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5 000 hours non-stop!

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Yes, if it's 6m long!

Will marine gems shine?



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New vessel for De Beers.

Fintech finds traction

CAPE TOWN-based contenders are fast making their mark on an increasingly vibrant fintech scene. Fintech essentially involves technology services used to support and enable banking and financial services. Cape Town has a long history of innovation in this regard – remembering that in 2011 a locally developed mobile payments company Fundamo was sold to financial services giant Visa for \$110 million. Some of Fundamo’s shareholders included Remgro, Sanlam and Mark Shuttleworth’s HBD Capital. Who can forget that PSG aligned Capitec Bank combined technology and banking services to offer a low cost banking model to the multitudes of ‘unbanked’ in South Africa. Indeed, even Naspers – originally a media company – is harnessing technology to drive its fast expanding e-commerce offering. Last month news broke of Prodigy Finance - an international fintech platform specialising in student funding loans – clinching a R3.19 billion fund raiser. This includes a R532 million equity round led by venture capital firm Index Ventures with participation from Balderton Capital and AlphaCode (part of Rand Merchant Investment Holdings) as well as a R2.66 billion debt facility led by a global investment bank. Since Prodigy – which has more than half of its staff headquartered in Cape Town - was established in 2007 it has provided more than 7 100 students over R4.32 billion in funding. The business expects to lend to 20 000 customers by the end of 2018. Prodigy Finance’s global credit model assesses applicants based on projected earnings rather than historical credit,

allowing the company to provide funding to students without collateral, a co-signer or guarantor. Cameron Stevens, the founder and CEO of Prodigy Finance, said Prodigy was excited about the investment. “It will help us double the size of our student portfolio. We saw a market failure in international lending and have spent the last decade rectifying this problem. Our business model and the schools we work with have also allowed us to build a talented team of experts, including our tech professionals and programmers in Cape Town.” Dominique Collett, the head of AlphaCode, reckoned Prodigy had a truly differentiated business model that solved a real customer need. “It is powered by a talented team, and is one of the leading lights of international fintech.” Another Cape Town company that is making waves in the fintech sector is mobile money transfer specialist IMB. Since 2009 it has processed transactions to the tune of R3bn and its customer base is growing at a rate of about 10% a month. CEO Glen Jordan said this showed there is a market for mobile money transfer services as long as the offering met the actual needs of South African customers. One of IMB’s key innovations is its hybrid model that links customers’ mobile wallets to an optional MasterCard debit card that unlocks access to the “real” world via ATMs or any shop or retailer with a card machine. Jordan said IMB had reasserted the value of a human interface by creating a network of service centres owned and operated by members of the community where they operate.



“This establishes a trusted point of contact for would-be customers in the form of someone who lives among them.” Of the about 31 million debit orders that are processed nationally each month, roughly 1.2 million go unpaid (according to the Payments Association of SA). Jordan said IMB gave consumers control over their repayments with a unique account protected from debit orders. “This gives customers back control of their finances, allowing them to manage their cash flow on their own terms.” The market potential for IMB is sprawling. Jordan pointed out that Although three quarters of adult South Africans have a bank account, the “unbanked” and “under-banked” still make up a large portion of rural and disadvantaged communities. “This is a large group who are trapped in poverty, without access to financial services, restricted to cash and unable to store money safely. Cost and physical location are both barriers to entry for this group, and mobile money and mobile phones offer a financially inclusive solution for them.” Another fintech firm to watch is Wonga, the short term lender of unsecured credit that is in the throes of re-investing itself in South Africa.

Continued on P4

Crazy Walk



How do you tackle a walk from Pretoria to Cape Town? The obvious answer is “One step at a time”, but you’re probably asking the question “Why walk from Pretoria to Cape Town when there are far easier options to cover the distance?” Crazy for Walking is an initiative which will see several walkers depart Pretoria on 1 September and arrive in Cape Town on 10 October which is World Mental Health Day. They’re walking to highlight and de-stigmatize Mental Illness. Taking “ownership” of the word “Crazy” is key to the campaign. “Our aim is to educate people about mental illness, particularly depression and anxiety,” says Francois Louw, CEO of Vista Clinic, one of 30 psychiatric hospitals in the National Health Network (NHN) group of hospitals and the principal sponsor of the initiative. “Walkers will walk from Monday to Friday every week, walking around 12 hours per day in relay shifts. This means that each walker will walk between 4 and 6 hours per day. The walkers are sponsored by their companies and come from all around the country with most walking in the regions near to their workplaces. And, if you notice that the walkers are all wearing very funky, colourful, crazy socks, this is a key element of the campaign. On 10 October, to highlight World Mental Health Day, Crazy for Walking is encouraging everyone to wear their “craziest” socks and to take photographs of this and share the pics on the social media feeds as part of “Crazy Socks Day.”

Dawn cuts knife

At the time of going to press, news had just broken that African Dawn Capital (Afdawn) had sold Cape Town-based venture capital backer Knife Capital to Evitavonni International SA for the princely sum of R3.6 million. Not much is known about the purchaser at this stage, or its intentions with Knife Capital. But Afdawn reiterated its strategy

to be an active investment holding company (and invest directly in operating businesses), pointing out that the key underlying strategy of Knife was to be a venture capital fund manager. Afdawn, though, would still have investment rights via a 50% shareholding in Knife’s venture capital accelerator Grindstone.



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Coega continues providing jobs in the NMB Metro

THE Coega Development Corporation (CDC), operator of the award winning Coega Special Economic Zone (SEZ) announced that over 450 much needed jobs have been created as a result of the booming construction in the SEZ.

The projects currently at various phases of construction include the (1) Customs Control Area (CCA), (2) BAIC Ring Road Project, (3) BAIC construction site (Automotive sector) all of which are in Zone 1, (4) MM Engineering (Energy Sector) in Zone 3, (5) Kenako Construction and (6) Osho Cement (Metals sector) both of which are in Zone 5.

The announcement by the CDC follows the recently released Poverty Trends in South Africa report by Statistics South Africa this week, which raised alarming stats on the poverty levels of the country with a staggering 55% (30,4 million South Africans) of the population living in poverty.

"We are certainly alive to and mindful of our

role in society and the mandate in terms of socio economic development, given the environment under which we operate. Therefore, every job created is critical in putting food on the table of many of our citizens who rely on the opportunities provided by the Coega SEZ through these projects," says Dr Ayanda Vilakazi, CDC unit head marketing & communications.

"Emerging contractors play an integral part to sustainable development and this is achieved through the CDC's SMME capacitation programme. Our dedicated SMME Unit was specifically established to develop and support SMMEs, in line with our vision as a catalyst for championing of the socio-economic development" he added.

Vilakazi notes that in the last financial year 2016/17, the CDC's SMME procurement spend was around 38% of the value of contracts managed by the company. This amounted to R884 million.

Preparing the water industry for the future

By Rowena Kemp of Adroit Technologies

IN order to remain fit for the future, water supply and distribution facilities need to set themselves special challenges and take future trends seriously. Topics such as system migration and modernisation, data capture and analysis or preventive maintenance are becoming increasingly important when it comes to ensuring a high level of plant availability and efficient operation.

"The primary goal of every company is to guarantee long-term business continuity while maintaining a high level of plant availability. It is important to implement notable trends effectively – with the help of modern automation technologies, for example. These can help to minimise life-cycle costs significantly and ensure that a plant is operated effectively", explains Detlef Koffke, Manager Industry Sector Water, Factory Automation – European Business Group, Mitsubishi Electric Europe B.V.

Avoiding machine shutdowns

Shutdown periods increase total operating costs and affect qual-

ity and efficiency. For that reason, downtimes should be kept to a minimum during the migration or modernisation of existing plants. Shutdowns can be reduced by carrying out the integration of the new system in parallel, without disrupting normal operation. Modern automation technologies, standardised software and flexible solutions – such as adapter solutions for example – can provide support in the run-up, enabling procurement costs and cabling work to be reduced.

Tested and proven function blocks, standardised hardware and software solutions as well as specific libraries can also help to reduce the costs associated with project planning, engineering and commissioning.

Advanced condition monitoring

Ideally, a condition monitoring solution would be integrated in the complete system in conjunction with a form of energy monitoring. It could then help to ensure reliable system optimisation as well as minimise costs, downtimes and risks such as unscheduled shutdowns. Preventive maintenance enables the life-cycle of components to be maximised



The municipal water treatment plant in Germany where a condition monitoring solution is successfully used and minimises downtimes and repair costs.

while maintaining the same level of performance and repairs to be scheduled. A modern condition monitoring system can be integrated quite easily and flexibly adjusted in line with plant requirements. In addition, it has an intuitive operating concept and offers the option of long-term data storage.

Improving plant transparency

Transparency is playing an increasingly important role in guaranteeing system availability and efficiency. Besides the central visualisation of the whole plant, it is all about the integration of decentralised

plant components in real time. Intelligent remote terminal units (RTUs for short) can be used to connect external stations to a central process control or SCADA system.

The smartRTUs from Mitsubishi Electric feed data from branched plant systems such as pipelines, pumping stations or water treatment plants into the central SCADA system in real time. In the event of communication failure, they will temporarily store all the relevant data. The comprehensive overview of the current plant status will also include acute maintenance requirements and fault or alarm messages.

Monitoring energy consumption and water pressure

Rising energy prices and the huge costs that can be incurred as a result of water losses in pipe systems are two further reasons for plant operators to decide to go digital. Tried and tested solutions can be used to optimise pumping station pressure, for example, enabling the load on the pipe network as well as water losses to be reduced.

Modern energy management systems allow energy consumption to be determined, evaluated, optimised and ultimately planned in detail.

Caring for and compensating injured workers since 1936

Through persistent efforts... it has managed to bring down accident statistics... from 8/100 to 2.5/100.

THE Federated Employer's Mutual Assurance Company (Rf) (Pty) Ltd (FEM) was established as a mutual insurer in 1936, to provide more affordable assurance for the construction industry, after new legislation forced all industrial employers to insure their workers against accident or injury. The introduction of the Workmen's Compensation Act of 1941 saw FEM being grant-

ed a license to continue to transact workmen's compensation insurance for the construction industry.

FEM's operates in line with the Compensation for Occupational

Injuries and Diseases Act 130/1993 (COIDA) – in the construction industry. Accidents that arise out of and during employment resulting in personal injury or illness; occupational diseases

contracted in the workplace; and fatalities as a result of an accident that happens on duty are typically covered by this assurance. FEM is only one of two private companies licensed to provide COIDA cover outside of the Compensation Fund, and is the only company that provides cover for the construction sector.

Some of FEM's greatest successes:

- Through persistent efforts of FEM promoting Health and Safety in partnership with industry stakeholders, it has managed to bring down accident statistics over the years from 8 per 100 employees getting injured, to 2.5 per 100 employees getting injured. It has encouraged policyholders to increase their safety standards by rewarding those with favourable claims cost ratios through Merit Rebates. It has also partnered with industry associations to assist our policyholders in raising

their standard of health and safety through training and interventions.

Benefits of joining FEM

- Rewarding good health and safety practices through merit rebates.
- Easy access to online Assessments.
- Access to various industry Health & Safety organisations.
- Ensuring the best possible medical care for injured workers.
- Personalised claims services by its team of specialised administrators.
- Ongoing care and assistance to pensioners.

'At FEM it is our firm belief that we can have a construction industry with zero injuries. We just have to believe it and it will soon be a reality' says Herman Enoch FEM's Marketing & Communications Manager.



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Absa PMI starts the third quarter on a sour note

THE seasonally adjusted Absa Purchasing Managers' Index (PMI) had a tough start to 2017Q3, declining by 3.8 points to 42.9 in July. The headline PMI was last at such a depressed level in the second half of 2009, a period of very weak underlying economic performance. All five of the major PMI sub-indices declined in July.

Of the major sub-components, the seasonally adjusted business activity index was under most pressure, declining by a large 6.1 index points to a depressing 39.3. The significant decline was on the back of an even steeper fall in June. The actual Stats SA manufacturing production data for April and May suggest that output in the sector posted positive quarter-on-quarter growth in 2017Q2. Unfortunately, the July PMI data suggests that the improved Q2 performance is unlikely to be sustained. The weak activity levels in July were in line with the prevailing soft demand conditions in South Africa. This was re-

flected in the further easing of the new sales orders index, which fell by almost 4 points in July to 39.8.

The weak demand and output conditions spilled over to the factory sector job market. The employment index lost 3 index points to 44.1. After a sharp downscaling of business expectations for the next six months in June, purchasing managers remained downbeat about business prospects in July, albeit slightly less so.

Against the backdrop of well-above 50 readings for the PMIs in some of SA's major trading partners, including the Eurozone and the US, the performance of the SA manufacturing sector remains most disappointing. The marginal 25bps reduction in the repo policy interest rate during July may provide some boost to demand on the margin. However, the sector continues to face a number of headwinds, including the possibility of an extended strike in the metals and engineering industry.

Afrimat set for a grind

DURBANVILLE-based aggregates and building materials supply giant Afrimat is bracing for a tough financial year ahead.

Afrimat, since listing on the JSE in 2007, has been the envy of the building sector with an unblemished profit track record – thanks mainly to smart acquisitions, an unrelenting focus on costs and flexible production capability.

In its last financial year, Afrimat generated almost R2,2 billion in revenue and made more than R405 million in operating profit at a rock solid margin of over 18%. The company grew earnings by 25% in 2017, meaning an impressive compound annual growth rate of 26% since 2013.

In the financial year ahead, however, Afrimat, will be sorely tested in maintaining its growth record.

At a presentation at a recent annual general meeting, CEO Andries van Heerden said the company would pursue a conservative growth strategy while preserving the integrity of the balance sheet.

It does seem that Afrimat will rely on some of its recent acquisitions to drive



that profit growth in the short term.

He said aggregates producer Infrasons was reaping benefits of improvement initiatives, while newly acquired iron ore and manganese miner Diro was expected to contribute in the second half of the 2018 financial year.

He added that Cape Lime would benefit from marketing efforts, and that the outlook for the Glen Douglas dolomite mine and Clinker Supplies was stable.

Van Heerden said Afrimat was keeping its "eyes wide open in South Africa" with credit terms being strictly monitored and an emphasis on diversifying revenue currencies.

Afrimat's strength lies in its operational

diversity which now spans open pit mining, industrial minerals, aggregates, iron ore, concrete based products, bricks and blocks, readymix concrete, lime and quartzite.

The company operates 25 commercial quarries, three dolomite mines, four clinker facilities and two limestone mines as well as two silica mines, an iron ore mine and five sand and gravel mines.

Afrimat also owns nine concrete brick and block factories and 16 readymix batching sites. Van Heerden said this operational profile generated a balanced and consistent income stream.

"We are hedged against economic volatility through wide diversification.

The operational contribution is interesting to breakdown. In financial 2016 the clinker segment accounted for 38% of Afrimat's business, the Glen Douglas dolomite mines 18% and the traditional aggregates business 32%. But in financial 2017 the traditional aggregates division accounted for 44% of Afrimat's business, the clinker segment 23%, Glen Douglas 18%, Infrasons 12% and Cape Lime 8%.

The financial year ahead will be interesting to gauge with Cape Lime set to make a bigger contribution and the newly acquired iron ore operations set to chip into profits.

Vunani Securities analyst Anthony Clark pointed out that while

the early benefits from the Cape Lime acquisition were already accruing, "it will be more of a 2018/19 story than present".

He said the Diro iron ore acquisition was also progressing well and is ahead of target. But he pointed out that Afrimat management had cautioned against placing too much earnings power on this situation in the financial year ahead.

Van Heerden believed that Afrimat's fundamental understanding of its various markets – coupled with a good understanding of own abilities and a continuous research of business environment – positioned the company well for the tough trading period ahead.

He noted that spending on smaller infrastructure and services projects remained in place, and that road maintenance and development remained a focus for government and SANRAL (SA National Roads Agency).

He added that an increasing environmental focus – clean water and clean air – could benefit Afrimat as well. An uptick in mining activity (and commodity prices) would certainly help the new iron ore operations as well.

Africa still has ample opportunity for growth

DESPITE local challenges and global volatility, Africa still presents ample opportunity for growth. The digital sphere continues to shape and disrupt a number of industry sectors and, as a result, organisations are continually striving to improve and implement strategies that not only bring about change, but sustainable long-term growth.

This was one of the key messages from Frost & Sullivan's GIL 2017: Africa - The Global Community of Growth, Innovation and Leadership annual summit attended by over 200 industry leaders on Thursday, 17 August, in Cape Town.

Frost & Sullivan Senior Partner, Dorman Followwill, opened the

day's proceedings and delivered the keynote address on 'Digital Disruption at the Human Level: Impacts on the Mind, Body, and Soul' capturing the attention of the audience with his presentation. The discussion focused on leaders of today, whether we are creating those who are open or closed-minded to the digital transformation that is taking place. "We have around 25 million leaders globally," noted Followwill. "Of these leaders, only 15% are open to change. Are our leaders of today, including those in government, ignoring or embracing the digital transformational shift that is taking place?"

Highlights of the summit included the '360 Degree Digital



Disruption across Industries' Think Tanks, where digital developments and future predictions across a variety of industry sectors were discussed, like:

- Chemicals Materials and Food: key participant – RCL and SABIC
- Automotive and

Transportation: co-facilitated by Uyilo

- Public Sector: co-facilitated by City of Cape Town
- Healthcare: co-facilitated by MediClinic International and Logbox
- Power and Water sectors: co-facilitated by Kamstrup and LittleSun

Sneha S. Shah, Managing Director for Africa at Thomson Reuters, captivated the audience with her presentation on 'Opportunity in Crisis: How Africa Benefits from Global Volatility'. She emphasised that opportunity in Africa is most certainly not dead. Additionally she noted, as an example, that if

Africa were to apply Blockchain to land registry, it could create an immutable, unhackable record of land ownership and transfer. As a result, we would see a significant rise in the middle class.

Dr Ryan Noach, Deputy CEO of Discovery Health, delivered a fascinating presentation

on how Africa's largest health insurance group is using technology to drive innovation and efficiency. He noted that behaviour change is fundamental to the business model, especially within the healthcare space, and that technology is becoming a very powerful enabler of that behaviour change.

Adrian Gore, Founder and Group Chief Executive of Discovery Limited, and Nelisiwe Masango, Director of Bear Run Investments, were also the recipients of the prestigious 2017 Growth Innovation Leadership awards for the day, presented by Birgitta Cederstrom, Global Commercial Director for the GIL programme at Frost & Sullivan.



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Major Tech launches VETi 2 range of switches and sockets



THE new VETi 2 range was designed to provide an upmarket design, with superior quality, at an affordable price. “We launched the VETi range a couple of years ago. It was a modular system middle-of-the-range product and it has done exceptionally well and a lot of people like it. VETi 2 looks different, it works differently and one of the many things we like about this product is that it is very modern. We always aim to develop the best product that customers want and that meet South African regulations,” says Major Tech CEO, Pat Shaw.

VETi 2 is not your average switch and socket range but rather a completely new monoblock design and concept which is both IEC and SANS compliant. VETi 2 is the first socket in South Africa to accommodate a switched socket with 1 standard RSA socket, 2 V-slim sockets and 2 USB ports (2.1 amp cumulative). Having partnered with Major Tech in the launch of VETi 2, the Voltex Group is the first distributor of electrical products to carry the complete VETi 2 range. Stanley Green, CEO of Voltex (Pty) Ltd, believes success through

relationships. “We continue to build solid foundations and relationships with our suppliers. For us, that is the key in growing our business. That we have loyal suppliers we are able to rely on and in turn they are able to rely on us and they were able to supply decent prices, particularly in today's challenging times.” Available in both white and charcoal, the ultra slim and flat design keeps the VETi 2 product flush to the wall surface. The stylish switches, manufactured from a polycarbonate and ABS blend, boast a perfectly flat switch whether in an ON or OFF position.

Fintech finds traction

Continued from P1

Formed in the UK, Wonga's South African operations are managed out of Cape Town and revolve mainly around offering loans up to a maximum value of R 8,000 for up to 45 days. First time borrowers are able to borrow

R3 000 with interest rates capped at 3% per month for the duration of the loan.

CEO Brett van Aswegen said that following engagement with the credit regulator in 2015, Wonga went through a significant strategic review of its business. This saw a strengthening of the lending criteria and re-approaching the role it played in securing its clients' financial well-being.

Van Aswegen – previously employed by retailer Edcon, Standard Bank and furniture chain Lewis - joined Wonga in 2015 to lead the company through the strategic review and into a new growth phase.

Van Aswegen said revamped Wonga is now positioned as a disruptive fintech business. “We think we have something special. We have a five year plan. The first two years have

been around transition, and we are now building a substantial springboard for growth into other financial service territories.”

