution. Unlike Britain, we have no royalty."

"Well thank you very much, My Learned Friend," said Luke the Dude with the smile he exudes when mounting his monstrous German two-wheeler (Das Bike, with apologies to all my Bayerische readers). "I have never expected that I would know more than you about anything, but here it is. Not only do we have royalty, we have them on a scale that shames Europe."

"The Xhosas have so many kings, I doubt they have been counted. The Zulu king believes he owns, personally, most of Kwazulu. Then there are the lesser royals, like dukes and barons, just going by different titles. All live in various degrees of luxury paid for by the commoners, also known as the taxpayers. Even if you are a red-blooded republican, you are paying taxes transferred to someone else's king."

"On top of that, the ANC has created its own in-house 'royalty'. Like the Mandelas, the Mbekis and the Sisulus. Lindiwe is 'The Princess'. She could have done better, but there was Winnie, who remains the queen. So much has Lindiwe assimilated this status that when she was questioned about Ramaphosa selecting her as his deputy president, she responded that he would have to go down on one knee to convince her."

"Taking note of this display of diplomatic acumen – how's that, Prof? – Cyril decided on another deputy president. Only because Princess Lindiwe was evidently better suited for Minister of Foreign Affairs, South Africa's diplomat to the world."

"The position is actually 'Minister of International Relations and Co-operation,' My Learned Friend," corrected Advocate Stevie the Poet cruelly.

"Pffft," replied Luke the Dude. "You can ignore that; the ANC is just like the Nats, always using new words to look clever; trying to mislead good, simple people. Verwoerd tried 'good neighbourliness' for apartheid, and when that didn't fly, his apostles tried 'separate development', then 'co-operation and whatever', I lose track."

"Say what you like about Verwoerd," The Prof came to the defence of his fellow academic, "at the very, and I mean the very, least, he realised the K-word was not on, way longer than half a century ago. And here we still have an unholy mess about it."

"Another topic, another time, please Prof," I ruled (after all, I was conned into paying for the last round), "let's hear Lucas out."

And so Luke the Dude continued: "Our Minister of Foreign Affairs ... wait a minute, I think I realise why the ANC prefers 'Relations' to 'Affairs' – congratulations on your new bride and baby, Mr ex-President! – was soon faced with her first serious task in smoothing international relations. The Australian minister of home affairs suggested easier immigration to his country by South African farmers. As is witnessed with other SA immigrants, he noted, they are likely to contribute richly to the Australian economy and society."

"And as everybody knows and the ANC denies, SA farmers are murdered in shocking

numbers while new ANC policy will steal their land without compensation.

"Minister Sisulu mounts her high horse. She is displeased. She commands the Australian High Commissioner to report to her office at the Court of Ramaphosa without delay. She issues a diplomatic démarche. Withdraw or else!"

"In Australia the prime minister says, ho hum, he doesn't know why people insist on withdrawals, when is lunch? Someone else says Australia has a policy of non-discrimination. The minister who inflamed The Princess's ire, Peter Dutton, has better things to do."

"Now what? She had placed a deadline on the demanded withdrawal. It comes, goes and is thoroughly ignored. Oops. We have egg on our arrogant faces."

"Never mind. Princess Sisulu has a tried and trusted plan. Lie about it. She issues a statement hailing the Australians' withdrawal of Dutton's idea. 'We welcome the assurance by the Australian government as reported in the media that the comments made by their Home Affairs Minister are not in line with Australian immigration policy,' she Trumpifies. Journalists are unconvinced, but her department insists: Australia did withdraw, as we demanded..."

"Now comes the real embarrassment. 'What's this,' says Peter Dutton. 'I never withdrew anything.' He adds that Sisulu's statement is not a correct reflection of the facts. In straight English, she lied. Nobody in Australia contradicts him."

"She has made fools of herself, her department and her government. A few South African jokes were probably generated in Australia. Just in time after that cricket fiasco. But does she learn anything? Not a chance."

"Soon afterwards Australia issues a warning to its citizens travelling to SA to 'exercise a high degree of caution'."

## Clearly, some US university campus professors have lost it

Walter E. Williams is a professor of economics at George Mason University in the USA. He is known for pointing out the travesty of education that takes place on many university campuses these days in the United States. The disease, for that is what it appears to be, is catching. In South Africa we have our own versions summed up by the young UCT student who claimed that all science as taught was "White" and therefore should be ditched in favour of African science. Apparently this branch of science contains many mysteries yet to be revealed. This may or may not be true, although chucking the baby out with the bathwater seems an extreme reaction to the unforgivable ignorance on the part of the UCT science faculty contaminated as it is with reason and empiricism. Back to professor Williams who started the New Year with a brief survey of last year's campus antics in the US. Brace yourself. Here are prime examples. One Donna Riley, a professor at Purdue University's School of Engineering Edu-

## ON THE CONTRARY



.....  
Pieter Schoombie  
.....

" 'This level means that there are more or bigger risks in this location (SA) than what you would typically find in a large Australian city. The level may reflect a weak law and order system (where violent crime is prevalent) or deficiencies in public services (such as less responsive law enforcement agencies).'

"They could have been blunter. But again Sisulu decides to teach them that ANC fiction is the only truth and they had better listen. Her department orders them to change the travel warning ... but again they have better things to do."

"Sisulu decides to 'escalate'. Ho hum, nobody seems to notice. By now she has the entire omelette on her face. Watch this space."

Bob the Book was the first to respond. "Oh dear," said he. "It's such a shame when you are so superbly important – a legend in your own tea time. South Africa progresses from polecat of the world to nobody of the world."

"And while many of our best and brightest, who could have made us somebody in the world, are unemployable here because of the colour of their skin, they go forth and make other countries greater than us. We give them no choice, Mr Ramaphosa."

E-mail: noag@maxitec.co.za

## THE OTHER SIDE OF THE COIN



.....  
Keith Bryer  
.....

cation ( never heard of it either), published an article in the most recent issue of the peer-reviewed Journal of Engineering Education, suggesting that academic rigor is a "dirty deed" that upholds "white male heterosexual privilege."

Professor Riley went on to say that "scientific knowledge itself is gendered (sic), raced (sic), and colonizing," thus providing perfect evidence that applying rigor to English grammar is not one of her strong points.

Professor Williams comments thus: "Would you hire an engineering graduate who has little mastery of the rigor of engineering? What does Riley's vision, if actually practised by her colleagues, do to the worth of degrees in engineering education from Purdue (university) held by female and black students?"

Indeed, nothing good. Try getting a job once this sinks through to the market for engineers.

Continued on P31