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SEPTEMBER 2018


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Profit wheels are turning



A NEW transport juggernaut – driven by some impressive growth engines – has been assembled in Cape Town. Recently new look Hosken Passenger Logistics & Rail (HPLR) was launched and listed on the JSE with a market value of some R1.4bn.

The largest engine in HPLR is Golden Arrow Bus Services (GABS), the Group's major subsidiary that has a history of passenger services in Cape Town for generations.

GABS is a formidable operation with over 1000 buses serving more than 3 100 routes in metropolitan Cape Town during peak hours, and covering a total area of about 2460 square kilometres. Another mind blowing statistic from the HPLR annual report is that the GABS fleet travels 61.5 million kilometres, conveying 55.4 million passengers annually (at a rate of approximately 220 000 per week day).

HLLR is also home to ElJoSa Travel and Tours, a 76% owned subsidiary that operates 32 luxury and semi-luxury coaches in the schools, intercity and tourism markets.

Then there is the 50.6% stake in Table Bay Area Rapid Transit (TBART), which has been an official MyCiTi Vehicle Operating Company (VOC) for the City of Cape Town since 2013.

TBART primarily operates the trunk service along the Atlantic seaboard as well

as feeder routes in Atlantis and the Cape Town CBD.

HPLR also holds a 33.3% stake in Sibanye Bus Services – a joint venture between GABS and two emerging bus operators - Abahlobo Transport Services and Siyakhula Bus Services. The Sibanye venture operates 48 buses and provides services from Atlantis to the Cape metropole.

Arguably the most intriguing part of HPLR is a 33% stake in the N2 Express Joint Venture – a partnership between GABS and Mitchells Plain (Route 6) and Khayelitsha (Codeta) taxi operators.

The joint venture is contracted to operate a MyCiTi service with 40 buses from Khayelitsha and Mitchells Plain to the Cape Town CBD.

HPLR pointed out that the current contract expires in May next year, after which a long term contract will be negotiated with the City of Cape Town.

HPLR CEO Francois Meyer said the performance of the main subsidiary GABS for the year to end March was grounded in its operating division having maintained a consistent 97% efficiency ratio of scheduled trips departing depots according to the official timetable.

"This has distinguished GABS as a reliable and compliant operator of public transport services in the metropole."

GABS posted a 2% increase in profit

for the year - which was heavily impacted by a 30% rise in the fuel price and further exacerbated by the 9% across the board wage determination and a 13% hike in the overtime rate. Meyer said the additional costs were partly offset by improved fuel efficiencies derived from the company's ongoing fleet recapitalisation and the reduction of excessive positioning and dead kilometres.

He said the recapitalisation of the GABS fleet, the harnessing of new technologies (aimed at achieving extended bus life-cycles) and increasing the thresholds of fuel and lubricant usage complimented the range of cost containment measures.

Meyer stressed GABS' resilient performance was supported by a range of training and development initiatives aimed at driving efficiencies across the value chain. "This is testimony to the company's central philosophy of growing its own timber."

He argued this was tangibly demonstrated by the provision of 16 840 training days to its employees – which laid the foundation for 52 internal promotions during the reporting period.

Meyer said GABS' new R30 million Training and Recruitment Centre was completed recently. "GABS is poised to entrench the facility as a centre of driving excellence and a channel for developing skills and competencies that are allied to the commuter bus industry."

He said an application to become an accredited Assessment Centre during the current financial year would broaden the Centre's service offering and effectively position it as an additional conduit for revenue generation.

Meyer said the much anticipated roll-out of the Automated Fare Collection (AFC) system proceeded according to project timelines and the expected results of the system should be fully realised during the financial year ahead.

The AFC system provides for the selling and updating of contactless smart cards at various points, controlling both cash fares and smart card validation aboard buses.

Meyer added that the system would allow for the capturing of invaluable ridership data - which will highlight route and trip efficiencies. "This will ensure that service

Woolworths + UNICEF = improved children's nutrition



WOOLWORTHS has announced a new partnership with UNICEF South Africa to help increase South African children's access to good nutrition.

In line with its aim to support innovative, scalable programmes, the retailer has committed

R4 million over the next 3 years working in partnership with UNICEF to roll out a pilot programme, to improve nutrition for children in 50 under-resourced schools in Gauteng.

In partnership with the Department of Basic Education, the programme will benefit around 50,000 learners in selected disadvantaged primary schools that participate in the National School Nutrition Programme (NSNP). This initiative aims to improve the capacity of about 100 Volunteer Food Handlers, who are local community members to prepare balanced school meals for children under safe and hygienic conditions. Additionally, learners in these schools will be taught about good hygiene practices including the importance of handwashing with soap before eating. The NSNP currently feeds over 9 million learners a hot cooked meal daily.

"UNICEF is playing a vital role in South Africa and throughout Africa to address nutrition and hy-

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Profit wheels are turning

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offerings meet the needs of passengers.”

One of the best performers for HPLR in the past financial year was ElJoSa, which grew its revenue by 22% mainly due to an enlarged customer base and the addition of six new luxury coaches to the 32-strong fleet.

The bottom line is that Meyer believes GABS's track record positioned HPLR to

optimise the range of opportunities that would unfold with government's resolve to transform public transport and the growing demand for bus services in the Cape Town metropolitan area.

CBN, of course, would be intrigued to know when the significance of 'rail' part of the new corporate moniker will become apparent.

High noon for Sherrif at eMedia

IT looks like make or break for e-Media Holdings, the Cape Town-based free-to-air television broadcaster in the next three years.

At the time of going to press CEO Andre van der Veen had unexpectedly resigned as CEO after barely a year in the hot seat. It was hardly the most convenient juncture for Van der Veen – who built a formidable reputation in developing alternative gaming offerings and for extracting value from liquor group KWV – to step away from eMedia.

Over the last two decades e-Media's mainstay operation e.TV has racked up remarkable success – filling the gap for viewers who were not attracted to SABC's offering but found Multichoice's DSTV satellite bouquet too pricey.

The launch of 24 hour news channel eNCA a few years ago also enhanced prospects for eMedia – notably commanding a 50% market share of news viewing audiences in South Africa.

The picture has become a lot fuzzier over the last few years as eMedia has ventured into the satellite broadcasting space with its free-to-air OpenView offering.

The launch, development and marketing of OpenView – which fortunately has the deep pockets of big investors like HCI and Remgro behind them – has cost eMedia a small fortune.



Openview currently broadcasts a number of channels – including e.TV's multichannel offering; eMovies, eMovies Extra, eExtra, eBella and eToonz.

The scoreboard reflects that Openview (inclusive of the e.TV multi-channel business) earned advertising revenue of R60 million and incurred content costs of R173 million. Operating costs including retail subsidies – topped R255 million, and the net operating loss of Openview totalled R367 million (R394.5 million in 2017).

Older CBN readers might remember e.TV suffering some rather severe setbacks in its formative years in the late nineties. Ultimately the strategy paid off, and e.TV has become one of the most respected (and profitable) media brands in South Africa.

But the media game has changed drastically with new international broadcast formats available locally – and sometimes at attractive prices.

So eMedia is understandably adamant that

a multi-channel and multi-platform strategy – obviously tailored for local viewers – should enable the group to provide valuable advertising opportunities for marketers.