He stressed that Wonga's fintech model bridges some of the challenges faced by lenders with a branch infrastructure. Branch-based lenders will sit with cost to income ratios of more than 40%. We will be much lower, probably better than 30%, which gives us the ability to deal with pricing challenges.”

Although the company is now significantly smaller than its original format, Van Aswegen said year on year the new look Wonga had seen growth of 20%.

“What we are really presenting the market with is a cash advance application – a digital overdraft for people that don't usually have access to an overdraft facility.”

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How WC Agriculture impacts SA GDP

THE Western Cape (WC) is a province that houses an important part of the agri-economy in South Africa.

It has seen the worst of the drought on record, dam levels remain low and the province has gone as far as implementing restrictions on water usage throughout the region.

Dawie Maree, Head of Information and Marketing at FNB Agri Business takes us through four reasons why the Western Cape Agricultural sector is important to the South African economy.

1. Why do we need it

to rain in the WC? – The WC is probably SA's most important export province in terms of agricultural products. The deciduous fruit industry, wine industry and increasingly the citrus industry is also setting base in the WC, these are all key export products that contribute significantly to the overall agri-economy in South Africa. Should any of these industries suffer, it becomes detrimental to the agricultural industry as a whole in South Africa and by extension, the local economy.

2. What is the percentage impact on GDP

contribution? – The WC contributes 24% to total GDP in South Africa. Agriculture has a total contribution to the GDP of the WC of roughly 4%. But what is significant to note is that agri and agro-processing is responsible for 18% of employment opportunities in the province.

3. How has the drought impacted employment numbers in the sector? – The drought will have the biggest impact on seasonal employment in the fruit industry. Due to possible lower production, less seasonal workers might be employed, with the

obvious socio-economic consequences related to a decreased number of those employed. For Q1 there were 215 000 employees in the agri sector in the WC. That is 14.2% less than in Q4 of 2016. A large percentage of these are due to seasonality - It is however 5.9% less than the same period in 2016 (228 000) – clearly a consequence of the drought. The WC has the biggest agricultural workforce in South Africa at 24.5%.

4. What is the long term impact of the drought on both WC and the country? – The WC

is a central agricultural exports province and the drought, if not broken soon, will definitely impact negatively on the long term economic growth for both the province and the country's economy.

The WC has recently had some rains; however, the drought has not been broken. A major contributing factor of the drought has had a negative impact on the wheat industry, seriously hampering supply, with the knock-on effect on wheat prices and possibly the bread price. Although SA is a net importer of wheat,



this might mean that we will have to import even more wheat than we normally do. Some of the losses in wheat production might be offset by increasing production in the Free State and Northern Cape.

"We must keep in mind that although agri only makes up around

4% of the sector when compared to other industries, the majority of agri's production, in excess of 70%, gets used by the manufacturing industry and the Western Cape is an key contributor to this. Should agri suffer; the whole value-chain will suffer" concludes Maree.

Canon introduces new 4-in-1 printers

CANON Europe has released two new 4-in-1 PIXMA Home Office printers to print, copy, scan and fax.

PIXMA TR7540 and PIXMA TR8540 boast new key features to aid remote working such as the 20 sheet Automatic Document Feeder (ADF), Auto Duplex Printing, Bluetooth Low Energy (BLE), large touch screens and enhanced User Interface (UI). The new compact size means users have more space to work without compromising on functionality or quality of their printing.

Working from home made simple

PIXMA TR7540 and PIXMA TR8540 have larger touch screens, 3.0 inch and 4.3 inch screens respectively, the front panel can be tilted to suit the user's eye line.

The Auto Duplex Print feature means units automatically prints double-sided documents at the touch of a button saving time and paper.

The printers also feature two-way paper feeding enabling printing from both the rear and front of the printer meaning different sized paper can be loaded at one time. The paper feeds hold up to 100 sheets of plain paper so with a possible 200-page A4 plain paper capacity, large documents can be printed without having to reload paper.

The Document Removal Reminder feature notifies the user when a scanned document is left on the scanning unit so users will never forget an important document.

Stay connected at home

The new printers feature Wi-Fi connec-

tivity giving users more choice so they can print wirelessly from their smartphone, tablet or laptop. PIXMA Cloud Link is compatible with the range enabling users to print and scan documents from and to online services such as Google Drive, Evernote and Dropbox for increased speed and share-ability. Users can access and store files using PIXMA Cloud Link via the Canon PRINT App or the printer screen, allowing remote work with ease. With the Smartphone Capture and Copy feature accessed via the Canon PRINT App users can take a photo of a hard copy with their smartphone

in order to convert to a soft copy direct to their device.

PIXMA TR8540 can be connected to an Ethernet cable for the printer to be wired to a whole network meaning users can print and scan from multiple printers at any time. It also has the added benefit of a built-in SD card slot which gives users the flexibility of scanning and printing directly to and from the SD card so there's no need to connect to any other device.

Improved ink cartridge system


The new range holds five single ink cartridges and features

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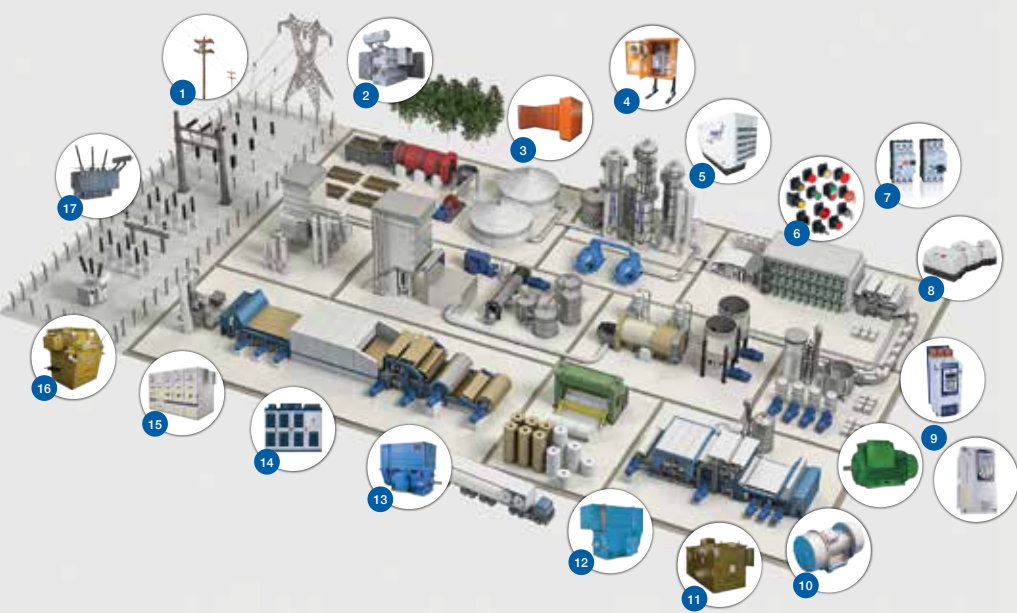




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The Zest WEG Group has been servicing the mining, infrastructure, construction and manufacturing sectors for more than 35 years and by leveraging best practice engineering and manufacturing capabilities, the group is able to offer a range of standard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

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Construction prices forecast to rise



MMQSMace, a leading South African cost consultancy business, and Stellenbosch University's Bureau for Economic Research (BER) have forecast a South African construction tender price growth of 7,4% in 2017, including 5,3% inflation, and an 8,8% increase in 2018, including 5,1% inflation.

Analysis shows that the construction sector in South Africa is suffering amid the country's wider economic turmoil.

The data has shown a sharp rise in construction prices of 9,5% in the first quarter of 2017 – good news for construction companies but likely to be balanced out with a restrained performance across the rest of the year. The strong increase in early 2017 has been driven by high national inflation

pressure and a marked increase in input costs.

Optimism in the sector is low, with industry respondents reporting negative confidence levels not seen since the 2008/9 economic downturn.

Business plan permissions – a measure of the value of planning permissions granted in South Africa – fell significantly across all construction sectors in March by 16,3% and then more radically in April by 41,2%. Overall, the value of building plan permissions was down by 21,9% year-on-year compared to the same period in 2016.

The economic turmoil has had a particularly serious impact on non-residential construction, which has seen a significant drop in both building plan permissions (down by

67,2%) and completions (down by 62,5%) year-on-year compared to 2016.

This is balanced out by a more positive outlook in the residential sector, which saw a significant upswing (52%) in year-on-year completion value compared to 2016. However, the fall in the construction pipeline is beginning to bite here as well, meaning the sector cannot be relied upon to provide a steady stream of construction work.

Overall, the sector is likely to be looking forward to December, when there are hopes that the appointment of a new leader by the ANC will bring some political and economic stability.

Mandla Mlangeni, Director of MMQSMace Cost Consultancy, said: "We're seeing a strong rise in tender prices in South Africa in 2017 driven by significant input price growth and general inflation here compared to other markets. A lack of business confidence and an uncertain political and economic outlook has led to a stagnation in investment across both the commercial office and residential sectors this year, with increasing reliance on the planned infrastructure pipeline for our forecast of an improved outlook in 2018.

ROCLA - 100 not out

THIS year Rocla, one of South Africa's leading manufacturers of precast concrete products, celebrates 100 years of excellence in the supply of products to the infrastructure, building and construction industries.

The Infrastructure Specialist Group (ISG) was formed in 2013 when Rocla, Technicrete, and Ocon Brick were acquired by a consortium consisting of private equity firm Capitalworks, RMB Ventures, Pan African Group and senior executives within the companies. The three iconic South African brands were previously owned by Murray & Roberts which sold them as a result of the group focusing their growth aspirations in engineering, mining and construction.

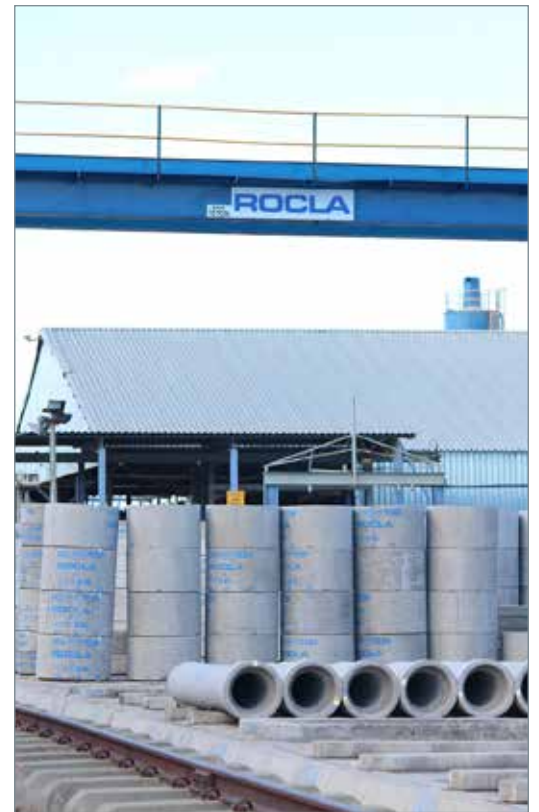
ISG Chief Executive Officer, Albert Weber said "Reaching this milestone of 100 years of service and technological excellence is a milestone we all feel proud of. It is an amazing achievement. Rocla's technical team offers customers a solution reliability they can count on, particularly with customer non-standard requirements. Our technical innovation is second to none and enables us to continue to build upon our rich history of excellence, in a market where we have become the preferred choice for precast concrete manufacturing".

Highlights

An example of Rocla's innovation is the recent launch of the Rocla Thuthukisa Sanitation Initiative (TSI). Its 'Community Cast' system which has been established to empower local communities, entrepreneurs, contractors and SMME's to become manufacturers and suppliers of the most innovative and highest quality concrete toilet structures in Africa.

Thuthukisa means 'to share' and it is with this philosophy in mind, that Rocla developed the 'Community Cast' toilet unit that can be simply manufactured and be ready for use within two weeks. The resulting waste material can be recycled into practical items for everyday use.

A recent example of innovation through collaboration was the development of a precast solution through the use of steel components for an international diamond mine based in Gauteng. Apart from designing and manufacturing precast components the project also required the development of underground installation manual and lifting equipment with handling equipment specialist Manitou. Research was conducted as far away as the Codelco Mine in Chile. Whilst the project is still in the feasibility



stage, it showcased Rocla's ability to develop and manufacture a bespoke and unique solution to stringent client requirements.

In April 2016 Rocla's locally manufactured concrete cabins for use at photovoltaic farms located in the Northern Cape and the Free State, were awarded the Concrete Manufacturers Association (CMA) Award for Excellence for the Innovation Category. Rocla was praised by the CMA Judges for their ground breaking advancements in the use of pre-cast concrete in the manufacture of these concrete cabins which

proved vandal proof and quick to assemble. The burgeoning South African photovoltaic farm sectors needed an innovative solution to house and safeguard the electronic components required at these installations and Rocla provided the solution.

Rocla's technical executive, Gerhard Rossouw, an engineer with 40 years design and application experience said "We work with municipal and consulting engineers regularly to develop solutions for projects that are not only cost efficient but that are safe as well.

Rocla, for example, designed and manufactured many of the precast poles required by Eskom, for their electrification projects across the country in the 1990s. A large spun concrete pole for 132 kV distribution networks and double poles for specific power transmission requirements were also manufactured and designed by Rocla".

Weber concluded, "With public sector infrastructure spend at approximately R865,4 billion over the next three years, we believe that Rocla has a continued role to play in the supply and manufacture of appropriate infrastructural products in the sanitation, water, roads, transport developments as well as for schools and healthcare facilities. Our 100 years of experience not only showcases our commitment to this market, but highlights the expertise that 'Team Rocla' offers to our customers".

All of Rocla's products are ISO 9001/2008 certified and have the applicable SANS recognition.

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Automatic stud welding

MANUFACTURER of wear-resistant Chromium Carbide (CrC) clad liner plates for heavy materials-handling applications in the mining and allied resources industries, Rio-Carb offers stud welding as a standard on OEM equipment, unless bolts are specified by the client. "Stud welding is a quick and robust process," Rio-Carb Director Colin Maine explains.

Typically, an M16 or M20 stud is fitted to a gun/chuck, which then places the stud in a pre-determined area. A 1 200 A DC current is applied for about three-quarters of a second. The electrical arc is initiated by a match-head size aluminium insert in the bottom of the stud, which de-oxidises the molten weld, shrouded by a ceramic mould. Cooling is virtually instantaneous, and achieves full strength immediately.

"It is most important that the stud is placed vertically, and in the correct position, to within 0.5 mm," Maine stresses. For this, Rio-Carb has developed a mechanised jiggling system whereby the stud gun and stud is held precisely at 90°, and placed on a pre-determined point within 1 mm. This CAD-etched point is taken off the same plasma-cutting programme when the liners are made.

With Rio-Carb's extensive experience in the mining industry, the supply and application of a liner plate is only part of the story. The removal of conventional liner plates poses an additional issue, in that following corrosion and weathering, conventional countersunk bolts are diffi-



cult to remove.

Removing liners that have been stud-welded, however, is a simple 'one-person operation.' Also, due to the long-life of Rio-Carb's CrC liners with its MaxCS™ alloy, this corrosion can be excessive. Therefore, all studs are supplied in 304 stainless steel, complete with a galvanised washer and Nyloc-nut.

Commenting on the industry perception whereby stud-welded liners tend to have a bad reputation due to stud breakages, Maine explains that this is caused by studs cracking off on 400 and 500 Martensitic steels, which are not welded regularly. Rio-Carb liners have a weldable mild steel backing, which means zero breakages under normal usage.

"All our stud-welding is certifiable according to American Welding Society (AWS) standards, which involve a sacrificial 15° minimum bend test on each batch of 100, as well as a torque test," Maine points out. Instal-

lation has to be according to the specified torque range, denoted by a plastic collar on each liner.

The location of the mounting holes in the parent chute are replicated from that chute's CAD program directly into Rio-Carb's Plasma-CAD programme. "Misfits and breakages in assembly are thereby zero," Maine emphasises. Stud-welding requires simple operator-skill levels, and is virtually fully automatic with the Rio-Carb process, which also uses pre-set parameters. "Once again, Rio-Carb is at the forefront of innovation in the application of efficient liner mounting," he notes.

"For conventional applications, we have our Rapid Removal System (RRS) of CrC 700 hard-faced galvanised countersunk bolts, with a slot at the end to prevent rotating, whilst unthreading the nut at the end of its lifecycle. This offers a simple 'one-man' dismantling operation, without harmful grinding or cutting," Maine concludes.

Africa's ports and harbours movers and shakers converge in Durban this October

THE 6th annual African Ports Evolution Forum takes place 17 - 18 October in Durban. This high level forum unites ports authorities, terminal operators, investors and government from more than 29 countries to boost intra-African trade, reduce port congestion, increase port connectivity and throughput and identify new business opportunities to boost expansion and modernisation.

Port expansion and upgrade projects currently underway across Africa are valued in the billions. The value of ports projects underway in Tanzania currently total US \$13.6 and Mozambique has already witnessed investments of US \$8.3 billion towards ports upgrade and expansion in 2017 alone. African Ports Evolution Forum explores the

myriad opportunities now available for the generation of new revenue streams at African ports through concessions, systems upgrades, expansion projects and more, unlocking qualified channels for ports' respective development pipelines in line with the 2040 Vision for Africa's transport sector. The 2040 Vision for Africa's transport sector is an integrated African continent where transport infrastructure and services enable the free movement of goods and passengers by providing efficient, safe, secure, reliable and seamless transport options.

The forum will host two African ministers namely The Honourable Joe Maswanganyi, South Africa's Minister of Transport and The Honourable Chibuike Rotimi Amaechi, Mi-

nister of Transport, Nigeria as well as senior representatives from over 18 African ports authorities, terminal operator organisations and Ministries of Transport including Nozipho Mda, Secretary General of the Ports Management Association of Eastern and Southern Africa (PMAESA) and The Honourable Nancy Karigithu, Principal Secretary for Shipping and Maritime Affairs at Kenya's Ministry of Transport, Infrastructure, Housing and Urban Development, among others.

"This is truly a Pan-African forum with participation from countries such as Tunisia, Nigeria, Tanzania, Uganda, Namibia, Nigeria. Those wanting to accreditation to

attend the Forum need to do so by the end of September as access is limited..." Says Nevenka Ristic, Programme Director of the Forum

Two co-located events take place alongside the African Ports Evolution Forum 2017: the African Rail Evolution Forum focussing on rail rehabilitation and maintenance and Trade and Investment Kwa-Zulu Natal's Export Week promoting KwaZulu-Natal's export businesses and industries. Over 100 exhibitors will showcase their products and services to a qualified audience of hundreds of Africa's leading maritime decision makers.

The African Ports Evolution forum takes place in Durban on 17 and 18 October 2017.

More information is available at www.portsevolution.com

Call for collaboration after fires in southern and Eastern Cape

FOLLOWING a recent meeting with the forestry and sawmilling stakeholders in the fire-ravaged southern and Eastern Cape areas, Forestry South Africa (FSA) and Sawmilling South Africa (SSA) have emphasised the need for intensive collaboration and careful coordination between government and industry during the recovery operations.

The two associations, the government departments of Agriculture, Forestry and Fisheries (DAFF) and Trade and Industry (the dti) and the National Disaster Management Centre are assisting industry with plans to mitigate the impact of these losses, by salvaging commercially saleable product and re-establishing the affected areas.

The prolonged drought, high tempera-

tures, powerful winds and fire-adapted fynbos combined to exacerbate the spread of and devastation caused by the fires.

At a regional industry level, there has been extensive damage to the timber plantations and one complete saw mill was razed to the ground. The scale of the disaster is the worst that the industry has experienced in the region for many years. At this time, it is not possible to put a monetary value to the damage caused by the fires but preliminary estimates indicate losses running into hundreds of millions of Rand.

From an employment perspective, there may be a short-term increase in jobs as the industry seeks to commence salvage, re-establishment and reforestation operations, providing it can secure the finance

necessary for these interventions. However, in the medium to longer term and until the plantations return to a more normalised rotation, stakeholders will need to explore other employment interventions, as the future sustainable supply of timber, will be adversely affected.

FSA, SSA as well as SAFCA (the South African Forestry Contractors Association) will mobilise additional contractor capacity to ensure that the interests of local businesses and jobs are protected. The South African Wood Preservers Association (SAWPA) will carry out research around the 'treatability' of burned poles.

FSA and SSA will continue to facilitate meetings with national, provincial, regional and local disaster management officials.



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LEADERS IN CLOSING THE SKILLS GAP

Getting a work visa for a foreign skilled employee

By Marisa Jacobs,
Director – Head of
Immigration and
Mobility at Xpatweb



HOW difficult is it really to obtain a work visa for a foreign skilled employee? In truth, extremely easy if you know what you need and how to go about it, but near impossible if you are inexperienced and make school boy errors. Here are some expert tips to help:

Don't lie

When an employee comes to render employment services in South Africa, make sure they get a valid short-term work visa. Do not take a chance

and tell the immigration official this is only a business trip, when the purpose is work. It is easy to be compliant and not worth the risk. The process takes ten working days and the short-term visa is issued for three months, while it may be extended in South Africa for a further three months.

New foreign boss? Don't stress

Getting a new boss from overseas is stressful enough, let alone making them think you are not competent in sorting out their work permit status and the family's residency permits. Luckily, the intra-company transfer work visa is one of the quickest and cleanest visas to obtain. Just make sure you understand the rules and requirements upfront as one piece of incorrect guidance or supporting document, can put you back to square one. These take two months to obtain, end-to-end and where done effectively.

When you need that critical and rare skilled employee

What do you do when your business family just do not have an important skill that you need? There are some in the market, but they are rare and you just do not have the budget to attract and retain them?

The critical skill work visa route is a real game changer, mostly misunderstood and provides a brilliant and certain means to building a superior work force. You will be surprised to know the comprehensiveness of the qualifying skills. We have always been able to find a suitable category for a genuinely scarce skill in South Africa.

This category is also very attractive for the employer and expatriate. The employer gains a competitive edge on attraction and retention, as the visa is issued for the employer; whilst this category gives the expatriate the

right to qualify in time for permanent residency in South Africa. One can rightly call this a win-win.

Do not make this crucial mistake

Stay away from the general work permit categories, except where you have a very large expatriate programme. This category has been made subject to an initial Department of Labour process, it has become virtually unobtainable. You will be promised an effective process, but after countless deadlines missed with impunity, you will still have no traction.

Waiving like a pro! The immigration laws of South Africa are very competently drafted legislation.

This means that there are numerous special provisions which cater for situations which are unique and failsafe clauses, which gives discretion where you need help, but need something special for your

organisation. These include waiver provisions, which give the department the right to waive certain legislative requirements.

Where you have a large project, or need to otherwise bring a large group of expatriates into South Africa, this is crucial for your expatriate programme.

Expatriate Wellness The work visa process should not be an isolated one. The same way that all aspects of your family needs looking after, the fiscal planning for an expatriate cannot be in isolation with the work visa process. This includes contracting correctly as expatriates have different terms and conditions of employment, expert tax planning including international tax planning, exchange control and banking planning; and even catering for their employee benefits, as normal South African benefit programmes are mostly too expensive for them and also seldom suitable.

South Africa grows share of global nuclear medicine market

FOLLOWING the exit of a Canadian producer of key medical radioisotope molybdenum-99 (Mo-99), South African company NTP Radioisotopes has stepped into the supply gap and increased its global market share.

The global nuclear medicine market, which includes radioisotopes and medical equipment, was valued at over US\$11-billion in 2016, and is now projected to reach nearly US\$20-billion by 2021.

Nuclear medicine uses tiny amounts of radioactive isotopes (radioisotopes), mostly for medical imaging to view the structure and function of organs, bone, tissue or systems in the human body. Imaging obtained from nuclear medicine often allows disease to be identified at a much earlier stage, while therapeutic applications of medical radioisotopes allow for targeted, non-invasive treatment.

South Africa currently has the largest body of nuclear medicine practitioners and nuclear medicine centres in sub-Saharan Africa, including nuclear medicine departments at 12 tertiary state hospitals.

Global nuclear medicine market... projected to reach nearly US\$20-billion by 2021.

Globally, demand for nuclear medicine is being driven by increases in the incidence of cancers and cardiovascular disease, and by the growing number of new applications for medical radioisotopes including the study of neurological and psychiatric diseases. Medical radioisotopes are used in a number of branches of medicine including oncology, cardiology, neurology, and endocrinology specifically thyroid conditions. Around 90% of all nuclear medicine procedures performed each year are for diagnosis or evaluation.

Underpinning this market is one key medical radioisotope: molybdenum-99 (Mo-99). The daughter product of Mo-99, technetium-99m (Tc-99m), is used in over 40 million nuclear medicine procedures every year.

There are currently fewer than five sites in the world capable of producing commercial volumes of Mo-99. Pelindaba-based South African company NTP Radioisotopes, a subsidiary of Necsa, is one of these; and currently, with global partnership agreements, supplies between a quarter and a third of the entire global demand of Mo-99.

The group's role has become even more significant with the 2016 exit of the Canadian NRU reactor from production.

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Which SA sectors are ripe with opportunity for local SMEs?

FOLLOWING two consecutive declines in GDP, sending the South African economy into a technical recession in early June 2017, current sentiment about economic growth prospects remains strained. Despite this negative sentiment, there are sectors within the economy that present a number of opportunities for small and medium enterprises – and could contribute to the economic growth that the country is desperately seeking.

This is according to Siphetho Dumeko,

Chief Financial Officer at Business Partners, who says that the past few months have proven difficult for many SME owners. “We have seen evidence of this reflecting in the increase in net credit losses in our financial results for the year ended 31 March 2017.”

SMEs play a crucial role, not only in job creation, but also in enabling diversification through the creation of new sectors and markets that play a key role in driving growth. Dumeko says that, irrespective

of the prolonged period of subdued economic growth, it is imperative that South African entrepreneurs remain optimistic about and take advantage of opportunities that exist to bolster entrepreneurship and growth.

Dumeko highlights that for its financial year ended March 2017, Business Partners Limited approved R1 146 million worth of investments for SMEs across a variety of sectors. He adds that not all sectors are affected in the same way within a dis-

tressed economy, and it is here that zealous entrepreneurs should pay the most attention – to make sure they take advantage of the sectors proposing the best future success rates.

Some of the sectors currently providing the most opportunities for local SMEs include:

Information, Communication and Technology (ICT)

The ICT sector, and in particular the expansion of national fibre and bandwidth intensive applications,

continues to perform well, despite the sluggish growth of the economy it serves. This is one sector providing a myriad opportunities for SMEs – including the implementation of data fibre cables, Wi-Fi masts as well as products and services providing related technical support services.

Agriculture

The agricultural sector has been one of few sectors to show positive GDP growth in 2017 despite South Africa's ailing growth statistics

and tough environmental conditions that have wreaked havoc on local agriculture. SME owners would do well to consider opportunities in, for example, agro-processing and supply for the local and export market.

Commercial and industrial property

As tough economic times drive more and more people to migrate to larger cities and business nodes within the country, there is growing opportunity for SMEs

to be creative and meet the emerging needs that booming urban populations require. Statistics South Africa recently released the Mid-Year Population Estimates for 2017 which show that the Gauteng and Western Cape provinces are estimated to experience large inflows of migrants of approximately 1.5 million and 485 560 respectively for the 2016–2021 period. This will mean that there will be some long-term investment opportunity in both commercial and industrial property.

Cash flow tips for small businesses to survive rocky times

Staying afloat when cash is tight in your business

THE bad news in the SME market in 2016 was that 67% of small businesses that closed in South Africa did so for financial reasons. This is a far more pressing problem for local entrepreneurs compared to their regional counterparts, with 50% more South African entrepreneurs discontinuing their businesses due to a lack of access to finance compared to the average for Africa. [1] With this and the reality of SA having entered an economic downturn in June, it's not hard to feel a bit bleak.

Darlene Menzies, CEO of Finfind, South Africa's leading online access to finance solution, shares a few finance tips on optimizing your cash flow management to help ensure that your business survives and thrives during rocky times.

Ask for a deposit from your customers

One of the easiest ways of ensuring that you can cover the cost of doing the work for a customer is to ask them for a deposit before you start the work. This is common business practice so don't be afraid to try it. It's acceptable to ask for up to 50% of the total cost as a deposit with the balance being paid at agreed delivered milestones or on final completion of the work.

Offer discounts for early payments by customers

Offering your customers a discount for paying earlier than the standard 30 day terms can help bridge your cash flow gaps as well as reduce the risk of late payments. When cash is tight it makes sense to get slightly less money in immediately

than to wait to get the full amount later. As a gauge, you can offer between 2.5% to 5% discount on payments received within 7 days from date of invoice.

Ask suppliers for better payment terms

Having extra time to pay suppliers can make a big difference to your cash flow – imagine paying 45, 60 or even 90 days from date of invoice instead of 30 days. If you have established a good payment history with your suppliers in months past and they see you as a valued customer then you should be able to negotiate better terms. It never hurts to ask!

Apply for accounts instead of paying cash

Many entrepreneurs pay cash for services they may be able to get on account – for example stationery, courier services, IT services or maybe car rental costs, if you do business travel. Paying for things monthly instead of using immediate cash helps with your liquidity and with cash flow planning. Some entrepreneurs use pay-as-you go for their airtime and data purchases for their business – it's worth investigating whether paying monthly for a contract works out cheaper. If you're a new business or don't have a good trading history it may be better to apply for your contract in your personal capacity.

Barter services

One way to get the services you need in your business without having to outlay hard cash is to swap services with other businesses. For example, if you provide accounting services you could offer to do the books for a small IT business in exchange

for them helping you with your IT needs. This kind of arrangement not only helps with cash flow but can also be a mutually beneficial way of gaining new customers if you both agree to refer each other's services.

Credit cards

When you're in a cash jam an easy way to fund urgent business purchases is using a credit card, either your personal or business card. The upside of using a credit card is that you only have to make small monthly repayments but the downside is the additional interest rates charged if you don't pay it off quickly.

Apply for an overdraft facility

Banks offer overdraft facilities on your personal and business accounts. Getting an overdraft approved means that the bank allows you to continue withdrawing money from your account when your balance is zero. Apply for an overdraft even if you don't currently need it as it could be a lifeline if you suddenly find yourself in a tight position cash flow wise. Some banks now charge a small monthly fee for these facilities even if you don't use them, but this is a small price to pay for the convenience of being able to meet unexpected financial challenges.

Get a loan for outstanding invoices


There are lenders who will give you money while waiting for customers to pay your invoices. This is a good option if your cash crunch is caused by customers who take a long time to pay. These lenders typically only consider lending if your customer is a corporate

or Blue Chip company and of course the work has to be completed and invoiced. In this type of finance the lender looks at your customer's credit history and ability to pay in deciding whether to approve the finance. On average you

can raise between 75% and 80% of the value of the invoice within a day or two of sending the invoice to your customer. There is usually an administrative fee to be paid plus interest on the loan – it can be an expensive way of getting

finance but it is better than waiting 90 or 120 days for your customer to pay you if you have cash flow constraints. As a small business owner you will know how true the old adage is that says 'revenue is vanity, profit is san-

ity but cash flow is reality'. Month end comes around fast and they can be scary times - managing your cash flow well is not only critical to your business's survival and growth but can also help to give you better peace of mind.

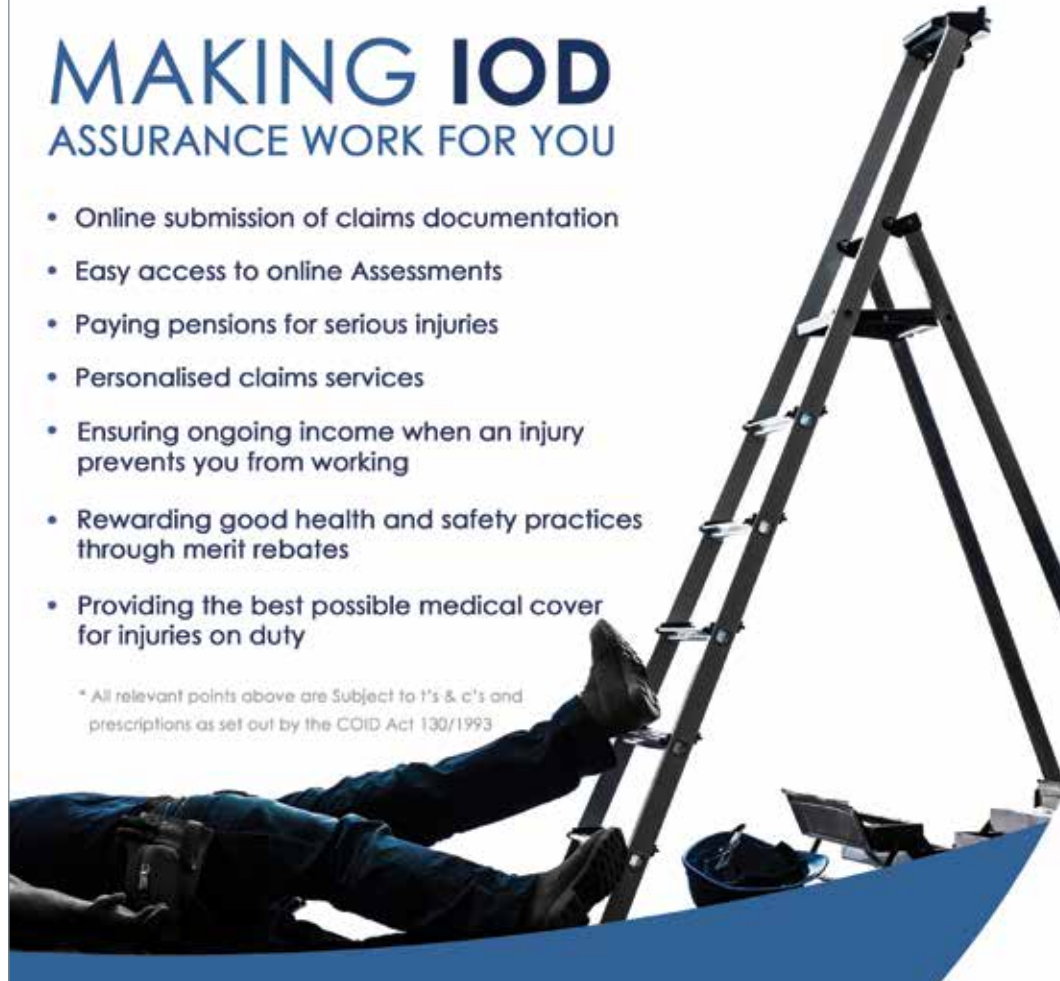


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Workshop foreman Wentzel Nel.

SDLG wheel loader clocks up 5 000 hours

THE very first SDLG wheel loader, an LG958L, to be sold in southern Africa by regional dealer Babcock International, has now amassed some 5 000 operating hours in extreme conditions at South African Bulk Terminals (SABT) in Durban. Despite the workload already under its belt, the machine continues to front operations around

the clock at the portside facility where some 2.4 million tons of dry bulk is loaded and off-loaded per annum.

At the SABT Diesel Workshop - the company's in-house repair and maintenance operation - Workshop Foreman Wentzel Nel says: "SABT's investment in the SDLG LG958L wheel loader has proved to be a master stroke. In

all the time we've run this machine we've not encountered a single leaking hose or cylinder. I would say SDLG is far and away the best Chinese construction equipment brand without question and the reliability and productivity surpasses anything else on the market."

SABT operates twin storage facilities with a combined capacity of

120 000 tons, handling a mixture of products including soya, maize, wheat, sunflower seeds and pellets, rice, fertilisers, sorghum malt for beer production and fluorspar - the mineral form of calcium fluoride.

"Fluorspar is by far the most demanding product we handle," explains Wentzel. "It is very aggressive as well as weighing approximately 1.4

ton/m³ because it has to be stored and handled while moist. In this respect, the performance of SDLG LG958L really comes into its own. With the support of Babcock International, we extended the bucket to a capacity of 4.9 m³ and in this configuration the single SDLG machine matches the productivity of two alternative 9.5 ton loaders."

SABT trialled various wheel loaders before making its purchase decision and the SDLG LG958L impressed from the outset. "We even tested this machine in the hull of a ship and it outperformed all the other machines in the trial," says Wentzel. "Unfortunately, at 16 tons operating weight it was just too heavy for the ship cranes, so regular operations are limited to portside."

Subsequent to the first SDLG wheel loader, SABT now operates a second unit, a 6 ton class LG918, at its 9-line rail yard where it is used to shunt freight wagons.

While the original SDLG LG958L is in relatively standard specification, Wentzel and his team have fitted LED working lights and mounted the oil cooler on swivels so that it can quickly and easily be swung out for cleaning. "It's an incredibly dusty environment in the storage bunkers, so regular maintenance and cleaning is crucial," says Wentzel. "To this end we clean the radiators and filters with compressed air very day and every 250 hours we pressure wash them and then blow them out with compressed air. With fluorspar in particular, it is essential to keep all critical components clean because if this material is left to dry it becomes rock solid and would trash items such as a radiator instantly."

Another key to reliability has been the company's dedicated use of original SDLG parts, according to Wentzel. "I've made use of the original OEM parts standard practice here at SABT," he says. "I firmly believe this policy helps us to avoid problems and prevents a snowball effect towards greater issues at a later date. We run our own spares store and while spares were originally a bit of an issue in relation to SDLG, the situation has improved greatly over the last couple of years."

"Through a combination of our experience, our ownership of the entire process and the use of highly productive equipment such as the SDLG LG958L wheel loader, we have achieved a market leading position in this business," enthuses Wentzel.



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Driver Checklist Display

IN yet another first for Real Telematics, the new Driver Pre-Op Display is making an impact. As a response to industry changes and inevitable evolution within materials handling applications, we knew that first to market with a Display transferable across any brand and model of machine would be a major disruptor, states John Valentine Director at Real Telematics.

"Gone are the Check List forms that are of-

ten filled in without even having seen the machine.

The FMX Display has to be actioned whilst on the machine and will prevent start up unless all pre-loaded questions are answered correctly. First the driver has to login with his PIN Code, and optionally an additional Identifier as well, e.g. an employee code. Then he needs to answer all questions correctly, for example, "Do you

have your licence on hand?", or "Are you under the influence of any substances?", etc. Then the machine will auto-start and display Speed/ Battery Voltage or Speed/Revs, and away you go.

"Although this system departs from the traditional Tag type systems it can also be used in conjunction with them for an extra level of security, all still driven via the normal world class FMX, Forklift Management

System.

"Just as with normal FMX, the Displays may also be fitted after-market which is particularly useful for customers that have mixed brand fleets. Because FMX is designed, produced and supported in South Africa it gives flexibility and superior response times. This is only one of the reasons that 80% of the major dealers in South Africa chose FMX.

"We often hear that

small fleets do not need management systems. Our response is that is a saving of R1 on each of 100 machines not the same as a saving of R1 on a single machine?

"Increasingly we see that in a challenging market, customers choose to sweat their assets a little longer, or insist on risk mitigation. Thus it is no-longer a question of whether to fit FMX, the question is rather how soon" concluded Valentine.

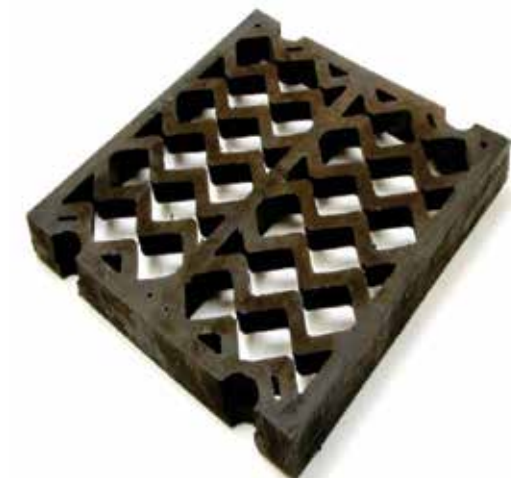


Screening media to suit exact performance requirements

BMG is committed to ensuring operational efficiency of light and bulk materials handling systems through the supply of a wide range of quality components, supported by technical resources, fabrication and field service capabilities.

Key components for efficient materials handling include screening media, with various surfaces, to suit exact performance requirements.

"Selection of the correct product is based on the specific application, material size, desired throughput and required efficiency of the screen," explains Chantelle Olivier, product specialist, materials handling, BMG. "Other factors to consider include operating tem-



perature, vibration and weight."

BMG's extensive range of screening products encompasses PU and rubber screen panels, side liners, spray nozzles, screen mounts, springs and rubber buffers.

Standard PU screen panels, with an 85

Shore hardness, have a dynamic load capacity and are designed for efficient operation in wet and dry applications. Special PU (PolyTuff) screen panels, with a 60 Shore hardness, have the properties of standard PU and rubber and improved flexibility from

specially engineered plastics. These screens do not perish in elevated temperature environments and offer extended service life.

Woven wire mesh screens, which are designed for corrosion and abrasion resistance, are manufactured from high carbon, mild steel, stainless steel and spring steel.

These mesh screens are available in square, slotted, standard harp and tri-harp weave types, with an aperture range from 2 mm to 120 mm. Wire diameter ranges from 0,9 mm to 12,50 mm.

All standard over-hook options are available in the C shape and 45° hooks. Other screening products include side liners, pins, sleeves and spray nozzles.