In other words a heck of a lot hinges on Openview finding profitable traction...and fairly quickly too.

New CEO Sheriff – who is fortunately an old hand in the fast moving media sector – will need to come out guns blazing. Sheriff previously served as deputy CEO, and is the most experienced television executive within eMedia. He has served the group for over 15 years, and will know all too well the challenges facing eMedia's Openview offering.

Openview was officially launched in October 2013. Despite continued (and expected) upfront losses, the departing Van der Veen noted in his recent annual report that the continued investment in content between April 2017 and March 2018 had seen significant growth across the e-branded channels.

He said the two

movie channels, eMovies and eMovies Extra had performed well. “The introduction of new movie titles being premiered on these channels has enhanced the offering for movie lovers.”

Van der Veen said the Openview offering was further enhanced by the introduction of Kwesé Free Sports and the launch of eBella (a female-skewed drama and reality channel produced by the e.tv multi-channel business) in March this year.

Statistically, Openview is South Africa's fastest-growing satellite television platform.

Van der Veen disclosed that Openview set-top box activations grew at an average of 35 000 per month. This meant that at the end of March this year a total of 1 149 217 (778 493 in 2017) set-top boxes had been activated.

Van der Veen stressed eMedia would continue to invest in premium local and international entertainment as well as news content to strengthen and grow the number of Openview activations.

He pointed out that South Africa's first free-to-air satellite television news channel, OpenNews, is due for launch shortly (*this has since been announced on 28 August - Ed*).

OpenNews will offer viewers an integrated news channel combining short format news, onscreen information and links with selected

social media platforms like Twitter and Instagram as well as a proprietary app.

Van der Veen said further investment in content would see the launch of a two hour block of Afrikaans programming on eExtra and the introduction of new lifestyle and entertainment channels on Openview.

Van der Veen explained that while these programmes and channels would be loss making in the beginning, they were part of the content required to promote set-top box uptake and viewership.

He pointed out that Openview currently attracted about 3,5% of the television audience in South Africa and break-even was estimated to be in the region of 6%. This figure, undoubtedly, will be foremost in the mind of new CEO Sheriff.

On the technical front, Openview aims to bolster the viewer experience by investing in developing the functionality of the set-top box.

The group continues to subsidise set-top boxes, which has helped keep the retail price of the box low.

Van der Veen said a total of R74 million (R99 million in 2017) had been spent on retail subsidies.

Hopefully these investments pay off, and that Sheriff can fine tune operations so that a sharper picture emerges at eMedia's bottom line in the next three financial years.

Cool tool backpack

COMTEST is offering the new Fluke Pack30 Professional Tool Backpack that makes it easy to organize, transport, and access all the tools needed for the day. Designed specifically for an electrician; DMMs, clamps, tools, and accessories, the rugged backpack also protects tools even in the dirtiest of work sites. For digital users, the Fluke Pack30 offers a way to carry all the necessary tools while keeping “hands-free” to use cell phones and tablets.



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- Storage for safety glasses, earplugs, cell phones, valuables, and more;
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Woolworths + UNICEF = improved children's nutrition

Continued from P1

giene of those most in need. We welcome the opportunity to partner with them,” said Woolworths Head of Corporate Affairs, Zinzi Mgolodela.

“Providing nutritious and safe food is at the heart of Woolworths' food business; and it is also a strategic priority for us to partner with organisations

like UNICEF so that we contribute to the movement towards sustainable food security for all South Africans. We are delighted to be funding a UNICEF

and government-led programme that aims to improve children's health and education through access to better prepared school meals.”

Another fishing deal

DEALS in the local fishing industry are now materialising rather quickly with the 2020 long term fishing rights looming ever closer.

The 2020 fishing rights awards are widely expected to shake-up the industry with government's intensified focus on ensuring meaningful quotas to black controlled and community fishing enterprises.

Last month news broke that Port Elizabeth-based empowerment investment company African Pioneer Group (APG) is in advanced negotiations to acquire another 50% of Pioneer Fishing.

APG will buy the 50% stake from long time shareholder Suiderland Development Corporation – but no deal value has been dis-

closed yet.

APG already holds a 40% stake in Pioneer Fishing – a stake it has held since the late nineties.

If the proposed deal for APG to acquire another 50% shareholding is successful, then Pioneer Fishing will rank as one of the most 'empowered' companies in the local fishing sector.

The remaining 10% stake in Pioneer Fishing will remain in the hands of workers – via The Pioneer Fishing Employee Share Ownership Trust.

Talk around the docks is that a black controlled Pioneer Fishing would not only be well positioned to snag lucrative long term fishing rights in 2020, but could also become a prime mover in further consolidation in the local



fishing sector.

In a press statement, APG founder and CEO Stephen Dondolo said Pioneer Fishing would be the first truly African commercial fishing company – “as envisioned by the government as a core element of industry trans-

formation”.

The transaction also bolsters APG's existing East Coast presence in the fishing industry where the group is a 51% shareholder in Port Elizabeth-based Eyethu Fishing (formerly part of Pioneer Fishing).

APG's other interests

include investments in beverages giant Coca Cola South Africa, Appletiser and Caltex as well as gaming interests.

Pioneer Fishing is a well diversified operation with fishmeal and fish oil its two major export products. The company also owns the

popular canned fish brand 'Sea Pride'.

The Pioneer Fishing deal follows hard on the heels of Saldanha-based hake specialist Sea Harvest acquiring Viking Fishing as well as a 50% stake in Viking's promising (and well diversified) aquaculture venture.

Just before the Viking deal was clinched, Cape Town-based Premier Fishing acquired a controlling stake in squid fishing enterprise Tahlado Fishing.

Last year empowerment company TerraSan acquired The Saldanha Group, which is best known for its canned fish products.

Much of the focus will now fall on larger fishing enterprises controlled by large corporations – like Oceana, which has Tiger Brands as a major shareholder, and

I&J, which has AVI as a major shareholder.

There were hints last year that AVI was looking to sell off all or part of its investment in I&J – which comprises a large hake fishing segment, abalone farming and an Australia seafood business. But there have been no further developments on the AVI side.

Oceana – which owns the market leading Lucky Star canned pilchards brand and a sizeable fish oil and fish meal operation on the USA – is also rumoured to be looking to exit certain local fishing segments. There has been talk that Oceana – which looks determined to limit its exposure to the risks of changing quotas – could look to sell off its squid and west coast lobster operations.

Legalise marijuana?

By Rhys Evans,
Director at
ALCO-Safe

THE legalisation of marijuana in South Africa is a topic met with both anticipation and apprehension, depending on your views of the substance. Regardless, should marijuana use be legalised, there are a number of concerns and questions around regulation and control that need to be addressed to ensure the safety of both users and non-users – particularly when it comes to road safety.

As with alcohol consumption, the use of marijuana leads to intoxication. However, unlike alcohol, testing for marijuana intoxication is a lot more complex than simply doing a breathalyser. Laws and limits exist for driving under the influence of alcohol but, as Tetrahydrocannabinol (THC) – the principal psychoactive constituent of marijuana – remains in a user's system for far longer than alcohol does, it makes it tricky to establish limits and laws around marijuana use.