Rubber buffers are manufactured from a natural rubber compound that withstands high frequency applications and prevents deterioration that would normal result from heat build-up. Also in the range are screen mounts, side clamps, perforated plates and rubber nosings. Wear liners – available in ultra high molecular weight Polyethylene (UHMWPE), rubber and Polyurethane (PU) – are suitable for chute, truck and side liners.

Included in BMG's range are PU and rubber screen panels, side liners, spray nozzles, screen mounts, springs and rubber buffers.

Woven wire mesh screens are available in square, slotted, standard harp and tri-harp weave types.

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ContiTech provide at-the-mine services

CONTITECH employs and upskills one of South Africa's largest conveyor belt service technician teams to lower downtime for local and international operations

With a network of seven strategically located service branches and over 270 service technicians, ContiTech South Africa provides at-the-mine services that lower downtime for southern Africa's conveyor belting operations. This team of service technicians, one of the largest in South Africa, is trained exclusively by ContiTech's international specialists. Training is conducted to the company's Global Standards of Conveyor Belting Excellence and Safety – ensuring world-leading conveyor belt services in the shortest time-frame possible. This, to such an extent that the South African service teams are often contracted to oversee conveyor belt services at critical mining op-

erations in the Middle East and in North and South America.

"By positioning our branches at southern Africa's major mining and industrial operations, we're able to support our range of premium conveyor belts with equally high-quality services," says Craig Rouhana, Sales and Marketing Director of the Conveyor Belt Group, ContiTech South Africa. "In addition, by having a 270 member-strong team, we are able to combine equipment resources and the required manpower to any of our clients facing critical breakdowns, with two or more service branch teams often working simultaneously to get client operations running as quickly as possible."

"It's not just about getting hands on the job," adds Rouhana. "It's about having a team of highly skilled professionals who are trained to the highest standards". To this



ContiTech is only one of a few companies that is able to guarantee a splice that can last the service life of the belt.

end, all service technicians receive local and onsite training from ContiTech's head operations in Germany to ensure the highest-quality workmanship, which exceeds local SABS conveyor belting standards.

Conveyor belting services include belt repairs, splicing, pulling, winding and disposal as well as services to belt operation structures such as pulleys, idlers and frames. ContiTech is only one of a few

companies that is able to guarantee a splice that can last the service life of the belt, a huge benefit when compared to the industry standard one-year warranty. "We're able to offer this as a direct result of the global R&D of Continental AG that ensures the world's strongest adhesion to a belt's rubber components, creating a seamless belt and considerably stronger splices that utilise the original belting material," comments Rouhana.

Link-belt cranes to Armscor



600SA management at the handover of the Link-Belt rough terrain crane to Armscor in Simon's Town.

600SA, a division of the EIE Group has delivered the first Link-Belt cranes to South African state-owned armaments procurement agency, Armscor, for use at the Simon's Town dockyard in the Western Cape.

The two Link-Belt RTC-8065 Series II mobile rough terrain cranes were recently handed over by 600SA. Included with the cranes was a service agreement for the life span of the machines.

Link-Belt RTC-8065 Series II cranes feature a nominal capacity of 60 tons. The crane features an 11,6 m to 35,0 m telescopic greaseless boom (no grease required) along with an offsettable bi-folding fly offering four offset positions 2°, 15°, 30°, and 45° providing a tip height of 64,5 m.

The crane's flat deck design with integrated steps and handholds, significantly improves operator safety. A next generation ergonomically designed operators cab provides for superior visibility, operator comfort, and ease of op-

eration. Large swing-out engine hood doors have been designed for the ease of access and serviceability of the engine.

Link-Belt's 4-Link suspension on the rear axle produces an optimum ride compared to other rough terrain cranes. The 4-mode steering improves handling, manoeuvrability and improves turning radius.

"600SA and Link-Belt Cranes were pleased to be able to deliver a superior product at a good value to Armscor," says EIE Group CEO, Gary Neubert. "This latest order is the welcoming continuation of our business relationship with a valued client and testimony to our success in building long-term relationships."

600SA is the distributor of Link-Belt Cranes offering a wide range of cranes to include rough terrain cranes, hydraulic truck cranes, telescopic crawler cranes and lattice boom cranes and all-terrain cranes to fulfill the needs of their customers in South Africa and 12 other countries across Africa.

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Four Kipor forklifts lift into Zimbabwe

IN today's materials handling market, being a supplier that can address any problem statement optimally and service end users' needs across board from a reliable product, through to after-market support, is more critical than ever. This was the basis on which Smith Power Equipment (SPE) recently won a nearly R1-million order to supply a total of four KDF 25 diesel forklifts to Cairns Foods of Zimbabwe.

Headquartered in the capital, Harare, and listed on the Zimbabwe Stock Exchange's industrial index, Cairns Foods is a major producer of a wide variety of groceries and wines. Cairns Foods is also a manufacturing giant in the agro-processing industry, with Cashel Valley tinned baked beans being its flagship product in this regard.

Despite the challenging trading environment in its native Zimbabwe, Cairns Foods recently increased its manufacturing capacity utilisation, and is envisaging to further increase of an 80% capacity utilisation by 2018. Improving business conditions have also seen increased activity at the company's distribution centres where any form of downtime is out of question. In its quest to maximise materials handling uptime at its busy distribution centres, Cairns Foods turned to SPE for four Kipor KDF25 diesel forklifts.

According to Sunee Heyns, Dealer Sales Manager for Kipor Forklifts at SPE, the KDF 25 was a perfect fit for the task at hand. With its three-stage container mast and a 4,5 m lift height, complemented by side shift capabilities and rated load weight of 2 500 kg, the KDF 25 fit the bill for truck loading and offloading duties at hand. With Kipor's understanding that a comfortable operator is a productive one, a suspended and movable seat, together with a tilt angle of steering column that can be adjusted freely, the KDF 25 has a special design focus on operator comfort, boding well for extended working hours.

With safety in mind, the KDF 25 also comes with a hoist cylinder at the rear of its mast, making the operation view wider. The rear lamps are in-

stalled on the unit's top cover to further ensure safety.

Heyns adds that the deal hinged on several factors, ranging from product reliability, competitive pricing, to service and parts sup-

port. SPE ticked all the boxes with the Kipor forklift range that has proved itself in the local market, bolstered by the local equipment supplier's strong after-market capabilities.

"Kipor is a cost-ef-

fective forklift solution for companies seeking a reliable, yet competitively priced product, especially considering the tight budgets often allocated for materials handling. Apart from the reliability

of our Kipor product range and competitive pricing, superior service and support ability were also key in Cairns Foods' decision to opt for SPE as its preferred forklift supplier," concludes Heyns.



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Johnson lifts big and small at world's largest air sep plant

ENGAGED by Stefanutti Stocks Oil & Gas Division in the construction of the largest air separation train ever built, Johnson Crane Hire has been providing heavy lift services as well as a range of smaller lifts at Sasol's Secunda complex.

This milestone plant under construction for Air Liquide, which is the 17th train to be built at this site, will have a total capacity 5 000 tons of oxygen per day.

The contract for the project's heavy lift scope was won by Johnson Crane Hire's Heavy Lifts Project Division on a fixed value basis, according to Peter Yaman, executive – sales, while the smaller crane work was serviced through the company's Trichardt branch near the Sasol Secunda site.

At the heart of the plant is the argon column, which presented Johnson Crane Hire with its heaviest lifts. According to Grant Parker,

project manager – Heavy Lifts Projects Division, the lower section of this column weighed 287 tons, and was lifted by the company's main lift crane, a Liebherr LR1750. This 750 ton lattice boom crawler crane was configured initially with 84 metre boom length, which was later in the project extended and re-configured at 112 metres.

"An interesting aspect of the contract was that most of the large components – such as the columns – were lifted in an almost fully assembled state," says Parker. "The upper sections would then have to be accurately positioned on the lower sections, with tolerances less than 1 millimetre per metre. For the large argon column, this meant a tolerance of less than 10 millimetres."

The tall structures meant that verticality had to be carefully addressed in the lift planning, with the

use of tailing cranes – mainly the Liebherr LTM1500-8.1, a 550 ton telescopic mobile unit.

Close attention to planning and safety procedures is always key to the smooth implementation of lifting projects undertaken by the company, says Yaman, so Johnson Crane Hire placed a CAD technician permanently on site to create two-dimensional and three-dimensional plans for all lifts over five tons – which the customer would also sign off before execution.

"This planning allows us to position the cranes in exactly the right locations to facilitate the coordination between the main crane and the tailing crane, and to ensure the cranes don't work against each other," says Parker. "As the column nears the vertical, for instance, the weight transfer between the one crane and the other can

occur very quickly. With the HP/LP column, another of our heavier loads, this transfer took place over an angle of just two degrees."

A 400 ton lattice boom crawler crane was also brought to site for additional tailing capacity in the big package lifts, as well as a support crane in the form of a 100 ton Liebherr LTR1100 telescopic boom crawler crane.

A particular challenge was the wind resistance created by the installed panelling on the columns, which could delay work if the wind strength exceeded a certain level. Once lifted, the upper section would have to be held in place for extended lengths of time while being secured to the lower section – sometimes overnight.

"Space is also often at a premium on construction sites like this, and it is important that all contractors collaborate closely," he said.

Eaton conveyors now from BMG

BMG has extended its range of Eaton hydraulic components to now include Eaton's advanced conveyor solutions, designed for safe and efficient electrical power management.

"Under the terms of the new distribution agreement, which was signed in Johannesburg recently BMG will now distribute Eaton's complete conveyor protection and safety solutions across sub-Saharan Africa," says Gavin Pelsner, managing director, BMG, part of Invicta Holdings Limited. "The addition of Eaton's electrical power management solutions – which

include conveyor safety switches and accessories – completes conveyor systems supplied by BMG and enhances the company's comprehensive range of engineering solutions.

"This also fits with BMG's 'Bolt-On' strategy to offer customers the full basket of products and solutions, in line with our commitment of adding value and being part of every process."

Through this partnership, the market has greater accessibility to Eaton's Winner brand of hose and hose fittings and complete conveyor solutions, which are available from BMG's

distribution network of over 130 branches.

Eaton's range of conveyor solutions encompasses safety switches which include double and single ended conveyor trip switches, conveyor rip/torn switches and double end slack rope switches, as well as belt alignment and belt trip switches.

These components are used extensively in the mining industry, as well as other sectors, including aggregates, sugar and pulp and paper.

BMG provides a 24 hour customer process support service for production efficiency and reliability centered maintenance.

All the famous brands



AFRICA's largest branded food service franchisor, JSE-listed Famous Brands, which has several household brands in its stable, continues its relationship with Goscor Lift Truck Company with the delivery of Crown and Doosan materials handling equipment (MHE) for its new warehouse in Longmeadow, Edenvale, east of Johannesburg. Gavin Welsh, Famous Brands logistics executive for the Gauteng region's Centre of Excellence says that the company reduced the primary activity at their Midrand facility and ring-fenced it at the new Longmeadow warehouse.

Famous Brands recently took delivery of 10 units for the new facility including: 2 x Doosan BR16JW Reach Trucks; 1 x Crown SC6040 1.8 three-wheel Electric Counter-Balance forklift; 1 x Crown WT3020 2.0 Ride-on Powered Pallet Truck and 6 x Crown PTH-50 Pallet Jacks.

Welsh says that it's not only Goscor's product that is world class. "Their willingness to be part of the preparation of the facility's MHE, their general conduct during

the sale and the quality of their after sales service all match the quality of the product," he says.

He adds that the Goscor team's advice about which would be the best equipment for the new warehouse was invaluable as was their involvement in the design and construction of the battery room, which is so crucial to the efficiency of the entire operation.

"We expect that the new facility will handle a throughput in the region of 500 pallets per day delivering to six depots: Cape Town, Bloemfontein, Midrand, Nelspruit, Pinetown, and Port Elizabeth. It is a 24-hour operation and to facilitate this Goscor has supplied additional batteries to ensure uptime around the clock!"

Goscor sales manager Ronald Ryan says the Famous Brand's logistics management and its operation is as professional as anything anywhere. "Working with Gavin is a privilege and the teamwork between the two companies is an example of how productive the client/supplier relationship can be," he says.

From a logistics perspective, and taking into account Famous

Brand's Midrand and Longmeadow facilities only, the numbers are quite staggering:

Longmeadow: Line Items: 655; warehouse size: 6 500 m²; logistics staff: 23; pallets per day: 500; operation: 24-hours a day, six days a week.

Midrand Ambient Warehouse: Variety of vehicles: 1T to 18T with a combination of Ambient and Refrigerated vehicles, drops per week: approximately 1 300; stores serviced: 1 036 stores via a 6-day a week operation

Famous Brands is Africa's largest branded food service franchisor with iconic brands including: Wimpy, Steers, Mugg and Bean, Europa, Tashas and many more. With only Steers in its fold, Famous Brands was listed in November 1994 with a market capitalisation of R25 million. Today its market capitalisation is in excess of R14 billion.

Famous Brands, continues its relationship with Goscor Lift Truck Company with the recent delivery of Crown and Doosan materials handling equipment for its new warehouse in Longmeadow, Edenvale, east of Johannesburg.





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APEX counters cold weather

LARGE doorways left open to facilitate easy access in and out of manufacturing and storage facilities often present problems in terms of maintaining a pleasant and comfortable working environment.

Wim Dessing, managing director of Apex Strip Curtains & Doors, says that during the winter months and inclement weather it becomes extremely difficult to maintain a constant temperature which often translates into unpleasant working conditions.

The company, that pioneered the use of flexible PVC strips in a number of industrial applications, offers a range of solutions including impact traffic doors and high speed doors.

"Comfortable working conditions have significant bearing on a company's productivity and customers are continuously looking for ways to improve both working conditions and worker comfort," Dessing says. "Our wide range of doors and enclosures is specifically designed for applications where the maintenance of consistent temperatures on the work floor is required."

Locally manufactured from specially formulated PVC material, Apex General Purpose Strip Curtains are ideal to cordon off areas within a manufacturing facility, a workshop, storage areas or warehouses. This highly effective product is generally fitted on hanging hardware across a door or entrance way, and on specially made framework.

Each individual PVC strip features the patented Balledge® design that ensures an efficient thermal seal preventing the ingress of cold air into the workplace. The transparent strips allow unimpaired vision into enclosed areas, and part readily under pressure to allow easy access for both equipment and personnel.

The company's range of high speed doors offer a viable solution for quick and easy access, and contribute significantly to improved productivity. These doors are suitable for a wide variety of applications, including warehousing areas as they do not hinder personnel, forklift or vehicular traffic and, depending on the actual operation, can be either automatically or manually controlled.

The Sector high speed roll-up door, manufactured locally by Apex Strip Curtains & Doors, delivers both functionality and performance. It is robust enough to cope with the intensive demands of heavy and continuous traffic.

The Traffic high speed

fold-up doors offers a sturdy, dependable and modular solution for medium and large entrances such as shipment and warehouse areas, and are particularly suited to conditions where wind is a factor.

Installation of both is quick and easy because the support structure contains all the electrical drive gear and a special mechanical counterbalancing sys-

tem. The doors are controlled by an electronic unit which complies with all IEC regulations and can be activated by any type of remote control equipment including photocells, pressure sensitive mats, movement detectors or induction loops. To facilitate safety, the door is fitted with a release lever that opens it from either side in the event of a power failure or malfunction.

Also locally manufactured is the Apex SR 9000 high impact traffic door which complies with all relevant safety, health, environment and quality (SHEQ) standards. The door is made from a 3 mm ABS skin which is impervious to moisture, acids, petroleum products, animal fats, rodents, insects and salt solutions.

Standard vision pan-

els constructed from 3 mm clear polycarbonate sheeting are available in a number of custom sizes. However, the Apex SR 9000 is also available without the vision panel which allows greater flexibility of use.

Apex Strip Curtains & Doors provides a technical information service assisting customers in selecting the most appropriate door for a particular application.



The Apex SR 9000 high impact traffic door which complies with all relevant safety, health, environment and quality (SHEQ) standards.



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Konecranes delivers 1 000th RTG

KONECRANES has been delivering Rail Mounted Gantry (RMG) cranes to intermodal operators all over the world for many years. This year marks the delivery

of the 1 000th Konecranes Rubber Tired Gantry (RTG) crane – a milestone in its impressive history. It was installed at the Georgia Ports Authority at the Port of

Savannah in the USA. In South Africa three 350 kg RMG's have been installed at Transnet in Gauteng. "It is one of the largest scale installations of RMG cranes ever

to be undertaken in Southern Africa", said John MacDonald, Service, Sales and Marketing Director at Konecranes Southern Africa. "Weighing over 350 tons, the cranes

are each able to move a container every three minutes".

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

Konecranes' RTG has three main features which were part

reduced wheel wear. The extra wheels also allowed the crane to move sideways, potentially increasing productivity.

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

RTG cranes.

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

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



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of the design from the start. The non-hydraulic design, unique to Konecranes' RTGs in the 1990s, has since been adopted by competitors.

Nonetheless, Konecranes was among the first to realize the immense benefits of non-hydraulic RTG cranes, which are designed to provide higher reliability, less downtime, and lower maintenance and spare part costs, particularly at ports that experience harsh coastal weather.

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

significantly speed up the container handling cycle, increasing the productivity of yard operation.

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

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

The first Konecranes' RTGs were used solely by seaport terminals. The 1000th RTG was installed at the Georgia Ports Authority at the Port of Savannah in the USA. With 22 ship-to-shore cranes (soon to be 26) and 146 RTGs, the Savannah Terminal is furnished with more pieces of Konecranes equipment than any other container terminal in the world. It is the fourth-busiest container terminal in the United States.

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

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Kone on the move



Konecranes' Cape Town team is about to move to 21 Mail Street in Epping, as part of the worldwide amalgamation process with Demag Cranes whereby both companies combine premises. From l.r. Henry Ras, Warren Summers, Markus Labuschagne (Konecranes Cape Town Branch Manager), Riaan Pretorius, Brandon Shaw. South Africa is well ahead in the 'global pack' of the process, with head office and various branches around the country having moved in already.

Manitou makes construction easy

THE construction industry is diverse, with activities ranging from demolition to building, renovation and maintenance. In addition to this, working conditions are difficult when one considers weather, dust and tight deadlines – all while ensuring the utmost safety of workers. Purchasing equipment specifically designed to carry out the different tasks can be capital intensive and affect productivity with operators having to continuously change equipment. What if there was a simple solution whereby one machine was capable of performing many tasks, safely?

Manitou knows that safety and compactness are essential elements to successful site operations. Manitou machines, and an extensive range of attachments, are quick to master and the quick-hitch attachment system is effortless.

This means that one Manitou machine can fulfil an array of functions, thus eliminating the need for multiple capital outlays for a fleet of task-specific machinery. Numerous attachments: forks, handlers, jibs, buckets, concrete skips, personnel cages, sweepers and winches provide flexibility and precision while increasing productivity.

The compactness and the manoeuvrability of Manitou telehandlers, rotating telehandlers, compact loaders and access platforms are beneficial on confined sites or in urban areas. The machines can be used on any terrain, with their high ground clearance and driving wheels enabling development in areas that are difficult to access.

Demolition work requires great precision and substantial capabilities. Manitou's rough terrain capability allows the movement of heavy items or those which cannot be dismantled on uneven ground. Complex situations are accomplished with different steering modes: 2 or 4-wheel or crab steering.

From monument restoration to renovating residential houses, Manitou equipment allows access to various heights on external parts such as walls and the roof.

By using rotating telehandlers or articulated platforms, there is no need to move the machine to change working areas as the platform offset and rotation capacities cover a large working area. Some models

are sufficiently compact to work indoors.

Manitou's offerings expand beyond just equipment. Extendable warranty offers and "tailor made" maintenance contracts are available to suit customer needs ensuring that: equipment is always in an optimal state of maintenance; repair costs are kept to a mini-

mum; all maintenance work is compliant.

Manitou supports its comprehensive material-handling range nationally with a world-class service and support network. Its rapid response team operates throughout Southern Africa 24/7, 365 days a year. All parts that are not held locally are flown in immediately. Manitou holds

an extensive range and volume of parts in stock locally to ensure the shortest possible turnaround times.

The MRT-X offers all the advantages of a high-lift telehandler: off-road efficiency, ease of handling and versatility.



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90-year anniversary with launch of parts facility

BARLOWORLD Equipment crowned its 90-year anniversary as a Caterpillar dealer with the official opening of a new, state-of-the-art distribution warehouse that will dramatically reduce the time it takes for customers to order and collect spare parts for their machines.

Barloworld Equipment Johannesburg, located at the iconic Barloworld Equipment's Isando campus, was unveiled recently at a ceremony attended by senior executives of both Barloworld Equipment and Caterpillar, customers, government officials, and other key stakeholders.