In theory, any person caught with even

traces of marijuana in their system whilst driving can currently be arrested and/or prosecuted, but because it can remain in a person's bloodstream for hours to days after use, a person who tests positive for marijuana isn't necessarily intoxicated. At present, no limit has been established to determine how much THC needs to be present in the bloodstream for a person to be considered intoxicated.

The chance of a driver being tested for drugs in a road block are minimal due to a lack of testing

equipment available to officers and the fact that there are grey areas that need to be clarified and legislated.

Currently, THC can be detected in blood tests, urine tests and saliva tests. Saliva testing would be the most likely to be used to test for roadside marijuana intoxication, but test limits need to be set up in order to establish more than just the presence of THC. The process is also a lengthy one, with results only typically showing within three to five minutes.

Traffic enforcers

are likely to only test based on visual suspicion of intoxication, as the time constraints of saliva testing make it

onerous to test all drivers at, say, a roadblock. Regardless of the actual procedure, it is critical for relevant governing

bodies to be proactive in formulating regulations, limits and testing requirements well ahead of legalisation.

Potain to site

RELATIVE newcomer to the tower crane and hoisting sector, Crane & Hoist SA has secured an order for the supply and erection of a Potain tower crane for the new Stor-Age Self Storage facility being constructed in Craighall.

Louw Smit, sales director of Crane & Hoist Equipment SA, says that the company was able to offer the end user the most appropriate tower crane for the project and at the right price with full back up support over the duration of the eight month hire period.

“It is all very to be able to supply pieces of materials handling equipment, but it is critical to be able to support these sophisticated machines in the field,” Smit says.

“And this is in terms of the safe erection of the tower crane making sure that it complies with all the legislative requirements as well as being able to maintain and service the unit during its usage on site.”

A Potain MDT 98 tower crane was selected for this particular project as it will provide a 1,2 t lifting capacity at a


55 metre radius allowing optimum materials movement on this fast track project. Significantly, this top slewing modular tower crane can be easily adapted for individual sites and brings optimum performance coupled with flexibility to a construction site.

Smit that this particular tower crane was considered ideal for several reasons including that it is fast and simple to erect and that while it only requires a limited footprint it facilitates optimum reach on sites which are constrained.

“This reach ensures enhanced productivity by ensuring that materials can be moved to where required with ease,” he says.


Crane & Hoist Equipment SA was established as a specialist operation that supplies new and refurbished cranes as well as construction hoists to the sub-Saharan markets.

The company provides turnkey tower crane management and lifting solutions, and demand for its services has rapidly gained traction.


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Noisy offices – try a carpet

ALL too often modern designers tend to specify strong materials for offices because of their stylish appearance and durability but - because designers often lack training in acoustics - they don't understand how "noisy" this kind of design can be, says international acoustics authority, Julian Treasure.

Treasure, chairman of the London-based The Sound Agency, says poor acoustics increase noise levels dramatically – and the louder the noise, the greater the negative impacts on staff's output and health.

"Much of the sound in typical workplaces is undesirable: ringing phones, electro-mechanical noise, other people's phone calls etc. This, to put it bluntly, is noise. Noise is bad for business - so it's important for designers to have a thorough understanding of how this affects staff and how best to improve offices with optimal acoustic adjustments," he states.

Flooring can play



Acoustics influence productivity in the office environment, says leading SA flooring supplier, KBAC Flooring.

a major role in such acoustic adjustments, says leading SA flooring supplier, KBAC Flooring.

The company – which is celebrating its 50th anniversary in 2019 - believes that important acoustical elements, such as the correct choice of flooring and furnishings, should be addressed right at the outset: at the design stage.

Neil Duncan, director of KBAC Flooring, explains: "Carpeting absorbs far more airborne sound than other flooring materials

can absorb. Typically, the thicker and higher quality the carpet, the better it will be at absorbing sound – particularly high-frequency sounds.

"The acoustic requirements of an interior vary from project to project, and building to building. Improving the intelligibility of speech in a meeting space will require different solutions to those required to create a feeling of privacy in open plan offices. The size and shape of a room also plays an important role.

"Chairs being moved or footsteps on a floor are examples of impact noise. A good acoustic environment is always the result of many factors, including choice of ceiling and acoustic panels. But to effectively control noise from footsteps and other impacts, no flooring alternative is more effective than carpet," Duncan adds.

He says wool carpets particularly can create more comfortable working environments. "Wool flooring dampens noise and reduces sound transmissions between floors and rooms. Sound is transmitted by the vibration of air molecules. The fuzzy porous structure of wool carpets and soft furnishing mean that sound waves penetrate the pile instead of being noisily reflected into a room. Wool carpets are extremely effective sound absorbers because the individual fibres, tufts and underlay have different resonant frequencies at which they absorb sound," he comments.

Gift packs commemorate Madiba's centenary

THE Distell Group is commemorating the 100-year legacy of Nelson Mandela, by releasing a once-off, limited-edition gift pack comprising a 750ml bottle of Van Ryn's 27-year-old potstill brandy, and a 750ml bottle of Bain's 15-year-old single grain whisky.

Only 2 000 of these special packs have been produced, intended as gifts for a hand-picked selection of prominent guests who attended the 16th Nelson Mandela Annual Lecture at the Wanderers Stadium in Illovo, Johannesburg, on Tuesday, 17 July. The lecture, ahead of Nelson Mandela International Day on 18 July, was delivered by former US President, Barack Obama. This is Obama's second official visit to South Africa.

The last time he addressed a South African crowd was at Mandela's public memorial service, in 2013.



Says Dennis Matsane, who heads up Distell's communications department: "It's an incredible honour for Distell and two of its award-winning brands to be part of this year's centennial celebrations, paying homage to the memory of Nelson Mandela, his leadership, as well as the unbelievable milestones he achieved during his lifetime. We are both humbled and excited to be involved and to share two exclusive, limited-edition alcoholic beverages with some of those attending the annual lecture. "The Van Ryn's 27-year-old brandy

reflects the period of time (27 years) that Mandela spent behind bars, split between Robben Island, Pollsmoor and Victor Verster prisons.

"Meanwhile the 15-year-old Bain's whisky expresses 15 years since the launch of the 46664 HIV/Aids awareness and social justice campaign that aims to honour Mandela's humanitarian nature."

The two exclusive Van Ryn's and Bain's products were offered for tasting at two intimate events for invited guests, in Johannesburg and Cape Town during August.

Helping Hand for Building Entrepreneurs

ABSA is changing perceptions of the way we think about financial institutions, particularly when it comes to entrepreneur development. Its Shared Growth Strategy is designed to assist emerging small and medium enterprises (SMEs) in South Africa to grow and prosper through various Enterprise Development (ED) initiatives, while adding to shareholder value. These initiatives contribute to the wider national agenda to promote a thriving SME sector that enables economic and social development in the country.

Absa has ring-fenced funds for development finance, with funds being advanced under an Enterprise Development Programme. Access to Non-Financial support is regarded as crucial as of the 80% of SMME's which fail within the first year – 67% fail due to ineffective management and positioning.