Dominic Sewela, CEO of Barloworld Limited, the parent company of Barloworld Equipment, said the investment in the launch of the parts distribution facility was true testament of Barloworld Equipment's commitment to Southern Africa, where it is a principal supplier of Caterpillar machines to customers that mainly operate in the mining

and construction sectors.

"The new parts facility will dramatically improve the turnaround time from order to collection of parts for our customers. The reduction in the turnaround time will bring enormous benefits to our customers as it will quicken repairs and maintenance work on the machines we supply to them.

"This will help reduce downtime and boost productivity for our customers, putting them in an ideal position to take advantage of an anticipated recovery in commodity markets," said Sewela.

The access controlled, 60 000 square meter distribution facility – which will also accommodate Caterpillar staff – boasts an electronic tracking system that will reduce queues for customers and keep them abreast about their order when they come to the facility to collect spare parts. Customers will need to have their customer numbers handy as successful order tracking will take place using their customer numbers.



Barloworld Equipment has been investing significantly in new world-class facilities to boost capacity and improve service to its customers. The company recently launched a state-of-the-art components rebuild centre in Boksburg and a world-class Caterpillar-accredited training facility at Isando to develop a new pool of highly proficient technicians and help the company bring more female employees into its fold in line with its gender diversity targets.

Through an exten-

sive recruitment and training programmes, Barloworld Equipment is on a quest to have 40% of its workforce women by 2020, an initiative that is strongly supported by Caterpillar.

Barloworld Equipment is today one of the world's market-leaders in the provision of heavy earthmoving machines, thanks to its 90-year partnership with Caterpillar that has been the bedrock for Barloworld Equipment's expansion beyond South Africa and into 10 other southern

African markets, Iberia, Siberia and the Russian Far East.

Barloworld Equipment has never looked back since 1927 when Charles "Punch" Barlow, the eldest son of Barloworld's founder, Billy Barlow, sold the first Caterpillar tractor to a sugarcane farmer after he had won a bet against the farmer that the tractor could out-plough a span of oxen.

After making the historic Caterpillar sale, Punch travelled to the United States to negotiate with Caterpillar to

acquire a license to make the Barlows the sole and official sales and service Caterpillar dealer in South Africa.

The official agreement between Punch and Caterpillar was signed on 17th August 1927, leading to the opening of dealerships in Durban and the Free State. Since its humble beginnings 90 years ago, Barloworld Equipment has grown from strength to strength, employing over 5,000 people. Today the Caterpillar machines that Barloworld Equipment supplies to its customers, can be found at mining and construction sites in its key markets, where they are helping to extract minerals from the bowels of the earth or assisting to build roads, dams, power stations, airports, harbours, and other crucial logistics infrastructure that powers economies and facilitate the transportation of goods and people.

The introduction of the Caterpillar brand in South Africa by Punch Barlow nine decades ago played a key role in the development of our country's mining industry and physical infrastructure, which today is one of the best on the African continent.

"Our success as a company is rooted in our close and long-

standing partnership with Caterpillar. As a result, we have both become global brands and Barloworld Equipment is very proud to be one of the world's leading Caterpillar dealers.

"We believe that this relationship will endure for another 90 years and it will grow even stronger as Barloworld Equipment works towards achieving its vision of becoming a leading caterpillar dealer operating in more territories," said Sewela.

Moving forward, Barloworld Equipment intends to become a centre of excellence for other Caterpillar dealers, providing superior service to its customers and investing heavily in training its staff to meet the requirements of a rapidly changing world characterised by the unfolding digital revolution.

"The product quality and superior after-sales support that Caterpillar and Barloworld Equipment deliver is second to none in the industry. Our people take great pride in this shared drive for excellence, innovation, continuous improvement, an intense focus on customer needs and a dedication to meet those needs with a sense of urgency," said Sewela.

Uplifting solar power contractors

JOHNSON Crane Hire has an established reputation for handling small lifting on a wide range of construction and utility projects sites. This skill and experience has resulted in the company securing a number of contracts from solar power projects, especially in the Northern Cape region.

Peter Yaman, sales executive at Johnson Crane Hire, says that it is the ready access to a range of mobile cranes that positions the company well to undertake lifting in remote regions such as this. Significantly Johnson Crane Hire has an established branch in Kathu and while actively servicing the mining sector it is capable of supporting the lifting requirements of the solar power contractors as well.

"The power of dealing with the largest privately owned mobile crane rental company in Africa is that through our vast branch network, we are always able to draw additional resources from other branches, should this become necessary," Yaman says.

"Planning of lifting activities is one of our strengths and this

enables us to dovetail the lifting with the individual construction programmes so as to ensure optimum productivity for the individual solar power contractors."

Lifting the various components, including handling the imported sections which make up the composite panel structures, needs to be done with care, and Yaman says this is where pre-planning and the use of skilled and experienced operators plays a major role.

Johnson Crane Hire has a team of highly skilled and trained operators. Not only are the operators well versed in the actual operation of the cranes, but they are also completely familiarised with the application on the solar power farms.

"In addition to this, we differentiate ourselves by providing all customers throughout South Africa and neighbouring countries with a total lifting solution delivered through our 'SMART' — Safety, Maintenance, Availability, Reliability and Total Cost Effectiveness — brand promise," Yaman says.

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Easigas innovates

AS a source of energy, liquid petroleum gas (LPG) is hard to beat – its excellent properties are playing an active role in contributing towards a gas-powered economy.

Furthermore, from an LPG supplier perspective, the business is also evolving in a dynamic and exciting manner.

Easigas's Commercial Technical Manager, Dave De Wit – who has more than three decades' experience and understanding of gas-fired plant and equipment – will be leading an innovative value-adding initiative to Easigas's customers in the commercial and industrial sector.

"This will take the form of a multi-faceted energy monitoring and management service offering; which will also offer assistance to our commercial and industrial customers who need to be aligned with existing gas-related legislation," De Wit advises.

In addition, Easigas's new service will assist in the optimisation of customers' combustion systems and burner management. Furthermore, when the time comes to alter plant or install new gas systems, Easigas will offer its customers professional advice on the gas equipment selection and installation.

This new offering will dovetail nicely with the energy management programmes that many of the company's commercial and industrial customers currently have in place. For example, those in the industrial or mining sectors which have fully-fledged energy departments managing steam, water and gas usage.

"This service could also be particularly useful to geographically remote branches, which sometimes do not have the full in-house energy management resources as their main operations," De Wit adds.

A further component to the energy monitoring and management service would be assisting companies with statutory compliance.

"The enforcement of statutory compliance deadlines, as defined in the Pressure Equipment Regulations (PER), are to be revised due to the prohibitive costs of upgrades required to ensure compliance," says De Wit.

The Department of Labour will require that companies draw up a risk profile, and then schedule measures to be taken to ensure compliance in a series of manageable



Easigas's Commercial Technical Manager, Dave De Wit.

and affordable steps.

"This could potentially open up opportunities for industries such as glass manufacturing, steel manufacturing or pyro-metallurgical operations – and many others – to get their houses in order in a manageable progression.

Obviously, during this entire process of completing compliance, we will ensure that projects of this nature are methodically and safely carried out," says De Wit. He adds that this will also involve the determination of priorities to manage the expenditure involved in the most cost-effective manner, and in line with operational budgets.

Regarding the energy monitoring component of the service – and the need for customers to be legally compliant – Easigas could offer a scheduled monitoring capability, regardless of whether it is linked to a statutory requirement or not. "If, for example, a burner nozzle or register should become inefficient (and 'gas wasting'), by scheduled monitoring, we will detect this condition early and advise the customer accordingly," De Wit continues.

Easigas will also be able to assist customers with burner equipment selection, optimisation, management and compliance. "With our continuous on-site monitoring frequency, customers would also comply more easily with emissions legislation," he says.

Should a customer be considering installing or altering their combustion systems, Easigas will be able to supply projected gas consumption metrics; as well as burner installation and management advice.

"We would consult on best-fit burner practice and would extend this into burner system

installation and project management if required. When one considers the current cost of consulting engineering, the cost-savings our service will offer could be very substantial indeed," De Wit points out.

A further incentive for Easigas's commercial and industrial customers to grasp this opportunity lies in South Africa's changing environmental legislation, which will increasingly dictate that industries engage in environmentally-responsible energy utilisation.

"With this innovation, Easigas is at the forefront of the LPG supply sector: not only in responding to our valued commercial and industrial customers' requirements for greater flexibility and accessibility to energy monitoring, optimisation and management; but also to the imperatives of the Industry 4.0 trend of increasingly automated and integrated manufacturing.

Advanced telemetry systems that will be used in the 'smart' factory of tomorrow are also compatible with the LPG industry. Their applications range from LPG tank level monitoring, automatic meter readings and burner fuel consumption metering, to monitoring combustion efficiency. With these systems in place, there is added potential for greater productivity horizons," he adds.

"The drive of the Industry 4.0 global initiative is towards increased efficiency and productivity. With our energy monitoring and management value-added service offering, we are able to assist our customers in improving their productivity, profitability and sustainability through optimal energy usage," De Wit concludes.

Boiler users gain advantage from vertical turbine pumps

FLOWAY® vertical turbine pumps (VTPs) from Weir Flow Control group company Floway have particular advantages for condensate extraction pumping applications in facilities that operate boilers, such as power stations and petrochemical plants.

According to Weir Minerals Africa's dewatering product manager, Kevin Roelofse, many users of boilers experience the problem of cavitation or pitting of impellers in the centrifugal pumps that extract condensate, leading to inconvenient and costly downtime for repair.

"If there is insufficient inlet pressure on the hot condensate then the suction pressure at the impeller can be less than the condensate's vapour pressure," Roelofse says. "This can create steam bubbles that collapse onto the impeller vanes caus-

ing considerable erosive wear (cavitation); this severely undermines the longevity of the pump."

With the vertical turbine pump, cavitation is avoided because the pump's vertical column length can be designed in such a way that there is sufficient pressure on the condensate at the pump inlet, so the water will not cavitate and damage the impeller vanes. To create the necessary inlet pressure head in a horizontal pump, the condenser would need to be elevated several metres; rather than taking this route, a vertical turbine pump can be installed, thereby removing many of the complexities previously experienced in this application.

Also, Floway® vertical turbine pumps have a low NPSH double suction first stage impeller design available to further reduce the

pump's Net Positive Suction Head required (NPSHr) to avoid the above referenced cavitation. Another feature is the availability of a hardened material such as 400 series stainless steel for the first stage pump impeller to combat the erosive effects of cavitation in upset conditions.

"It is also important that each product is optimised with the appropriate design and specifications for the customer's particular application," he says. "Weir Minerals Africa can offer a range of choices relating to pump sizes, materials used, construction modules and other variables."

Designed and built at Floway's state-of-the-art facility in Fresno, California, the pump's quality is controlled throughout the manufacturing process. A high level of in-house engineering capability

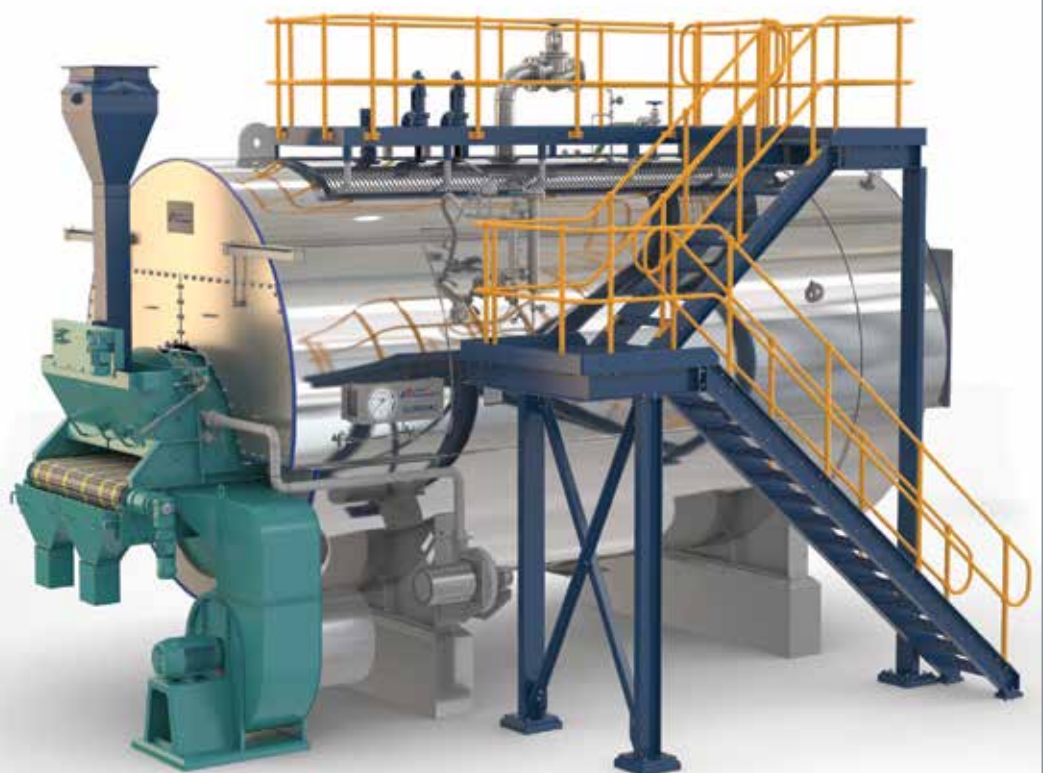


The Floway engineering capabilities include 3D modeling, hydraulic design and CFD analysis.

includes three-dimensional solid modelling; hydraulic design; computational fluid dynamics (CFD) analysis; stress and deflection analysis using finite element analysis (FEA) and lateral and torsional rotor dynamic analysis.

"Pumps are produced to customer specifications, and designed to ensure low vibration and longer product life," he says. "For instance, the design specifies optimal spacing between line shaft bearings in relation to the shaft's diameter, operating speed, material and impeller specifications."

The Boiler and Environmental Specialist



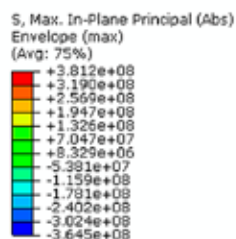
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Significant technical updates to boiler design code



Finite element analysis of boiler pressure part.

JOHN Thompson, which is South Africa's largest manufacturer of industrial boilers, explicitly makes use of EN standards in the design, manufacturing and testing of its range of pressurised equipment. This is because EN standards, which are harmonised with the essential safety requirements (ESR's) listed in the EU's Pressure Equipment Directive (PED), are considered to be more technologically advanced and progressive in their approach towards health and safety concerns related to pressurised equipment. The health and safety standards (HSS) of choice for the design and manufacture John Thompson's range of package firetube steam boilers is EN 12953.

This article mainly focusses on EN 12953 Parts 2 and Part 3 with the aim of highlighting advancements made to these parts in order to the reduce risks associated with steam boiler design, operation and foreseeable misuse.

Significant changes to EN12953 Part 2

EN 12953 Part 2 specifies allowable materials for the pressure bearing parts of shell boilers and includes valves and other forged or cast products. The prohibition of EN 10028-3 (weldable normalised fine grain steels) plate for boiler furnace tubes was the technical change with the most substantial impact on the design of shell boilers. Additionally, for low pressure boilers

(LPB) i.e. boilers with a maximum saturation temperature of 120°C and a design pressure below 10 bar (g), the use of material S235JR according to EN 10025-2 is now permissible. The use of bolting material in accordance with EN 1515 Part 4 and flange material to EN 1092 and EN 1759 Part 1 was also introduced.

Significant changes to EN12953 Part 3

Part 3 of EN 12953 encompasses requirements for the design and calculation of shell boiler pressure parts. As such, it could be considered the most important part of EN 12953 as it dictates the dimensions of the pressure bearing parts. EN 12953 Part 3 was updated as recently as November 2016 by the CEN Technical Committee (TC) 269. The earlier version of this part of the HSS was introduced as far back as 2002 and was withdrawn with the publication of the 2016 edition. Updates to EN 12953 – 3: 2016 brought with it major paradigm shifts in the design of shell boilers. Of these, the requirement for the assessment of cyclic service and the determination of boiler fatigue life stands out as the most significant amendment. This addition requires that manufacturers of shell boilers perform a detailed assessment of the boiler fatigue life should certain prescribed load cycle conditions not be met during the boiler's normal life.

The aforementioned

constraints includes amongst others, a requirement that the number of start-ups and shut-downs (full load cycles) a boiler should be exposed to during its usable life be restricted to a 1 000 cycles. This translates to a boiler life expectancy of approximately 20 years for a boiler operating 24 hours a day, five days a week, 52 weeks a year and with the boiler being shut down over weekends.

Another major technical change in the new EN code is the dimensional limitations enforced on shell boilers incorporating set-in end plates. In fact, the foreword to this part of the HSS states that the United Kingdom (UK) was concerned that this amendment would introduce requirements which are too restrictive. Accordingly, shell boilers with set-in plates may not have diameters in excess of 4.0 m, may not have maximum allowable pressures greater than 1 000 kPa and must not be longer than 8.8 m. This considerably conservative approach of the latest edition of EN 12953-3 supports the argument of UK's Safety Assessment Federation (SAFed) and the PER in that tee-welds located within set-in end plates of shell boilers are to be considered as critical welds due to their inherently high residual stresses, susceptibility to weld defects and adverse ability to act as crack initiation and/or propagation sites.

This rule forces boiler manufacturers to use flanged end plates on larger boilers, which

typically entail twin furnace or high pressure shell boilers. In order to circumvent this requirement whilst still negating the high residual stresses and potential weld defects associated with the tee-joint welds used on set-in endplates, EN 12593 Part 3 requires that manufacturers demonstrate acceptable boiler life through detailed fatigue assessment.

Design solutions adopted

In compliance with the requirements of EN 12953 Part 2, John Thompson only utilises steel grades conforming to EN 10028 Part 2 (non-alloy and alloy steels with specified elevated temperature properties). These elevated temperature steel grades are aluminium killed to ensure high levels of chemical homogeneity and pin grain boundaries in order to eliminate grain growth during heat treatment and hot forming processes. In addition, EN 10028 Part 2 steel grades are niobium treated to improve the fracture toughness through grain refinement, precipitation strengthening and microstructure.

John Thompson makes use of EN 13445 in order to meet the more stringent requirements of EN 12953-3: 2016. This was achieved through an assessment of the cumulative damage caused by the cyclic load cases. Typical load cycles evaluated during a fatigue life assessment included load cases such as boiler commissioning, cold starts, hot starts, hydraulic pressure tests and warm starts, to name but a few. A design by analysis approach using Finite Element Analysis (FEA) was adopted by John Thompson in order to obtain the structural or principal stresses required by EN 13445. In order to achieve this, the company employed the

services of an FEA expert. The main objective of the fatigue analysis was to prove that the cumulative damage to the boiler due to cyclic loading was below the threshold value of unity.

Conclusion

Pressure equipment HSS are updated on a regular basis in order to incorporate the latest scientific and technological advances. The aim of HSS is to eliminate or

mitigate the potential dangers and risks associated with pressure equipment through the application of lessons learnt and technological advancements. As such, the onus is on manufacturers of pressure equipment to ensure that they only use the latest revisions of HSS for the design, manufacture and testing of their equipment.

The enhancements to EN 12953 Parts 1 and 2 ensure that only materials with the correct

metallurgical properties and notch toughnesses are employed in boiler designs. In the case of boiler furnaces, which are exposed to high heat fluxes, the improper use of high strength fine grain materials without the prerequisite notch resistance could lead to catastrophic boiler failure. In short, a material's ability to withstand high structural loads is not the only determining factor in material selection for boiler components.

Natural gas fired boiler installed in SAB plant

SAGA (SA Gas Association) report that South African Breweries (SAB) between 2012 and 2013 commenced a programme to reduce its carbon footprint and emissions. The main objective was to cease the use of coal fired boilers. SAB substituted its coal fired boilers by installing two new natural gas fired boilers and converting two coal fired boilers to natural gas with energy savings of 13-32%.

Why natural gas?

Natural Gas is one of the least contaminated fuels used for boiler operation. It does not generate any dirty emission or cause any unpleasant odours when burning. It is an eco-friendly alternative. This type of gas is steady and reliable, supply is seldom disturbed, even when demand is high, unlike electricity or oil that can be out-used. Natural gas is a convenient fuel for boiler purposes, it needs no storage tank on premises for reserve gas supplies.

It is not only friendly to the atmosphere, it is also economy friendly. It is one of the least expensive fuels available; alternative fuels such as oil are subject to

market fluctuations.

The Twin Furnace Boiler is the installed boiler type at the SAB plant which is ideally suited for large applications. This range can be equipped with superheaters to produce very high quality energy. The boiler was supplied by Combustion Technology and the Burners by Limsfield Combustion Engineering, an industrial burner manufacturer supplying bespoke high efficiency burners for a range of applications, varying from industrial to water tube boilers, commercial fire tube boilers to ovens and furnaces. Efficiency, performance, low emission and fuel saving are what makes their range of burners stand out in combustion field.