There are ten ABSA Entrepreneurship Centres around the country, located in all the major business centres which provide the following interventions:

- Entrepreneurial mind-set development
- Identification of problems and the development of creative solutions to overcome these
- Validation of business ideas
- Development of a viable business concept

Entrepreneurs are empowered with:

- Basic entrepreneurial acumen
- Business tools to develop business understanding
- Financial and business models
- Resources for success
- Pitching skills and a pitch deck

An example of an enterprise development initiative facilitated by Absa's Western Cape enterprise development team is Rise, a fintech innovation hub in Cape Town. The

intention for Rise is to lower the barrier to growth for women entrepreneurs by supporting them with access to a space and community that can help fast-track their personal and professional ambitions via mentorship, access to markets, and access to learning and skills development opportunities. The ultimate objective is to support the power of small businesses and is a perfect example of co-creation for shared growth.

In June this year Rise selected five black women in technology entrepreneurs to participate in an entrepreneurship assistance programme, hosted at the Cape Town facility. The technology sector is an area that requires support in terms of driving diversity and inclusion. The purpose of the initiative is to lower the barrier to growth for women entrepreneurs by supporting them with access to a space and community that can help fast-track their personal and professional ambitions through mentorship, access to markets, and access to learning and skills development opportunities.

The women entrepreneurs were specifically selected for the important role they play in driving economic growth – research has found that women in developing countries are largely prevented from harnessing their full potential due to a lack of funding, regulatory restrictions, lack of training and socio-cultural restrictions. The participating start-ups were selected based on a number of criteria. They had to be early- or seed-stage entrepreneurs with novel and potentially disruptive patented technology. The affordability of their solutions and value to their respective communities were aspects that were also considered. So too were the expected development and growth potential of test products, current clients and business traction.

The chosen entrepreneurs went on an intensive, 12-week boot camp that culminated in a funding pitch to potential investors at Rise.

Following intensive coaching during the boot camp, the five selected founders had an opportunity to attend monthly networking events with tech experts and investors to ensure they were pitch ready.

The following five entrepreneurs were selected to participate:

■ **Lily Brinjal**, founded by Miriam Vallie, is an online store boasting beautiful, locally-produced items by tapping into Cape Town's creative pool of talent. Vallie provides a platform for the public to access these local products.

■ **Boudoir Box** is an online store focused on sourcing locally-produced, luxury, and designer lingerie for the plus-size market. Founded by Tarryn Cardre Abrahams, this unique e-commerce store includes a subscription pamper box.

■ **SintuOnline**, founded by Mpho Kate Sekwele, aims to promote African heritage to a global customer base by providing a platform for African designers and craftspeople to showcase their products. Sekwele focuses primarily on women and, through the site, aims to assist them to scale their businesses.

■ **Rydwith Holdings Security Tech** provides a quick response for people to get out of danger. Founder, Santana Iya, has developed a wearable panic button that allows the user to share their location coordinates to local police, private security and loved ones.

■ **Zedek Fibre Telecomms** is a unique fibre infrastructure provider committed to enabling internet connectivity for all. Catering for both homes and businesses, founder Lizzy Katlego Mabena has a strong focus on schools, hospitals and hard-to-reach communities.



Consumer spending ups sales growth



TOTAL South African retail sales for May 2018 grew by three percent year-on-year excluding the effects of inflation, compared to the 3.1 percent year-on-year growth recorded in May 2017. This is according to the Mastercard SpendingPulse May 2018 report, which provides a macro-economic analysis of retail spending trends in South Africa.

The report shows that inflation in South Africa continued to moderate in May 2018, marking the 17th consecutive month that inflation contributed a declining proportion to overall retail sales growth. Total retail sales growth, including the effects of inflation, grew 5.6 percent year-on-year, meaning that higher prices contributed only 2.6 percentage points to total growth.

The year-on-year increases in total retail spending, both including and excluding the effects of inflation, are

the lowest recorded yet in 2018. This still reflects a healthy outcome for the month since it builds on strong performance in May last year, which showed 2017's highest monthly retail sales growth including inflation and its fourth-highest monthly growth excluding the effects of inflation.

The general dealer sector once again underperformed the rest of the retail market. General dealer sales volumes, excluding the effects of inflation, declined 3.5 percent year-on-year for May 2018. Including the effects of inflation, general dealer sales increased 3.2 percent year-on-year.

Inflation contributed 6.7 percentage points to general dealer sales growth for the month. This compares to the 7 percent inflation contributed to growth in April 2018. Food price inflation is declining, but high unemployment and

low wage growth appear to be affecting the general dealer sector of the retail market more severely than others.

Pharmaceutical, medical goods, cosmetics and toiletry sales volume excluding the effects of inflation grew 6 percent year-on-year for May 2018 – the highest growth rate in 2018. Inflation contributed 3.6 percentage points to growth in this sector.

Sarah Quinlan, Senior Vice President of Market Insights Mastercard, commented, "The South African consumer is cautiously managing cash flow, diverting some savings from lower food prices to spending on items like cosmetics and toiletries. Though there has been a moderation of inflationary pressures in many economic sectors, a small uptick in oil prices in May, high unemployment and low wage growth continue to restrain spending."

Quinlan added, "We will continue to track factors like oil prices, private sector credit, impact of currency changes and the global trade situation. If those start to ease, we would expect a rise in retail sales in the future. However, a strengthening US dollar could negatively impact the economy by increasing inflationary pressures, something we will be watching for in the future."



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Two CT business women receive awards

TWO outstanding Cape Town business women will travel to Shanghai in China during September to receive awards from the International Women's Entrepreneurial Challenge (IWEC). Jill Bysshe and Jaqueline Naughton both run businesses with an annual turnover of more than R20 m. They were nominated by the Cape Chamber of Commerce and Industry.

Jill Bysshe runs Neo Trading, distributing natural and organic products. Six years ago it represented only 12 brands. Today it distributes 50 brands and turnover has increased more than 20 times.

Jaqueline Naughton is in the call centre business. BYC provides consulting and training services which started as a one-woman business and has grown to a team of 130 during the past 17 years.

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Use cheap pump hose at your peril

HOSES are the single most important component for the efficiency of a hose pump.

The life of a hose pump drive is directly affected by the quality of the hose that it uses: its construction and especially its surface finish. Here we explain the risk of putting cheaper hoses in your Bredel pumps.

If the wall thickness of the hose fitted into the pump varies by only 1mm, the life of the hose is reduced by at least 25%. But that is not all that suffers, and the results can be expensive maintenance and spare parts.

As the pump hose is occluded between the rotor shoe and the pumphead casing, it is important that the wall thickness is same throughout the hose length. If the hose wall is smaller, it will not be sufficiently compressed (occluded) between the shoe and the pumphead casing and backflow will occur, affecting both efficiency and hose life in a very negative way.

Conversely, hoses with a larger and irregular wall thickness will not fit between the pump casing and

the rotor shoe and the resulting forces must be absorbed within the pumphead. The shoe and the rotor are fixed with bearings into the pump casing and do not compensate for the unevenness of the overall hose wall thickness. Hence, fluctuation of the wall thickness generates significant forces on the pumphead bearings, increasing temperature and reducing their life drastically. In the worst case, the bearing housing or the pump housing may also break.

Bredel precision machine the hose outer surface to ensure that the difference in wall thickness between ALL hoses is not more than +/- 0.2 mm of the specified size. There-

fore, changing the hose does not require adjustment of the height of the rotor shoe by shimming and both pump performance and hose life will be greater.

If a non-machined hose has a tolerance of +/- 0.5 mm, the change in the force generated by even one additional millimetre is very steep. Tolerance +/- 0.2 mm in wall thickness ensures that the rotor compresses the hose with a force of 4 ... 5 kN, or 4-5 tons. If the tolerance is in the range of +/- 0.5 mm, the resulting force is in the range of 4 ... 16 kN, that is 4 ... 16 tons! When considering a new hose for your pump, ask yourself if it's important to pur-

chase a cheaper non-machined hose which you may have to change more frequently, with high resulting downtime and greater lubricant costs incurred. Or, if these benefits of a precision machined Bredel hose outweigh that slightly lower alternative hose cost

- Less frequent hose changes, which also means less lubricant consumption and a further 15% cost saving
- Greatly reduced downtime
- Improved safety and less cleaning
- Lower energy costs
- New hose materials specifically for abrasive applications, double service life.



New heavy-duty engines

THE new Cummins ISG range of diesel engines has been developed specifically for heavy-duty commercial applications such as construction tipplers, tractors, and forklifts.

Cummins Sales and Business Development Manager Bo Fu (Bob) explains that the ISG is available in 10.5 litre

and 11.8 litre displacements, ranging from 228 kW to 382 kW, in order to meet a broad range of on-highway market requirements and emissions standards.

The Cummins ISG series features a sculptured block that retains high rigidity while removing unnecessary mass. Weight-savings are enhanced further by the use of composite materials for the oil pan and valve cover. This results in a low engine weight of only 862 kg, while retaining all of the structural strength and durability that characterises Cummins' heavy-duty engines.

The Xtra-High Pressure Injection (XPI) fuel system delivers multiple injection events driven by high-precision electronic controls, contributing to an impressive torque peak torque of nearly 2 300 Nm, in addition to a torque rise as high as 60%. This translates into an exceptionally fast response to increasing load factors from low engine rpm.



The low-weight design of the Cummins ISG series means that more payload can be delivered, making it the ideal power solution for heavy-duty trucks in long-haul, regional-haul, and vocational applications, as well as buses, motor coaches, fire trucks, and recreational vehicles.

Streamlined architecture means 50% fewer parts for improved reliability and ease of servicing, while the integrated engine brake delivers 50% more braking horsepower than 'bleeder' compression brakes, which enhances down-

hill control and safe vehicle operation.

Fleetguard two-stage fuel filters with NanoNet™ media provides protection against damaging particles down to 5 μ, while the Fleetguard StrataPore™ oil filters are pre-charged with chemical additives for extended drain intervals of 100 000 km.

"The ISG engine family is unique to Cummins, giving equipment manufacturers an extremely efficient and cost-effective power unit, backed by the renowned dependability of Cummins' engines," Fu highlights.

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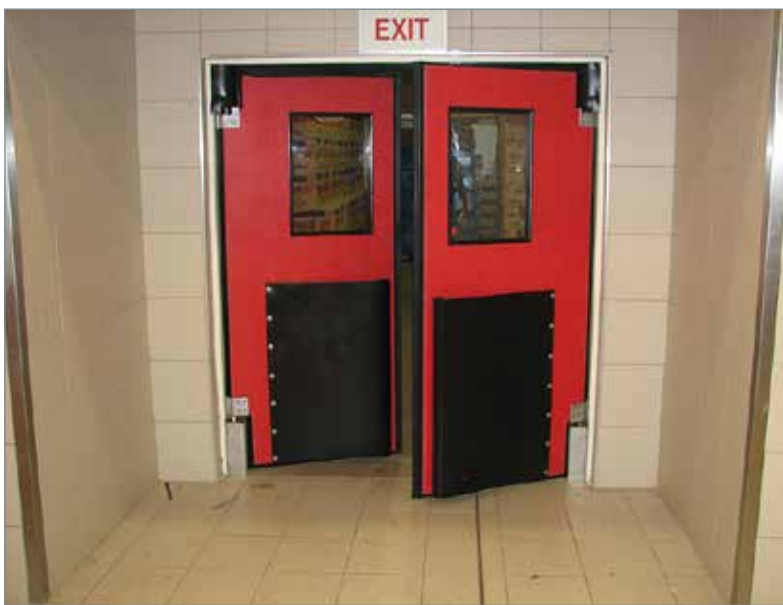
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Attractive and tough traffic door

THE Apex SR 9000 insulated impact traffic door is considered by many as the most cost effective answer, combining proven construction offering years of dependable operation while maintaining an attractive appearance. Add to this its minimal maintenance requirement, and it is clear why demand is increasing of this locally made door.

The fully gasketed Apex SR 9000 heavy duty impact swing door is locally manufactured to customers' specific requirements. Its patented "honeycomb" framework and flexible urethane foam insulation gives the door optimum stability and superior soundproofing qualities. This is achieved by



The Apex SR 9000 impact traffic door is available in a choice of six colours.

injecting high density non-CFRC urethane core into the hollow shell of the door.

Lightweight but ro-

bust, the Apex SR 9000 door is engineered to withstand heavy traffic and impact. High bumpers are fitted to

the door panel to further absorb impact from manridden vehicles and carts. This also reduces stress on

hardware and mount assemblies.

In addition, the perimeter edges on the door panels are bull nosed with a minimum radius of 8 mm preventing excessive wear on the edges.

The seal complements the insulated core reducing energy flow between environments, another plus factor.

The rugged 3 mm ABS outer facing of the Apex SR 9000 door is available in a variety of colours and it is impervious to moisture, acid, petroleum products, salt solutions, animal fats and insects. It retains its physical properties in temperatures as low as minus 40° C and it will not chip dent, peel, pit or corrode.

R7,25bn renewables projects = 284MW

AFRICAN renewable energy development platform and power producer, BioTherm Energy has reached financial close on a 284MW Portfolio of Wind and Solar Projects in South Africa as part of the Fourth Round of the South African Renewable Energy Independent Power Producers Programme (REIPP). The four projects, which will begin construction shortly, are estimated to be fully operational by 2020. The projects further evidence BioTherm's expansion and consolidation of its leading development footprint by providing, clean, affordable and reliable electricity. The projects are as follows:

- EPC provided by ET Solutions AG

Aggeneys – 45MW Solar PV

- Expected to reach commercial operations by Q3 2019
- EPC provided by ET Solutions AG

The total cost for the portfolio of projects is approximately US\$500 million (+/- R7,250bn). All four projects have 20-year inflation linked power purchase agreements (PPAs) with Eskom, the South African national utility, and are backed by sovereign guarantees provided by the National Treasury. Further to the local jobs that will be created during construction offering employment prospects for the surrounding communities, each project has committed a percent of revenues towards economic development and socio-economic development initiatives in education, rural development, the empowerment of women, healthcare and enterprise development.

On reaching financial close, Steven Mandel, Director on Denham Capital's International Power Team and Board Member of BioTherm commented: "We are very pleased with the sustained momentum BioTherm has been able to maintain in building its already strong position as a leader in South Africa's renewables sector. Despite recent uncertainty in the market, the team has worked very effectively with all stakeholders to ensure these important projects are progressed, which will play a role in securing much needed clean energy for South Africa's future, while economically enabling the surrounding local communities."