Limsfield Combustion Engineering designs and supplied:

- LC44 burner to produce 5 t/h steam with multi-fuel burner – firing Natural Gas and Biogas (produced in brewery) (simultaneous firing)
- LC88X2 – Twin furnace boiler to produce 20t/h of steam

- LC200 burner – to produce 25t/h steam
- Autoflame MK7 touchscreen Micro Modulation burner and boiler control
- Autoflame DTI (Data Transfer Interface) control panel for complete integration with site BMS via Modbus and Ethernet
- Autoflame EGA Exhaust Gas Analyzer and trimming system.
- Three parameter (O₂, CO, CO₂) combustion trim for improving efficiency and to increase plant safety.
- CEMS software for Continuous Emissions Monitoring System and data logging

Benefits of installing a Natural Gas fuelled boiler

The brewery has improved from 175-154 MJ/HI to 105-99 MJ/HI – approximately 32% with an increase in boiler efficiency by approximately 13%. Sub 3% O₂ levels through the complete firing range and CO less than 10ppm with significant reduction in maintenance costs.



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



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- Record 2 years of data history, fuel, water etc
- Boiler performance (steam/heat production)
- Complete boiler alterations (fuel flow/water levels/temperature pressure etc)



Combustion Technology is a solution and service based company. Any company can rent equipment, but Combustion Technology goes the extra step to anticipate exactly what the customer needs.

Combustion Technology then develops a solution to fit that need and follows through with first class service and equipment. This customer focus is what sets Combustion Technology apart from our competitors.

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Up to 20 players find a lot of space and relaxing comfort on the single seats in the upper deck of the NEOPLAN Skyliner.

FC Porto enjoys the comfort on a double-decker

THE MAN Bus Modification Center has fitted out the new team bus for the FC Porto soccer team. In the NEOPLAN Skyliner, the talented players and team can not only travel to their matches in comfort, but also relax before and after the matches.

- The MAN Bus Modification Center (BMC) converts a NEOPLAN Skyliner into a luxurious bus with individual seats for the players of FC Porto and technical team
- The new team bus is in operation from the start of the soccer season 2017/2018
- Travelling safely and comfortably thanks to the powerful 370 kW engine with automatic gearbox and state of the art assistance systems

From the outside, the double-decker bus looks just like a perfectly normal NEOPLAN Skyliner, with the exception of the LED lighting around the edges. Appearance can be deceiving, as you discover when you step inside the latest addition to FC Porto team main team technical team: on the lower deck, a state of the art kitchen provides a pleasant cosiness during the journey, while the galley and its ceramic hob as well as a fridge freezer offer the very best catering facilities. The do-a-dos tables allow comfortable meetings for the coaches, technical staff and players.

The special features on the upper deck are even more obvious: anyone who climbs the stairs of the double-decker bus will find themselves amongst top of the range individual seats mounted on each side for the

players, allowing up to 20 players to rest comfortably with plenty of space.

The integrated hi-fi equipment and multimedia system with various monitors create the appropriate atmosphere on board. It goes without saying that power sockets next to the all seats are indispensable, as are refrigerators on the upper and lower decks. A dual-zone rear air conditioning system that can regulate the upper and lower decks individually, a convective heater and two step unit heaters all maintain the perfect climate while on the road. Once at the matches, this task is assumed by a stationary air conditioning system with an electric air conditioning compressor in the luggage compartment.

To ensure the highest safety on the road while travelling, the bus is equipped with the latest and state of

the art assistance systems, including emergency braking assistance (EBA), adaptive cruise control (ACC) and a lane guard system (LGS), not to mention the electronically controlled shock absorbers of the MAN ComfortDriveSuspension (CDS). These all make sure that this very special double-decker is perfectly equipped for its tours throughout Europe.

Together with all this equipment to ensure a fast and smooth travelling the bus depends on a powerful and environmental friendly engine that complies with the latest law requirements of Euro 6. The 6 cylinder Common-Rail Diesel Engine with 12.5 litres and 370 kW, ensures that any road is easily travelled, together with the engine there is an automatic gearbox with topographic cruise control to make the work of the driver also relaxing.

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Africa's largest crankshaft polisher

DIESEL engine component remanufacturer Metric Automotive Engineering has installed the largest crankshaft polishing machine in Africa.

"This custom engineered, one-of-a-kind

machine is capable of accommodating crankshafts with lengths of over six metres," says Andrew Yorke, operations director at Metric Automotive Engineering. "It represents our philosophy of investing in the latest bespoke and best practice technology, so that we can offer our customers around Africa a world-class standard of service."

Yorke says that while crankshafts have traditionally been ground and then polished on grinding machines, this is certainly not the ideal solution.

"Polishing debris contaminates the crank grinding machine and this can lead to accelerated wear on critical areas of the machine," he says. "Moreover, not all crankshafts need to be both ground and polished; some only need polishing, and doing this on a grinding machine is not the best use of this asset."

Metric Automotive Engineering's dedicated polishing machine will significantly raise the company's productivity, enabling even more rapid turnarounds on those crankshafts that require only polishing and not grinding.

"We will also employ this machine to polish camshafts after the re-profiling of



Metric Automotive Engineering can accommodate crankshafts with lengths of over six metres.

the component, or if the journals and lobes only require a polish and not a re-profile," says Yorke. "Polishing of these components after grinding is vital, as it removes grinding burrs and ensures that the surface finish is ideally matched to the requirements of the bearing materials they run on."

He emphasises that, in the case of crankshafts and camshafts, there are journals which run on the bearings and lobes which have roller followers carrying high loads. These require the best possible surface finish in order to prevent roller skidding or seizure.

"By polishing these journals and lobes to the correct surface finish, we can return them to OEM specification or better," he says. "In turn, this leads to improved component performance and

longer engine life."

The company remanufactures heavy diesel engine components for a range of different end-user industries, and has developed a long and impressive track record over almost 50 years. It has generated its extensive capabilities by staying abreast of the latest global developments in diesel engine technology. To ensure the highest standards and expertise, it also maintains close affiliations to the leading diesel engine OEMs.

Repairing and remanufacturing modern diesel engine components to their original OEM specification is an exacting science, says Yorke, and requires long-term development of expert skills and ongoing investment in specialised equipment like this state-of-the-art polishing unit.

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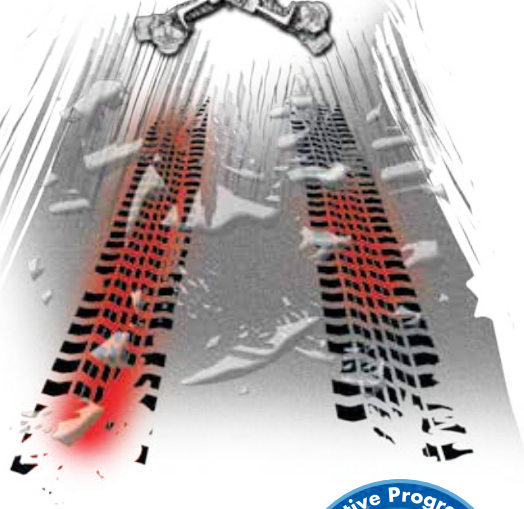
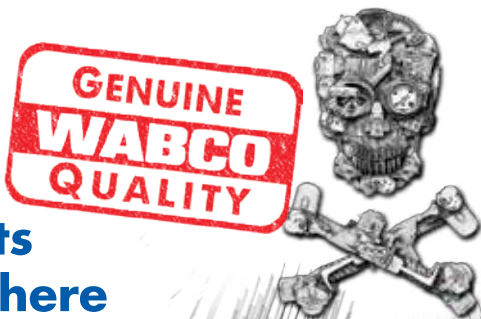
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Keeping everyone safe on SA's roads

By Rhys Evans,
Director at
ALCO-Safe

ACCORDING to Transport Minister Joe Maswanganyi, there were 235 accident related deaths on South African roads over the 2017 Easter holidays, a staggering 51% increase on 2016's 156. Despite these figures being lower than those of 2015, the ongoing trend of high fatalities on South Africa roads over festive periods seems set to remain a problem.

Professional drivers are no less susceptible and transport and logistics companies often find themselves coming under fire when their drivers are involved in reckless driving incidents – particularly when substance abuse is involved.

Boredom, tiredness and loneliness the main culprits

Commercial drivers typically drive cross country, often cover-

ing great distances at all hours, including at the dead of night. Boredom, solitude and exhaustion are just some of the troubles that they are plagued with and, sadly, many turn to the likes of alcohol and drugs to combat them.

What many drivers don't realise, however, is the negative impact of these substances in both the short term and long term.

Further compounding the dangers, we are finding that there are many cases where commercial drivers are drinking even on short stops, and sometimes even while operating their vehicles. It is for this reason, and the fact that commercial drivers transport valuable goods and even people, that the limit for commercial drivers is far lower than that for private drivers, at 0.1%.

Drug use is another ongoing concern in the commercial vehicle sector, with tiredness and lack of sleep being a key driver for the uptake of illegal substances.

Methamphetamine is a particular favourite, given its stimulating ability to "wake a person up" and sharpen their response times.

However, drivers who take such substances often end up with addictions, as they become dependent on the drugs to keep them awake, and turn to yet more substances to counter the effects and bring on sleep when needed. As they become more addicted, they build up a higher tolerance to the effects of the drugs and they take higher amounts, perpetuating the cycle of abuse.

What can commercial transport companies do?

Transport companies are not subject to random audits to confirm adherence to the Occupational Health and Safety Act, nor are they under obligation to conduct alcohol testing on site. So, many turn a blind eye to the problem and allow their drivers to



continue doing their jobs despite alcohol and substance abuse.

There are many tests available in the market today including breathalyser and saliva tests that can be done to check alcohol limits before a driver operates a vehicle, and again on arrival at their destination.

Products such as the Lion DS-25 Vehicle Interlock allow drivers to only start the vehicle once they test negative for alcohol or drugs, and can be fitted easily into any vehicle. There are also automated cabinet systems that only releases a driver's keys to them once they

pass a breathalyser test and these can be fitted at all weigh points for regular checks.

Creating alcohol and drug free roads

However, testing is only one component of an effective alcohol and drug abuse prevention programme. Organisations can already minimise the risk of alcohol and drug abuse merely by educating their staff on the real effects of alcohol and drugs. These programmes need to be targeted, interactive and interesting, though, and should not be a lecture on the ill effects of alcohol.

New SKF hub bearing unit seal halves friction

SKF has introduced a newly developed inboard seal for hub bearing units that leads to a 50 per cent cut in friction when compared with other competing seals – the lowest level witnessed yet in an SKF seal of this kind. Specifically designed for the application, the innovative technology combines outstanding sealing capabilities over a long service life in even the most challenging environments with the power to boost overall vehicle efficiency and a substantial drop in CO₂ emissions.

The robust cassette

seal accommodates current ABS encoders and features an external lip and an optimised labyrinth design that collects and redirects contamination flow away from a main radial lip. This radial lip, along with low friction grease, ensures even interference and contact pressure distribution, as well as protection in static conditions. With just one lip in contact, the configuration ensures minimum friction and maximum protection



that does not degrade over time.

Indeed, the level of sealing performance exceeds customers' requirements, such as

those specified by major automotive firms.

Ronnie Spolidoro, Business Development Manager SKF Sealing Solution, said: "With

this sophisticated, yet robust design we have been able to realise the lowest level of friction ever achieved in an SKF hub bearing unit seal, typically a 0.1 Nm contribution to bearing friction under load.

This outstanding reduction in friction along with the superior sealing performance in contaminated environments that comes with this product is going to play a significant role in helping manufacturers to create ultra-reliable vehicles that emit far less CO₂ than models using conventional seals."

Filtration range for truck and bus fleets

FEDERAL-Mogul Motorparts offers a full range of oil, air and fuel filters for a large percentage of the vehicle park in South Africa, packed under the Champion brand. It is also currently busy extending its filtration range to cater for truck and bus fleets.

Albertus Steyn, Senior Technical Advisor, reveals that Champion filters have been developed specifically for African operating conditions, which differ markedly to those in Europe, for example.

"Fleet owners should realise that preventative maintenance assists in reducing breakdowns. The

filtration system on any vehicle is the first line of defence against foreign particles and debris. By removing abrasive debris from the air entering the induction system, and entrapping particles in oil filters, the lifespan of the engine is prolonged significantly,"

Steyn comments.

The latest-generation diesel engines depend on a good filtration system as the main foundation for life expectancy. They are much more efficient compared to some of the older generation engines in operation in Africa due to lighter materials

and smaller tolerances between dynamic components, with higher compression ratios and high pressure fuelling systems.

Thus filter media have also had to evolve. Some new filters offer a resin-impregnated filter media to reduce the entrapment size

of particles that could damage fuelling systems and engine components which could lead to damage if the wrong technology filter is fitted to these engines.

Steyn adds that these latest-generation engines are expected to arrive on the South African market in five to seven years, which means they will have to be maintained properly. "We are already preparing for this, undertaking constant research and development on engine components and filtration media to assist us in offering the best solutions to our customers," he concludes.



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Hake: Some haul and some stall

FORTUNES have fluctuated in Cape Town's hake sector with the two iconic fishing companies likely to show a marked variation in the respective profit haul.

The sector's biggest player Irvin & Johnson (I&J) – which is controlled by consumer brands conglomerate AVI – has not yet issued

full detail of its performance in the full year to end June. But a trading statement issued by AVI seems to indicate that I&J's strong profit momentum over the past few years might have been unceremoniously halted by an unprotected strike that lasted three weeks during August last year.

Indications are that this event reduced operating profit by around R25 million and (to quote the trading update) "constrained the group's operating profit growth for the full year".

More detail should be available later this month when AVI releases its audited year

to end June numbers, but CBN expects that the well managed I&J has probably performed soundly if the effect of the strike is stripped out.

At the interim stage to end December 2016, I&J reported revenue up 14% to R1.1 billion with operating profit up 5% to R167 million. The operating margin, however, was squeezed to 14.6% (previously 16%), and hopefully this will be fattened in second half trading.

Judging by the financial statements released by rival hake fishing enterprise Sea Harvest for the six months to end June, the conditions in the local hake sector are fairly challenging with the Rand strengthening by 16%.

The effect of the Rand is clearly seen in Sea Harvest's South African operations' revenue – which slipped from R845 million to R830 million. Sea Harvest also had its hake allocation cut by 5%.

But Sea Harvest CEO Felix Ratheb said the Rand strength was offset by firm hake pricing and strong demand across all channels and markets. He added that sales volumes were in line with the same period last year.

Encouragingly, the South African operations' export volumes



increased by 11% and the export volume mix grew to 43% from 39% as Sea Harvest continued to focus on higher margin sales.

**(Unprotected Strike)...
reduced profit by around R25 million...**

Overall, export revenue increased by 3% – a notable achievement after the marked strengthening in the Rand.

Looking ahead Ratheb said there was

consistent demand and firm pricing for hake – adding that Sea Harvest traditionally enjoyed a better trading in the second half of the financial year. That suggests the company could add considerably to the R170m (up more than double on the interim period in 2016) notched up in operating profits by the local hake operations in the first half of the year. Interestingly, Sea Harvest's interim operating margin of 20% was markedly higher than I&J's interim margin for the six months to end December.

There is also a possibility for corporate action. Sea Harvest, which is well capitalised after its listing on the JSE, noted that there was a pipeline of acquisition opportunities un-

der consideration. The company specifically mentioned aquaculture – field that its rivals I&J and Premier Fishing have successfully ventured into in form of abalone farming.

In the meantime, Sea Harvest has spent a not insubstantial R250 million on a new hake freezer trawler – the MV Therney. This vessel was acquired for \$13.5 million (excluding new fit out costs) from Icelandic Fishing

Company HB Grandi, and will bring the number of vessels built in the famous Sterkoder yard in Norway to four.

At the moment there are three "Sterkoder" class vessels in South Africa – two owned by I&J and another one that was acquired by Sea Harvest in 2014.

Buoyed over 30 years



SINCE 1985 OCEAN has manufactured a unique range of solid fenders, bow and stern fenders that are made of flexible integral PU skin foam. The company says that OCEAN boat fenders are renowned for their superior quality, lifetime performance and their exclusive and modern design. With a history of over 30 years in producing and introducing unique

and high technology boat fenders.

In 2014 the company rolled out a development project that concluded last year with the acquisition of a 13 000m² facility in Pernik, Bulgaria. Ocean has launched two new product lines, the R series marker buoys and the Jetty / Dock fenders. The R Series are heavy duty Buoys in which the rib-reinforced rock solid ropehold is made in such way, in order to provide extra strength and durability.

A versatile buoy for the most adverse conditions.

Marking gear for ocean, sea, river or lake, it is becoming widely popular among commercial fishermen for its durability but also among the recreational boats too. The Ocean inflatable Jetty / Dock fender is the most convenient solution when it comes to bumpers, providing exceptional dock and boat protection. It is the ideal fender for dock fending, fitting perfectly in every dock with easy and safe installation.

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Fishermen's Jackets and trousers

Fishermen's Jackets and Trousers have a 0,35mm double PVC coating on the inside of the fabric to make it 100% waterproof and on the outside to provide extra durability. Even fish blood and grease are fairly easy to clean.

Instead of seam stitching, the different garment parts are "glued" as a second security to make it 100% waterproof. The Lalizas Fishermen gear is designed to minimize the possibilities for nets to get caught while working. They feature full front flapped zipper and inner hand cuffs. The pants have a high bib at the front and back with elastic adjustable belt straps with buckle closure.



Velcro tape at hood chin



Full storm flap



Inner elastic hand cuff



All seams are sealed



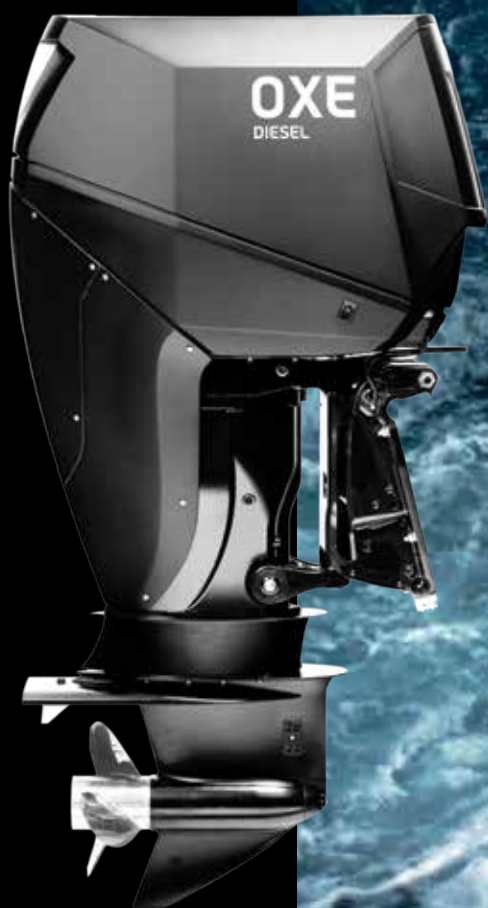
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Cummins eyes fishing sector

CUMMINS Inc. the largest independent diesel engine manufacturer globally produces both diesel and alternative fuel engines used extensively in transport, mining, construction and as electrical generator sets, are now aggressively targeting an increase in market share of the trawler and fishing vessel market with a range of diesel engines from 2.8 to 95 litres.

“Service exchange makes real sense as vessel downtime is drastically reduced...:

“Many of South Africa’s and neighbouring countries fishing fleets operate aging vessels which will benefit from repowering with Cummins advanced diesel engines - both as main propulsion units and on board electrical generator sets” said Mark Sylvester, Cummins Marine Sales Manager, whose responsibilities cover the African coastline.

The company has an enviable reputation of producing robust and reliable prime movers and gen sets since its establishment in 1919, with a focus on quality, dependability and the community.

“Outputs range from 2,5 to 3,500 kW, making them ideal for the large number of smaller fishing and support vessels that operate in our waters” explained Mark. “Units are fully marinised and conform to international class types required by maritime authorities” he said, explaining that it already supplies a range of engines and equipment to local boat yards and ship builders.

The Cummins Marine range also includes the Onan product from 4kW through to 80kW in both 50 and 60Hz with functionality to meet customised solutions.

The Cummins service network serves customers through 600 company owned and independent distributor facilities and more than 7 400 dealer locations in more than 190 countries and territories. Facilities that ensure immediate parts availability for service items as well as highly trained technicians that can be despatched to solve customer problems at any operation whether land or sea based.