Jasandra Nyker, CEO of BioTherm Energy commented: "The BioTherm Team is glad to have finally closed these projects and looks forward to reaching commercial operations as planned. The closing of these projects is a major milestone for BioTherm and serves as a strong testament to the high calibre local team."

Presently, the company's pipeline consists of more than 2GW of wind and solar projects, of which it has secured PPAs and nearing construction on over 440MW across in South Africa, Ghana, Cote d'Ivoire and Burkina Faso, outside of the REIPP program.

Golden Valley – 120MW Wind

- Expected to reach commercial operations by Q4 2020
- EPC provided by Goldwind

Excelsior – 32MW Wind

- Expected to reach commercial operations by Q4 2019
- EPC provided by Goldwind

Konkoonsies II – 86MW Solar PV

- Expected to reach commercial operations by Q1 2020

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Pump manufacturer upgrades its local facilities

KSB Pumps and Valves has boosted its visibility in the Western Cape region with a substantial investment in new premises in the centrally located business district of Brackenfell. Closer to its ever-expanding customer-base, the new offices in the Brackengate Business Park provides easier access for walk-in customers as well as providing a springboard for the global pump manufacturer to service its growing customer base within the region. According to KSB branches and dealer manager, Francois Naude, the company continues to experience good growth within the region and the modern appearance and functionality of the new facility is in line with its corporate vision and future growth plans.

Human interactions

"With much of our business being based on consultations and technical discussions we have paid particular attention to making our meeting facilities more comfortable and productive. Our new facilities have therefore been comfortably furnished and outfitted with the necessary equipment to facilitate easy connectivity to meet our client's communications requirements. "Large new stores have also been designed to meet the growing demand for pumps, valves, spares and accessories for years to come. The new building also incorporates an upgraded service centre that caters for the full range of KSB products within the region as well as for specific industry application pumps. This improves logistics and ensures even quicker turnaround times and at the same time maintaining and improving KSB's overall quality. "With our Western Cape market still centred on agriculture, maritime, heavy industry, water and other types of pumps, we have baulked-up our stockholding of those products, as well as general products for almost any application. Our new facilities also give us the space to become almost entirely self-sufficient with access to the full range of KSB products and access to the best technical resources available," says Francois.

Home-grown solutions

He adds that KSB Pumps and Valves believes in local solutions, from the local manufacture of pumps in South Africa, to the employment of local staff as far as is possible within its regional branch network. This ensures that the company's representatives are familiar with the local markets, trading conditions and customer requirements and the Cape Town branch is no different. "In Cape Town the importance of relationships cannot be overestimated, and we believe that people still buy from people that have the right products and technical expertise. While there may be many new brands out there, our aim is still to sell solutions that are based on customers' needs throughout the entire lifecycle of a product. "In order to add value beyond our powerful brand



KSB Pumps and Valves Cape Town staff at the opening of the company's new premises in Brackenfell are front: Michelle Thyssen and Talita Rauch. Back: Donovan James, Andre Smidt, Gerard Matroos, Werner Ras (branch manager), Darren Ward, Warren Phillips and Craig Paulse.

name we still believe that knowledge of the market and customers' requirements are of utmost importance. In addition, we are fully committed to equal opportunity for all and the sustainable development of our country and as a result KSB Pumps and Valves has recently become a level one B-BBEE company." In addition, we support the Government's initiative to drive local content."The Cape Town



KSB Pumps and Valves new premises in Brackenfell.

"Our new facilities also give us the space to become almost entirely self-sufficient with access to the full range of KSB products and access to the best technical resources available..."

branch manager, Werner Ras and team of experienced staff, invite existing and new customers to pay them a visit to view the new premises and look at the vast range of pumps available.

Contact the branch on (021) 982-6410 or email werner.ras@ksb.com

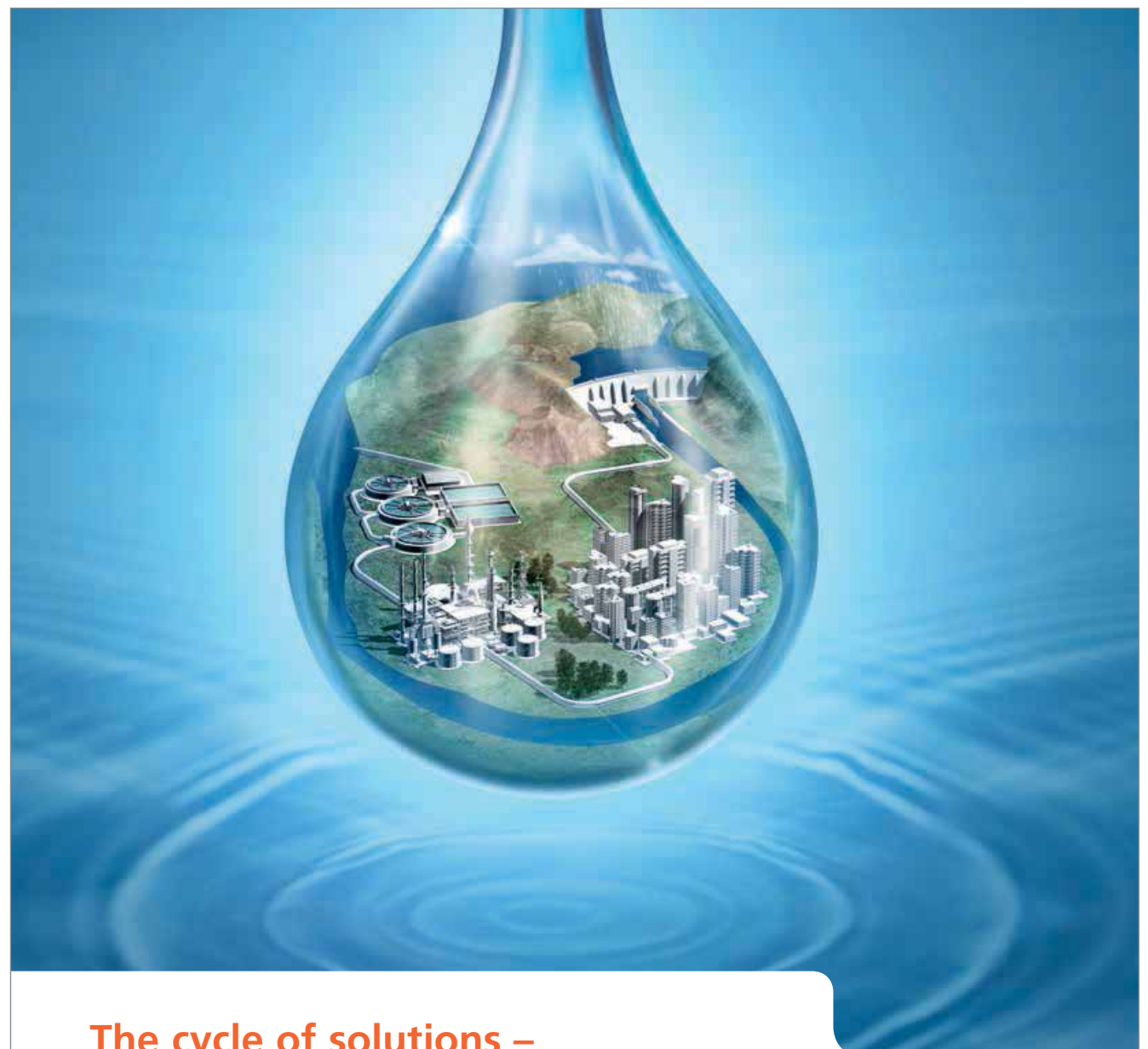
New impeller improves pump suction

KSB Group has developed a special impeller to further improve the suction characteristics of its Movitec multistage high-pressure pumps.