“In addition to supplying new engines and associated ancillaries, our Cape Town, Durban, Port Elizabeth and Johannesburg facilities have fully equipped servicing, workshop, field service and maintenance facilities and offer service exchange units at a fraction of the cost

of a brand new engine, when customers are really getting a new engine, as all internal components are refurbished or replaced to factory specifications and carry new engine warranties. Service exchange makes real sense as vessel downtime is drastically reduced compared with

overhauling a customer’s original unit, a crucial factor in the fishing industry where vessels need to be at sea 24/7.”

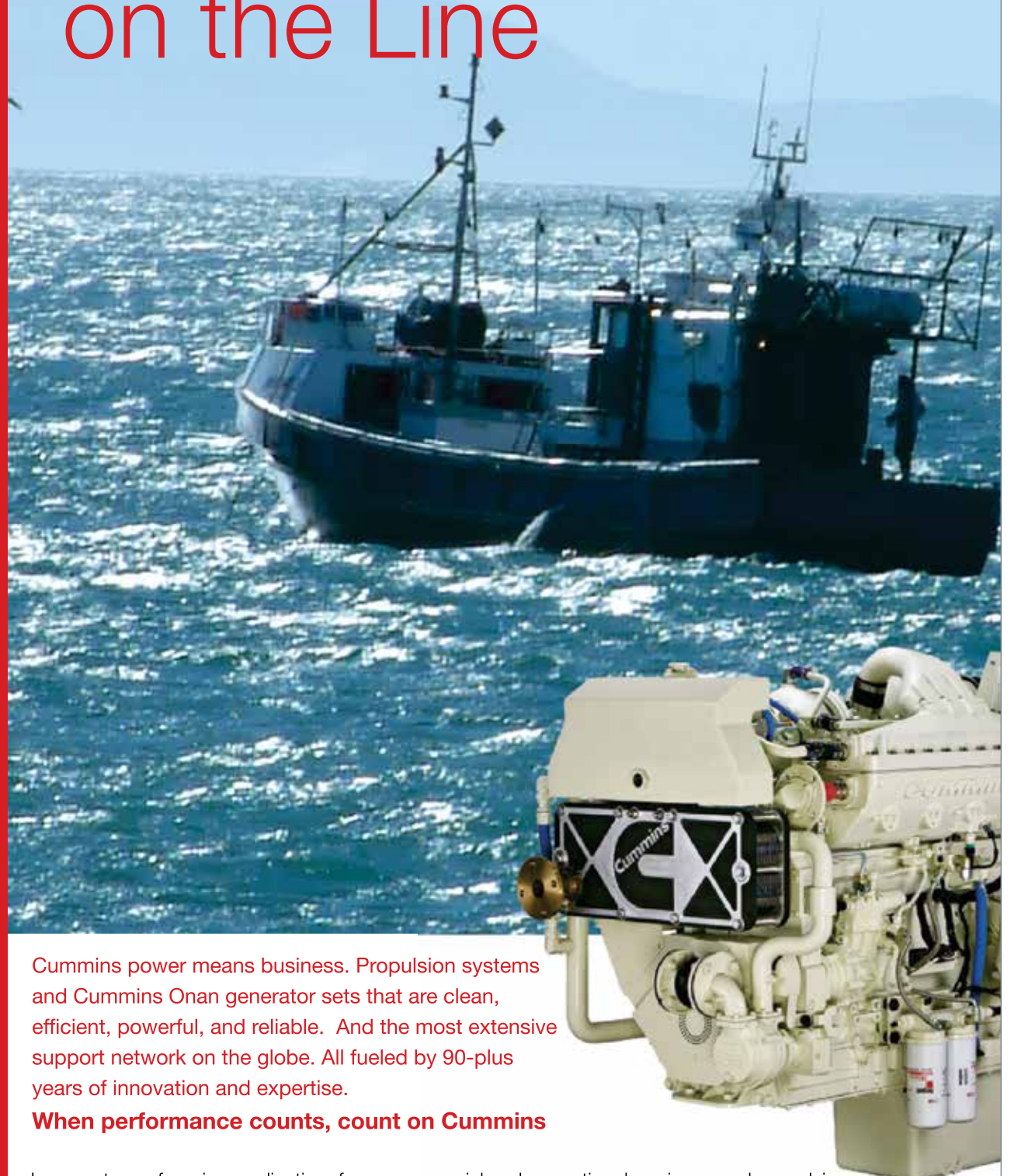
Expansion into the fishing industry is but one part of Cummins Africa strategy. “We see enormous potential on this continent and have Cummins distributors and facilities

for aftermarket support across the continent including Lagos and Port Harcourt in Nigeria, Luanda, Angola and in Walvis Bay, Namibia.

Expansion of our operations continue in Angola to provide services to the offshore mining and oil and gas industries” he concluded.



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Mpact does its rounds for the medical industry



THE Atlantis, Western Cape, plant of the Mpact Plastics division is well-positioned to supply PVC and PET medical round bottles together with accompanying child-proof and tamper-evident closures.

MPACT PLASTICS produces a range of high-clarity PET medical round bottles aimed at the pharmaceutical industry. Available in clear and amber 50ml, 100ml and 200ml sizes, these bottles constitute



a holistic offering for specific market needs. Whilst both PVC and PET bottles offers appropriate barrier properties, PET offers

the added benefit of higher pack clarity.

Mpact offers three closure options, all taking functional and cost requirements into account. The snap-on 3 and 28mm 1810 closures offer a tamper-evident and cost-effective solution, while the childproof closure has added safety benefits.

Across these ranges, Mpact has enjoyed stable growth with the medical round product lines. The company's innovative approach to improving on product offerings is both material and design-based.

About Mpact

Mpact is a leading producer of rigid plastics packaging and cling film, producing a wide array of packaging and serving a multitude of blue-chip customers in various markets, including the food, beverage, personal care, homecare, pharmaceutical, agricultural, industrial and retail markets.

There are eight production centres, located nationally, and four distinct business clusters.

The first, specialising in PET preforms, bottles, wide mouth jars and closures, is situated in Wadeville (Gauteng).

The second, broadly designated as our FMCG (fast moving consumer goods) business, operates from two sites – Pinetown (Kwa-Zulu-Natal) and Atlantis (Western Cape).

The third cluster is Mpact Plastic Containers, which has operations in Atlantis (Western Cape) and Brits (North West) supplying Returnable Transit Packaging (RTP) to the agricultural, automotive, baking, food processing, logistics, pharmaceutical, poultry, retail, waste collection and wine sectors.

Lastly, Mpact Versapak, with plants in the Western Cape and Gauteng, supplies expanded polystyrene packaging, PET and polystyrene trays and PVC cling film to the FMCG, fast food, beverage and agricultural sectors.



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Mpact is a leading producer of rigid plastic packaging, producing a range of packaging and serving a multitude of blue-chip customers within various industries, including products for the food, beverage, personal care, homecare, pharmaceutical, agricultural and retail markets. Products produced from its eight manufacturing sites include: PET preforms, bottles, jars, closures; FMCG containers; plastic containers; styrene, PET trays, and cling film. **Our promise to you: smarter, sustainable solutions.**

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When will marine gems shine again?

COMMODITY cycles come and go - although the Western Cape, not known as a major producer of mineral resources, usually remains largely oblivious to these shifts.

Of course, older readers might remember that the one commodity cycle that appeals to local investors is the marine diamond market. Lately it's been awfully quiet on that front, and perhaps the colourful gem hunting sector is due to rear its head again.

Fundamentally speaking, marine gem efforts should increase over the longer term. Viable land based diamond deposits get scarcer and scarcer, and the ocean remains an under-harnessed source of gems. The high quality of marine diamonds is also not open to dispute.

Perhaps a more immediate trigger is that diamond giant De Beers had - via its DebMarine subsidiary - just made the largest ever capital investment in underwater diamond mining. More on this later in the story - but this event does cast a huge vote of confidence in the sustainability of marine diamond mining efforts.

While there has been scant news on marine diamond mining ventures of late, it is difficult to forget such colourful characters as Sam Collins - who probably personified the marine diamond sector in the sixties and seventies. Collins, it must be said, was one of the few participants that - aside from De Beers - made a viable proposition of marine diamond mining efforts.

The late eighties through to late nineties was also an interesting time for adventurous Cape Town mining companies with Ocean Diamond Mining Holdings (ODM) - spearheaded by Ivan Prinsep and Andre Louw - and Benguela Concessions (Benco) capturing the public's imagination.

In the end it was not only a bunch of imaginative small shareholders that was paying attention - particularly in the case of the productive

ODM. In the late nineties Remgro controlled diamond group Trans Hex Group pitched an offer to buyout ODM. No sooner had Trans Hex advanced on ODM than retail tycoon started accumulating a sizeable stake in ODM - much to Remgro chairman Johann Rupert's chagrin. Wiese built enough of a stake in ODM to emerge as the 'kingmaker'. With Trans Hex reluctant to up their offer price, Wiese mobilised his stake to ensure ODM was sold to rival marine diamond miner Namco at a much higher price.

Wiese - who has a penchant for diamonds (and is now ironically the biggest shareholder in new look Trans Hex) - made a sparkling return on his ODM shares. On the other hand, Namco's fortunes did not endure very long. After some promising production periods, Namco ultimately sank in 2001 after seemingly over-mining its marine concessions. Most of the company was bought

out of liquidation by Israeli-diamond entrepreneur Lev Leviev in 2003. De Beers Marine Namibia (DebMarine) also bought some of Namco's assets - most notably the NamSSol 2 seabed crawler.

Trans Hex eventually acquired most of the assets owned by Benco - whose production record was flawed compared with ODM. This turned out to be a less-than-inspiring deal, and Trans Hex's marine assets were gradually wound-down over the years.

As far as CBN can ascertain Diamond Fields International (DFI) is still scouring the seabed for gems. At last count DFI's offshore marine bulk sampling operations conducted by International Mining and Dredging Holding recovered almost 27 000 carats from its ML 111 concession off the Namibian coast.

While that is encouraging, there have also been two notable casualties. Afri-Can Marine Minerals Corporation - which was

exploring its J-Block concession close to where DebMarine enjoyed huge successes - seems to have slunk off after initially indicating the potential for positive gem pickings. Wealth4U, a fanciful scheme operated by Louis Liebenberg, also run a ground after initial promises that its Namaqualand concessions could yield great wealth. These 'fizzles' certainly a stark reminder that the allure of high quality marine gems are fraught with complications and risks.

The news from state owned diamond miner Alexkor is more encouraging, though. Alexkor's 2016 annual report noted that the performance of the shallow water marine operations along the Namaqualand coast has been extremely encouraging with both the boat and shore units yielding "some unusually rare diamonds of high value".

Alexkor's annual report added that further consideration was been

given to mining the high potential mid-water concessions independently or via joint ventures with new or existing marine contractors.

While Alexkor's 2017 annual report will no doubt be enlightening it's worth repeating acting CEO Vimal Bansi's contention: "I have confidence that marine diamond mining presents a big opportunity for Alexkor, and we will therefore continue with our efforts to access the valuable mid-water assets".

Perhaps what might really underline the potential of the marine concessions off the Namaqualand and Namibian coast is that in June DebMarine Namibia unveiled the world's largest and most advanced diamond exploration and sampling vessel - the mv SS Nujoma.

The SS Nujoma is already exploring for diamond deposits in Namibian waters following its official inauguration recently.

The vessel costs a whopping \$157 million -

which at a Rand equivalent price of more than R2.3 billion is probably worth more than the value of all the small marine diamond miners put together.

Debmarine Namibia is the only company in the world to have sustainably mined diamonds offshore, having started in 2002. The company produced an astounding 1.2 million carats last year.

According to a press statement, the mv SS Nujoma incorporates a range of technologies that allow it to sample faster, take larger samples and collect more information per sample than any other diamond sampling vessel. In fact, it is capable of sampling at more than double the speed of its predecessor. The vessel is impressive - a 12 000 ton, diesel-electric powered vessel that is 113 metres long and able to accommodate a crew of 80. The vessel also has a helicopter deck suitable for Sikorsky S61s.

The vessel was constructed in Ulsteinvik,

Norway and fitted with its subsea sampling system - designed by De Beers Group - in Cape Town.

"Today marks an important milestone for offshore diamond mining in Namibia" De Beers Group CEO Bruce Cleaver said adding that offshore diamond mining was becoming increasingly important in meeting global demand for diamonds as many of the major onshore deposits had already been discovered. "The mv SS Nujoma will allow even more of Namibia's high quality offshore diamonds to be discovered and mined, ensuring a strong future for Namibia's diamond industry, as well as the global diamond market."

Aside from the mv SS Nujoma, DebMarine operates five diamond mining vessels.

Whether the new thrust by De Beers will spur other marine diamond ventures remains to be seen. But if history is something to go by, then expect a few new operators to start making waves again.



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Seawater thermal energy in Cape Town's economic future?

Thought provoking suggestions from Harry Valentine

THE merging of two ocean currents near Cape Town offers many unexplored future benefits that can provide climate control inside large buildings as well as provide an alternative source of potable water.

Overseas Precedents

Many overseas regions experience the combination of cold winters and oppressively hot, humid summers. Many owners of homes and buildings use heat pumps connected to groundwater to provide interior climate control. A weight unit of water provides over four times the heat capacity of the equivalent weight unit of air. Small water pumps operate at double the pumping efficiency as air conditioner cooling fans. A cubic unit of water offers over 3 500-times the heat capacity of the equivalent cubic unit of air. Water heated heat pumps and water-cooled air conditioners use energy more efficiently than air-heated or air-cooled units.

During the hot and humid northern summer, the water department of the City of Toronto in Canada draws ice cold potable water from the bottom of Lake Ontario. Prior to arriving at the water treatment plant, flows through heat exchangers to provide district cooling to office towers located in the city's central business district, eliminating the energy consumed by air-cooled air conditioners. In Hawaii, a technology called OTEC (Ocean Thermal Energy Conversion) generates electric power from the warm surface seawater at 25°C and seawater at 5°C found offshore at 1 000 m depth.

The Precedents at Cape Town

Some 100 km offshore from Cape Town, the seafloor drops to 1 000m depth and 5°C temperature while surface water at Table Bay remains at 15°C. False Bay seawater temperatures remain at near 23°C. It is possible to extend a corrosion-resistant, heat-insulated pipe from near Table Bay to the 1 000 m depth. It is also possible to install corrosion-resistant, closed-loop pipes on the coastal seafloor of False Bay and also offshore near Table Bay. The water-carrying, closed-loop pipelines would be connected to combination heat pump - air conditioner units that would provide interior climate control inside large buildings.

During winter, these units will operate as heat pumps to provide interior heating into large buildings across the central business district, transferring 4 to 5-units of heat energy for every 1-unit of electrical energy consumed. Each cubic unit of seawater will provide 3 600-times the heat capacity of the equivalent cubic unit of air, allowing a closed-loop pipeline on the seafloor to connect to and sustain the requirements of a district-wide heating or cooling system. During summer, Cape Town could save energy by using naturally cold water to cool the interior of an entire district of large buildings.

Summer Cooling and Potable Water

Cold seawater at 5°C piped in from 1 000 m depth would pass through a submerged, counter-flow heat exchanger to transfer the

cold temperature to a water-carrying closed-loop pipeline. That pipeline would sustain district-wide, summertime interior cooling across Cape Town's central business district, reducing summertime building cooling energy consumption by some 90% over air-cooled air-conditioners that would otherwise draw in warm summer air at 30°C, consuming massive amounts of energy to provide cooling. Indirectly, cold seawater could also sustain the operation of commercial refrigeration units as well as commercial size water-from-air extraction technology.

Cold water flowing inside a radiator could allow for extraction of potable water from humid air. In some regions, humid summer air can hold over 1-million litres of potable water per capita. Water extracted from humid air can be sterilized using intense UV-light before being added to the municipal water distribution system or be bottled for commercial distribution. The cold water could sustain operation of dehumidifier-based, water-from-air extraction machines located inside large buildings that are connected to a future district cooling system. Such machines sterilize the water using UV-light and add minerals to enhance its drinking quality.

False Bay Pipeline

A closed-loop water-carrying pipeline placed on the sea floor of False Bay would connect to a district pipeline system to sustain operation of heat pumps located inside large buildings and inside multi-level greenhouses. While outside winter air temperature air at 15°C, air temper-

ature inside the heat-pumped greenhouses could remain at or above 25°C to grow vegetables. The heat pumps would use minimal energy while indirectly drawing heat from the over-20°C seawater temperature in False Bay, allowing greenhouses to grow vegetables that may be sold at competitive prices in local supermarkets.

Depending on the extent of the closed-loop pipeline in and around Cape Town's central business district, there may be scope to connect that district pipeline via an insulated pipeline to a submerged closed-loop pipeline placed on the seafloor of False Bay. During winter, the warmer seawater in False Bay would reduce energy consumption of heat pumps located across central Cape Town. At present, direct electric heat provides interior heating of buildings and a future changeover to heat pumps connected to a water-carrying pipeline could reduce winter heating related electrical consumption by over 80%.

Conclusions:

- The seawater around the Greater Cape Town area can greatly reduce energy consumption related to winter heating and summer cooling of building interiors
- The cold deep level seawater off the coast of Cape Town can assist in extracting massive amounts of water from the humid air blown in by prevailing winds. Such water-from-air extraction would have to occur at locations where air pollution is minimal.

Water storage in record time



WITH climate change threatening our water supply around the world, finding the right water storage solution is paramount to all industrial strategy; whether in town planning, commercial construction, mining, or even in existing commercial setups. The CEO of WaterAid in Canada, Nicole Hurtubise, recently said in a statement, "Extreme weather events resulting from climate change can mean more storm surges, flooding, droughts and contaminated water sources. They can wipe out fragile infrastructure, dry up rivers, ponds and springs, and contribute to the spread of waterborne diseases, making it more and more difficult to provide clean water to those who need it." The MD of SBS

Tanks® was recently quoted as saying that he is passionate about providing part of a solution to this global crisis, "When we started SBS Tanks® almost 20 years ago, we saw the need in this country, and wanted to be part of a sustainable solution. As the years have progressed, we have engineered a unique and world class Zincalume® panel tank that can be constructed in as fast as 4 weeks, and can store anything from 30 000 litres to 3,1 million litres of liquid. Be it potable water or even certain chemical compounds." This kind of speed can fill major gaps in communities that have been impacted by spoiled water, or even fast-growing communities where the installation of a traditional concrete reser-

voir takes too long. SBS Tanks® confirmed their speed of erection in December 2016 when they completed the installation of sixteen 100 000 litre potable water tanks in the Joe Gqabi District in the Eastern Cape. Having started the project in October 2016, all 16 tanks were completed in December, allowing the local communities access to clean, potable water without the risk of running out during high-demand periods. Projects like these confirm SBS Tanks® as significant players in the water storage industry, not only in sub-Saharan Africa, but on the rest of the continent as well. As a proudly ISO 9001:2008 accredited company, SBS Tanks® are leaders in liquid storage in South Africa.

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Daikin launches low profile mini VRV solution

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

A low noise solution, the S-Series is perfect for urban or built-up areas, offering full compliance with building regulations and low sound impact.

Outstanding versatility

The introduction of the new mini-VRV IV S-Series extends the capability of Daikin's mini-VRV range, offering more choice for installers for all types of buildings than ever before. As well as the new, compact, single-phase 4 and 5 HP units (12.1 kW, 14 kW), the standard range of 4-5-6 HP units (12.1 kW, 14 kW, 15.5 kW) - available in either single and three phase - have also been updated from VRV III to VRV IV models. Furthermore, a new range of 8-10-12 (22.4 kW, 28 kW, 33.5 kW) three phase VRV IV S-series units have been added to meet the requirement for larger capacities.

Longer piping lengths allow units to be positioned away from the building for complete discretion and convenience, while front blow units remove the need for ducting, saving on installation costs and allowing units to be fitted in tight spaces previously unsuitable for an outdoor unit. Up to nine indoor units can be connected to a single outdoor unit to meet the needs of larger buildings of up to 200 m².

Uncompromising performance

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

VRV IV's unique Variable Refrigerant Temperature control automatically adapts to the unique require-

ments of the building and climate, significantly reducing seasonal operational cost by up to 28% compared with previous series.

Easy to use centralised controls optimize energy efficiency and mean the system can be set precisely to suit

individual needs, while providing the potential to monitor energy usage across a range of different properties.

The VRV IV technology extends the capabilities of the system, allowing units to be connected to air handling units, air curtains

and residential indoor units to provide a complete air conditioning system.