The new impeller is particularly useful in applications with critical inlet conditions such as boiler feed applications, as well as low level suction applications or fluids at higher temperatures. These conditions are not always suitable for standard pumps, as pressure drop in the intake area can cause cavitation in the first pump stage, resulting in excessive wear of pump parts or motor bearings as well as a reduced service life of the pump due to damaged parts and an unbalanced hydraulic system.

The new impeller is offered as an alternative to the standard product. When developing the new impeller, KSB's design engineers went to great lengths to ensure it can be used with a number of Movitec variants without necessitating modifications to the outer pump casing. The new impeller features a modified inlet diameter, vanes that allow a slightly diagonal throughflow and a newly designed stage casing, all of which serve to substantially improve the pump's NPSH curve.

The multistage centrifugal pumps from KSB's Movitec range are designed for handling fluids such as water, coolants, condensate and mineral oils. They are ideal for a wide variety of applications ranging from industrial boiler feed installations in steam circuits, recirculation and fire-fighting systems, cooling water circuits and washing plants to pressure boosting in general process applications.



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Solving chemical problems for 10 years



Team Orlichem – set against the company's store of more than 400 specialised products.

ORLICHEM, a speciality chemicals business that formulates and manufactures in-house, celebrates a

10 year business milestone in September 2018. Founder Ryszard Orlik established the

business with his wife Beverley and one staff member Alvin Lamberts in 185m² premises in Killarney Gar-

dens in 2008, after spotting an opportunity for a niche bespoke chemical business that would serve the Western Cape, utilizing home brewed formulations.

Orlik's foresight of becoming a local supplier of speciality chemicals principally to the marine, industry and Industrial sectors wasn't some shot in the dark – his background had been in the chemicals business as a major producer before being involved in the sale of the family business to a JSE listed company, but found the corporate environment stifling and inflexible.

"Within two years of establishing the busi-

ness with one mixer, we had expanded and needed more space. Over the next few years we expanded twice more taking an additional 640m² factory space, when an adjacent factory space became available" said Orlik.

"Acquiring the Hudson Chemicals business in 2015 necessitated another move, this time to our present premises in Parow Industria where we occupy a 3 000m² site with 1 600m² under roof and employ 32 staff members, including Alvin!

"Our current delivery fleet of six vehicles serves the greater Cape Town area and a network of distributors satisfies customers further afield" he explained.

Orlichem produces over 120 tons of formulations each month, with a chemical range comprising more than 400 specialised products, widely used in the marine, engineering, laundry and hospitality, food and beverage, mining and domestic applications.

Orlik believes that its formulations have become the standard in many industries as they are effective, many carry International accreditation and Orlichem's operations are ISO quality certified.

Much of the product range is biodegradable, environmentally friendly and fully soluble in fresh or sea water, which is particularly important for marine customers who have to comply with international standards of responsible disposal.

Marine

Orlik estimates that about 80% of the ships chandlers and agents in the Cape Town area rely on its cleaning and chemical treatments for ship-board use. "More than 60 vessels that ply their trade in African waters use Orlichem products on board. Typically these include rust removers, heavy duty degreasers, air system products, biological active cleaners and treatments for bilge cleaning, boiler treatment, coating & residue removers, cooling water treatment, corrosion control, electrical cleaners, evaporator and fuel treatments, oil spill dispersants as well as ballast and potable water treatments.

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

Laundry, hospitality and food & beverage

"The laundry, hospitality and food and beverage sectors are a vital part of the Cape Town tourist economy and high levels of cleanliness and hygiene that match international norms are a prerequisite. Our range of laundry products is used in most of the prestigious hotels in the Cape and includes various liquid and powder detergents, bleaches, fabric softeners and stain removers; but our specialised technical consultants will formulate individual products to meet

more demanding requirements".

Orlichem quality chemical solutions cover the demands from all types of food processing facilities - dairy, baking, meat, poultry, to livestock farms, wineries, beverage manufacturers, brewing and bottled water, dairies, bakeries, hotels, restaurants and food retailers.

"The world's worst listeriosis outbreak here in South Africa highlights the need for absolute hygiene in food processing factories and facilities and as such we provide a complete range of products covering bottle washing, process machinery cleaning products including degreasers, descalers, disinfectants, floor cleaners, general cleaning, hand care, lubricants and speciality surface cleaners, amongst others" he said.

Industry & Engineering

Orlichem has product formulations that meet general and specific chemical cleaning applications, such as coating and residue removers, corrosion control, degreasers, electrical cleaners, engine cleaners, special steel cleaners and vehicle maintenance products.

"We are particularly proud of the fact that all the ingredients for our formulations are from locally sourced products eliminating the need to import products from overseas. Besides supporting local raw material supplies industries, local sourcing translates into stable, highly competitive pricing.

"Our reputation is based on understanding our customer's requirements, providing products that work, at a competitive price and backed up by exemplary service and delivery.

"We can confidently claim that over the past 10 years, we haven't encountered a cleaning or treatment issue that we can't beat, but we're prepared to be put to the test!" enthused Orlik.



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SOLVING SEEMINGLY UNSOLVABLE CLEANING PROBLEMS

The alarming disadvantages of home security systems

COMPARED to newer 'smart' counterparts, traditional security systems are becoming outdated, costly and inefficient – and even worse – they aren't even that great at preventing burglaries.

This is the contention of Meraj Hoda, Vice President – Business Development at Ring.



Meraj Hoda, Vice President – Business Development at Ring

Security systems are poor at burglary prevention

To start, they have many of known technical limitations:

- Burglars have become skilled at noting the common locations of motion detectors, and can avoid setting them off, according to the FBI
- Some systems are susceptible to signal interference, with some cases of farm invasions in South Africa having used alarm and cellphone interference technology to access the property
- Burglars have also learned how to disarm them, according to research by UNISA
- Security systems may not work during power

outages, leaving your home vulnerable

False alarms

Did you know these 'alarming' facts about false alarms, as discovered by the authors of Freakonomics?

- Between 94 and 99 percent of burglar-alarm calls turn out to be false.
- False alarms make up between 10 and 20 percent of all calls to police.
- False alarms cost us billions every year.

Additionally, repeated psychological studies show that false alarms (also referred to as detection theory) reduce

our reaction when a real alarm happens. An MIT paper found that response times to alarms reduced significantly after only one false alarm.

Reactive vs. proactive home security

Home security systems are reactive. In the 1970's they may have been a security innovation, but they are quickly becoming old and ineffective. They often don't even stop crime, putting your family and valuables at risk. They allow complete strangers to get into your home, putting your privacy at major risk.

However, with the advent of Smart proactive security devices like the Ring Doorbell, you can prevent crimes before they happen at all. Thanks to two way talk and motion detection, the burglar won't even make it into your home. They often will knock on the door or ring the doorbell before attempting to break in and flee the scene upon noticing the doorbell camera or hearing a voice on the other side.