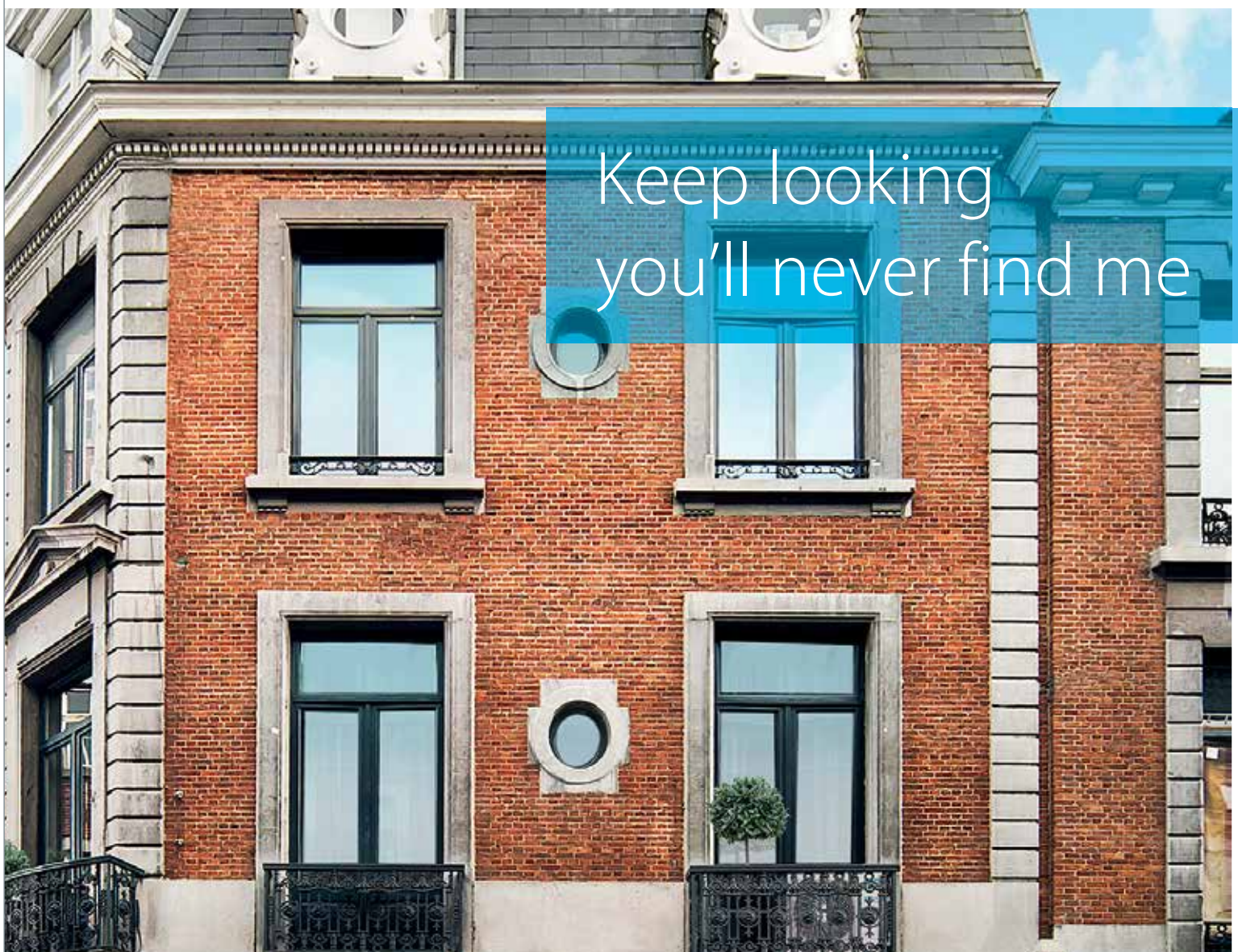
Designed with installers in mind

In addition to the flexibility of its design, the compact size, light-

weight and short profile of the new mini VRV IV S-Series makes it easy to move and install. Professional selection tools are available to assist installers in specification together with the backup of expert technical support from Daikin.



A I R C O N D I T I O N I N G



Keep a low profile

Compact VRV IV heat pumps for residential and light commercial applications.

Less than 1m high, including feet, our new VRV IV S-series compact is the lowest profile VRV unit in the market today. So it's perfect for all kinds of tight spots and urban spaces. Available in 4 & 5 HP, this lightweight single-fan unit joins our newly extended range of double-fan VRV IV S-series, now available from 4-12 HP. Every unit in the range now features VRV IV technology so you can get all the power of a VRV, in the smallest of spaces.

VRV IV S-series



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Maximus and Spartacus are available in sizes 3 – 13 and can be purchased from authorised BBF Safety Group distributors nationwide.

More than you expect

WITH the introduction of the Maximus boot and the Spartacus shoe, Lemaitre sets a new standard in general purpose safety footwear by bringing customers more of the things that matter to them. More comfort.

More innovation. More durability. More quality.

Maxeco – and more

With product design guided and inspired by Lemaitre’s top-selling Maxeco safety boot and Robust shoe, Max-

imus and Spartacus sport the features that made Maxeco a household name in general purpose safety footwear – as well as various product enhancements and innovations. Lemaitre has taken the best of Maxeco, a product that has sold

over 8,7 million pairs since its inception in 1991, and added more of the features that address the needs of today’s customers. These include updated stylings, an added leather collar, reflective strips, a wider sole unit and a host of other

enhancements for improved wearer comfort and safety.

Maximus and Spartacus

The Maximus safety boot and Spartacus safety shoe provide an ideal solution for clients who require protection for an array of environments and applications. Key features of the newly launched products include:

- **Comfort:** Maximus and Spartacus feature several enhanced wearer comfort features. These include a lighter sole unit, a padded leather collar that provides ankle support and a heel grip counter lining to prevent the shoe slipping off.
- **Durability:** Full leather uppers allow the wearer’s feet to breathe and increases the durability and longevity of the product. This enables the employer to extract maximum value from his workplace safety footwear investment.
- **Quality:** Maximus and Spartacus are locally manufactured in an ISO 9001 factory and bear the SANS 20345 quality mark.
- **Safety:** A 3mm wider sole design not only provides increased wearer comfort, but provides improved slip resistance, better stability and reduced shock impact. In addition, a bellows tongue prevents dirt, liquid and foreign objects from entering the shoe and D-rings allow for quick and easy lacing and unlacing. The inclusion of a reflective insert further enhances the wearers visibility evening conditions.

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OPINION

When the law is an ass

Continued from back page

Another Stella Award winner -- also a thief -- hit a bigger jackpot when he could not get out of the house he was stealing from. He was locked into the garage and stayed there for eight days until the owner came back from a holiday.

He lived on dry dog food and a case of Pepsi Cola. He got USD 500 000 (R6,5 million for his pain and anguish). Poor fellow.

When another man was bitten on his backside by a neighbour's Beagle dog, a jury in Arkansas awarded him USD 15 500 (R200 000) plus his medical expenses.

He was repeatedly shooting at the Beagle

with his pellet gun at the time. He had also climbed over a fence into his neighbour's garden to do it.

A restaurant was made to pay a woman USD113 500 (R1,5 million) when she slipped on spilled cool drink and broke her coccyx.

The reason the floor was slippery was that she had thrown her drink at her boyfriend.

None of the above prize winning idiotic situations came close to the overall 2017 winner who collared a cool USD 1,75 million (R23 million).

She had bought a brand new Winnebago motor home. On her first trip on a freeway

she set the cruise control at 120 km/h and retired to the kitchen in the back to make herself a sandwich.

The 10 metre vehicle soon left the motorway and ended upside down in a ditch.

Winnebago was sued for not saying in the owner's manual that you cannot leave the driver's seat once the cruise control is set. Oh, as well as the cash, she got a new motor home.

Winnebago changed its manual.

Truly the law is (sometimes) an ass.

Of course, the US has long been known as a litigious society with everyone taking any excuse to go to

law, but in the last 40 years the infection has spread to the rest of the developed world, probably because of the thousands of aspirant ambulance chasers university law departments have been churning out.

This in turn has created terror among insurance companies and large corporations and spawned the noxious health-and safety-culture that bedevils all of our lives. It has given birth in turn to an entire generation of cry babies blaming everyone and everything for their own mistakes and demanding to be "kept once safe".

It has got so bad in Britain that it seems as

if every spare wall has a health warning poster stating the blindingly obvious like, "Slippery When Wet".

One irritated staff member of a large corporation in Cape Town once replaced the geriatric warnings to "Please Hold the Handrail when Ascending the Stairs" on each landing, and another ordering staff to "Please hold the handrail when Descending the Stairs," with his own posters (in identical typeface).

They read, "Please do not go Up the Down staircase".

It took nine months for someone in the health and safety department to notice.

South Africa's worst black hole?

SOUTH African Airways has become a black hole that is simply consuming the resources of the country and it would be irresponsible to pour any more good money into the failing airline, says the Cape Chamber of Commerce and Industry.

The Chamber was commenting on the government's plan to sell its shares in Telkom to finance yet another bail-out for SAA.

"SAA has had more than enough time to turn its fortunes around and the chances of doing so now must be close to zero," said Ms Janine Myburgh, President of the Chamber.

"We must remember that SAA's main competitor, Comair, is doing well and making a profit in the same market. This tells us that SAA is badly managed and unable to compete, despite the re-



This Zapiro cartoon first appeared in Sunday Times of 27 August 2017.

sources that have been poured into it. SAA needs drastic surgery not bail-outs."

Ms Myburgh said the new danger was that SAA would start losing customers because people did not like losers and that would further reduce its chances of any kind of recovery.

"To sell a good asset like Telkom

shares and use the money to prop up a bankrupt airline with a bleak future does not make any sense. The only thing that we can learn from this sorry story is that the government does not understand business and, for the sake of the country, it should get out of the commercial space. It simply does

not have the management skill to compete in the market place," Ms Myburgh said.

Since 1999, it is estimated that SAA has received more than R30 billion in taxpayer bailouts to stay afloat. According to Free Market Foundation calculations, that amount would have been sufficient to build

more the 500 000 RDP homes, thereby improving the lives of hundreds of thousands of poor South Africans who still have no adequate shelter. Readers are also reminded that in 2005, SAA were given a R45 million fine for "abusing its dominant position in the domestic airline market", the largest ever fine imposed in the history of the Competition Act – for behaviour which with its subsidiary Mango, helped drive competitors Flystar, SunAir, Nationwide, Velvet Sky and 1 Time out of business.

That SAA is a basket case is surely undisputed. But it gets worse. Had SAA been making a profit it would have contributed to the fiscus instead of draining it and at least one other competitor would have been successful thereby contributing to tax revenue and creating employment. Logic and common sense says "Sell it, now and stop the bleeding". Ed.

Fraudulent job adverts using the Life Healthcare brand

FOLLOWING a recent increase in fraudulent job advertisements, Life Healthcare is once again warning the public to be wary of numerous scams that use Life Healthcare hospital names with the aim of soliciting money from potential job-seekers.

The fraudulent advertisements are predominantly placed on recruitment websites or job portals where Life Healthcare hospital names are used to advertise both genuine and fictitious vacancies at Life Healthcare. In some instances appli-

cants are requested to make an upfront payment as part of their application, often as much as R4,000. Once applicants have paid the fee, they receive no further feedback and are unable to contact the person who posted the job advertisement.

"Over the past 12 months the hospital industry has become aware of fraudulent job offers, but we have seen a marked increase in these postings over the past few weeks. Job seekers who apply for hospital positions and are subsequently requested to make

a payment upfront should not part with any money as this is not how we recruit new employees," says Life Healthcare HR Executive, Juliet Mhango.

Mhango urged job seekers to report these fraudulent adverts to the webmaster of the online portals where the advertisements were posted.

"We encourage job seekers to rather visit the Life Healthcare careers page and follow the application process from there", she concluded.

What to look out for in a potentially fraud-

ulent job advertisements:

- The enquiry contact number is a cell number since landline numbers are "out of order"
- A fax number is provided as the only contact method
- The application form requests banking details
- Payment may well be requested "upfront" for administrative purposes and uniforms
- No face-to-face interviews are requested
- Posts do not use

the hospital name in full. i.e. Bedford Gardens Hospital as opposed to Life Bedford Gardens Hospital

- While the position itself may well be an existing vacant position at Life Healthcare, the application process is not legitimate.

If in doubt, job applicants should contact the HR administrator of the hospital in question to clarify whether the hospital has advertised posts on a particular career or recruitment website.

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Recent history and other stolen memories

There was no time for minding one's own business – or for introspection, as The Prof calls it – in the local Pub & Grill. The Learned Order of Conversationalists had a specific purpose in mind on this particular spring evening. In addition to the usual appreciation of the brew master's art and the distiller's magic, of course. We were here to save the country.

The cause of this endeavour was the current leadership struggle in the ANC, our lords and masters. The assumption was that the winner of the leadership contest would become Jacob Zuma's successor as our president and father or mother of the nation. Nkosazana Dlamini-Zuma had an advantage here, we agreed, as she had already been one of the several Mrs Zumas and had thus become the mother or at least stepmother of the nation and Zuma's 20 to 30 children. We were not sure that anybody was counting.

"But remember," reminded Luke the Dude in an attempt at fair and objective reporting, "that Cyril Ramaphosa also has unique advantages. As a former union boss, he has most of the unions behind him. And the unions, let's face it, are the election engine of the ANC."

"That one, Cyril the Buffalo Breeder," nodded Jean-Jay in his Gaelic manner, "that one was on his way to become president once before."

"No man," frowned Luke the Dude, "he was just raking in lots and lots of other people's money and pretending he made his millions by being as good as Trump."

"Useless!" retorted Jon the Joker.

"Ha!" triumphed Jean-Jay. "Maybe Monsieur Luc, that one, he is suffering from the serious loss of his memory, non? Back in the nineties is a long time ago to remember, I know, for some people, but that was when Mandela was going to be president. Not president yet, but going to be. And who did he want to be his deputy? Ah oui, Cyril the Sneaky Negotiator before he became the Buffalo Breeder, that was Mandela's choice."

"Indeed so," confirmed the Prof, "but the scheming Thabo Mbeki soon put a stop to that. Even as Mandela was still thinking his opinions meant something in the ANC, he had to face reality and anoint young Thabo, his old comrade Govan Mbeki's boy."

"Is that really the only choice we've got," wondered Stevie the Poet. "I know the DA is racing fast along its chosen path of being ANC Light, so fast in fact that it has now become ANC Lightweight, with Aloysius Maimane doing a credible imitation of Conor 'Notorious' McGregor. But isn't there another party? Maybe the new slimline Julius Malema and his ANC Heavy, the EFF?"

"Or maybe," ventured Big Ben, "a split in the ANC if the factions won't unite behind the new leader? Then another black majority party could become the government?"

"Not a chance," declared Bob the Book firmly. "Not for any of the above. The ANC did not grab the levers of power and the coffers of

wealth just to give them up again. We will go back to the days of the People's War before that happens."

"Harrumph," exclaimed Luke the Dude, "and what makes you so sure?"

"Well," pretended Bob the Book, "loath as I am to hog the conversation, let me remind you of the ANC's bloody campaign for power – after living on propaganda and charity until 1976. And for this I rely heavily on Dr Anthea Jeffery's research."

"It took them two years to get there, but after the Soweto uprising the ANC and SA Communist Party sent a group of senior leaders to Vietnam in 1978, to learn how to fight and win a people's war."

"Aided by widespread condemnation of the ruling National Party and the launch of an internal surrogate in the guise of the United Democratic Front, the UDF, the South African people's war was launched on 3 September 1984."

"Roads in five townships of the Vaal Triangle were barricaded in advance. Rocks, bricks and some containers with petrol were stockpiled near the homes of councillors. At about 8 a.m. the attacks began. Some leaders wore UDF T-shirts, but these later disappeared. When the violence ended a month later, four councillors and 60 other people were dead."

"At its congress later that year, the SACP was filled with a sense of urgency. The Vaal uprisings meant the end of white rule, they believed, so the time had come to consolidate SACP control over the ANC. At the ANC conference in June 1985 in Zambia, its National Executive Committee became non-racial, allowing Joe Slovo and other communists to gain a dominant role."

"Jeffery quotes then SACP general secretary Chris Hani, saying in 1991: 'We in the Communist Party have ... built the ANC. We have made the ANC what it is today and the ANC is our organisation.'"

"Meanwhile one of the most barbaric forms of murder in the history of human conflict was introduced to intimidate and terrorize black people into total obedience to the ANC: the so-called necklace murder. Victims were forced to drink petrol, while a petrol-filled tire was placed around their necks and set alight. By the end of 1989 an estimated 700 people guilty of no crime other than being in the wrong place or crossing the wrong person were murdered in this manner."

"During the same period the total number of people killed in political violence reached about 5 500."

"The death toll was particularly high in KwaZulu-Natal, where the Inkatha movement fought back, sometimes as brutally as the ANC. And so the propagandists got to work, demonizing Inkatha as "war lords" and "vigilantes" in cahoots with the apartheid government."

"Realizing that apartheid would not endure – and encouraged by the collapse of communism and the fall of the Berlin wall – then President FW de Klerk made his famous

speech of February 1990, announcing the release of Mandela and beginning the process of negotiations."

"So, no more need for violence, right? On the contrary."

"Having failed to infiltrate its MK fighters into the country in any significant numbers, the ANC now simply negotiated the return of 13 000 combatants and, once inside, refused to disarm or disarm them. Violence would be much easier now."

"And its propagandists were as busy as ever. As the unrest and killings increased, the escalating people's war was blamed on a sinister 'third force', supposedly consisting of murderous elements in the police and Inkatha. And De Klerk was gravely accused of doing what, in fact, the ANC itself was doing: talking peace while making war."

"Journalists who should have known better fell for it. Peace monitors who professed independence fell for it. And worst of all, as witnessed by his scandalous capitulation in the face of relentless atrocity propaganda after Boipatong, De Klerk himself fell for it."

"It has to be said though; he had a very capable adversary: Nelson Mandela himself was brought out as the biggest gun in the ANC's armoury. Time and again he used his international standing to create suspicion about De Klerk (by accusing him of killing innocent people) and to rubbish Buthelezi (by projecting him as De Klerk's puppet). Mandela said so and so it was, in the eyes of the media and of the world at large."

"Meanwhile the heartless killing of the innocents continued. Two examples from KwaZulu-Natal:

"In August 1992 a headman at Patheni was approached by five black men in uniforms and balaclavas, claiming to be from the police and asking for the two rifles he was given for protection. He handed them over. Then he and

OPINION

ON THE CONTRARY



.....
Pieter Schoombee
.....

his family were lined up against a wall and shot. But for two badly injured girls, all were killed.

"In October, at the Folweni home of an IFP supporter where an initiation ceremony was in progress, gunmen surrounded the place and opened up with AK-47 rifles. Here, 55 people were shot, 22 of them fatally."

"And so the violence of the people's war neutralized black opposition to the ANC. While at the negotiation table, the same result was achieved by a mixture of violence and relentless propaganda."

"Our political masters in the ANC are no strangers to atrocity and murder. Human life was cheap to them when political opponents were killed by the thousands and it was cheap to them when AIDS sufferers were refused treatment. Also when they aided and abetted the genocidal Robert Mugabe as he stole one election after the other."

"And then there is the matter of the hundreds of criminal charges that may kick in against Zuma if he or his cronies are not in charge."

"So who believes the Zuma ANC/SACP will simply hand over power?"

For a while only the sound of sipping could be heard.

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When the law is an ass

The law is an ass" is usually attributed to Charles Dickens although he was not the first to use it. "Ass" meaning in this case, "donkey".

The phrase refers to a situation when the law does something that is clearly an affront to common sense (which we all know is not common at all).

Indeed, given the essential stupidity of the human race, common sense is a contradiction.

These days, thanks to the Internet, stupid human behaviour can be tracked. One way to see how lunatic people can be is to look up the Darwin Awards which are allegedly given (posthumously) to people who remove themselves from the human gene pool in the most brainless manner.

But there is another award which equally demonstrates human idiocy and adds the silliness of law, especially in the US, a country that should know better.

It is called the Stella Award. It is named after a woman who successfully sued McDonald's for selling her coffee that was hot. Having bought it, she drove off with the cardboard cup clenched safely (she thought) between her thighs. She took the lid off first.

When the inevitable happened she was, well, burnt.

Who would have guessed?

Anyway, she sued the restaurant and, such are the vagaries of the US legal system, she won.

THE OTHER SIDE OF THE COIN



.....
Keith Bryer
.....

Our Stella is not the first person to blame someone else for her own stupidity. There are many other Stella Award winners who made money (lots of it) out of their lack of common sense.

Seven idiots made it last year and thanks to the Internet, here they are for those who do not have time to wander through cyberspace. On second thoughts, maybe they are not idiots. It is the law that is the ass.

Netting a cool USD 80,000 (R1 million, minus the lawyer's cut) was what an American jury awarded a woman because she broke her ankle in a furniture shop when she tripped over a toddler who was running around.

The toddler was her son.

Next for the jackpot was a man in California (of course) who got damages of USD 74 000 (R880 000) because a car ran over his hand.

He was trying to steal the hubcaps when it happened.

Continued on P31

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