With proactive systems your security, your safety and privacy are better protected.

Ready for inspection

Quality inspection is critical in all manufacturing and packaging lines

QUALITY inspection is critical in all manufacturing and packaging lines.

Being able to catch a defective product before the products are shipped to consumer can bring significant savings in both time and money, preventing expensive product recalls, wasted production and potentially expensive legal costs.

For products in the pharmaceutical industry, quality inspection of the packaging is extremely critical. An unreadable barcode or an incorrect expiry date could result in perfectly good medication being discarded. And increasingly strict legislation is making clear marking a top priority for all types of products.

All present and correct

Omron systems cover all parts of the production line, including quality inspection. Whether providing a complete system solution or a partial upgrade to an existing system, each component is geared towards ensuring the highest quality control. For inspection and quality control, Omron's compact visual



inspection units monitor production in real time and respond instantly to any defect.

Data sent from the vision system is processed locally and sent via the cloud for powerful analysis that allow the system to take appropriate actions. The system is totally interlinked, with the improved connection between machines in a manufacturing line delivering more accurate quality control and higher efficiency.

If any error is detected, the system can often compensate automatically, allowing production to continue unaffected. Omron's smart automation solutions are very fast and possess

lots of processing power, yet they are easy to use. This combination of speed, intelligence and user-friendliness delivers the most effective inspection and transparent quality control.

Flexibility, now and in the future

In addition to catching production errors and reducing waste, a further advantage of an effective inspection and process management system is flexibility. By combining vision, motion, control, safety, and robotics, all in a single management system, such as Omron's Sysmac Studio, production lines can readily accommodate short pro-

duction runs and adapt to market demands. Line set-ups can be changed quickly for new production runs, and the recognition pattern for quality inspection can be updated easily in the software. This ensures different variants or even different products are produced and packaged correctly.

The system is also future-proofed as it can be easily adapted to accommodate any changes to regulations. Therefore, manufacturers do not need to worry about what they might need to do to their production lines to meet future regulations. All that is required is to rollout a new firmware update for the existing solution.



A gateway to employment, higher education and self-improvement.

ABOUT THE COLLEGE

False Bay TVET College is rated one of the best Technical and Vocational Education and Training (TVET) colleges in the country. False Bay TVET College operates five well-resourced campuses located in the South Peninsula. The College's growth is underpinned by strong leadership and a sound administration system that was recognised when the College received the PFMA Clean Audit Award for 2016/2017.

RELEVANT PROGRAMME CURRICULUM

The College offers vocational, occupational and skills training programmes that provide students with scarce and critical skills and practical experience in fields that present good prospects of employment. All College programmes are examined and certified nationally and designed in collaboration with commerce and industry.

The College has a special focus on artisan skills in the Electrical, Motor Mechanics, Welding & Fabrication, Fitting & Turning, Automotive Body Repair, Spray Painting, Carpentry and Joinery trades.

Courses are also offered in Business, Information & Communication Technology, Hospitality, Engineering, Tourism, Yacht & Boat Building, Safety in Society, 2D Animation and Education Studies. The College provides alternative modes of teaching and training, including part-time classes and distance learning options.

WORK-INTEGRATED LEARNING (WIL)

Work-Integrated Learning extends learning to the workplace in a structured programme, integrating theoretical knowledge learnt in the classroom and its practical application in the workplace. The College employs five dedicated WIL Officers who provide graduates with work placement support. This service helps connect students to job opportunities and prepares them for the world of work via the work-readiness programme. The College WIL Department deals with three functions:

- Placement Support
 - Lecturer Workplace Exposure (LWE)
 - Workplace-Based Experience (WBE).
- Among the special benefits for participating companies, regardless of the sector they operate in, are:
- improving their company B-BBEE scorecards;
 - increasing business opportunities;
 - access to mandatory and discretionary SETA benefits;
 - relief staff, enabling the release of full-time staff for training and upskilling. Improving staff retention and the job satisfaction rate;
 - indirect marketing opportunities;
 - informal endorsement as a preferred supplier.

Having successfully placed 92% of all graduates in 2017, the industrious WIL Department invites more companies to register as host employers.

CENTRES OF SPECIALISATION

The national government initiated the National Development Plan and the National Infrastructure Plan to stimulate growth in the economy. These plans include investing in and stimulating ocean-related industries through Operation Phakisa. In the Western

Cape, the provincial economic plan known as Project Khulisa focusses economic growth through three pillars – Tourism, Agri-Processing and Oil & Gas. The Oil & Gas sector is probably poised for the greatest development, with major plans announced for redeveloping ports and taking a bigger slice of the oil rig repair industry. All these developments will require huge numbers of riggers and mechanical fitters for deployment to oil rigs, ports, construction, engineering and transport crews.

The government is investing in the TVET colleges to ensure that these skills demands will be met and has initiated the Centres of Specialisation Programme through the Department of Higher Education and Training (DHET) to address government's growth strategy.

False Bay TVET College was selected as a Centre of Specialisation and thus the premier training institution for Riggers as well as Mechanical Fitters in the Western Cape. The College is inviting industry to join this exciting venture. With training incentivised through industry and SETA subsidisation, it makes good business sense to invest now in apprenticeships for these trades.

NEW SWARTKLIP CAMPUS

The Swartklip Campus is the College's next catalytic project, set to trigger positive transformation in the surrounding communities of Mitchell's Plain and Khayelitsha in Cape Town. The Swartklip Campus will primarily focus on artisan-related programmes and will open its doors in 2019 for its first student intake of students in the Rigging programme. Offering programmes in the priority artisan trades, the campus will accommodate an estimated 3 000 students a year once fully operational, making a major contribution to the National Development Plan's goal of producing 30 000 skilled artisans per year. Companies interested in collaborating with

the College on the Swartklip venture are encouraged to complete an Expression of Interest form, obtainable on the official College website at www.falsebaycollege.co.za.

CENTRE FOR ENTREPRENEURSHIP / RAPID INCUBATOR

The Centre for Entrepreneurship/Rapid Incubator (CFE/RI) was founded through a partnership between the Department of Higher Education and Training, the Department of Small Business Development and the College. The CFE/RI applies an innovative and holistic 360°GrowthWheel® development approach to youth entrepreneurship development, striving to shift the mindset of young people away from only seeking employment to creating employment through entrepreneurship. Learning is supported by structured individual mentoring and the facilitation of linkages to new resources.

TECHNICAL SUPPORT: RAPID INCUBATOR

The CFE provides technical support to the enrolled entrepreneurs through access to the Rapid Incubator (RI), which consists of engineering and woodwork workshops and an innovative Makers Space. The workshops are equipped with machinery, tools and the production support needed to develop and manufacture new offerings.

The College welcomes any established company's involvement and investment in this credible incubation programme that will contribute significantly to establishing a vibrant SMME economy.





TWENTY FIVE YEARS OF ENGINEERING MATURITY

Nineteen- ninety three will be remembered by some as the year that Nelson Mandela and South African President F. W. de Klerk were awarded the Nobel Peace Prize; we said goodbye to Arthur Ash and Windows NT 3.1 was released by Microsoft.

The Hubble telescope was repaired in that year; tennis star Monica Seles was stabbed on court in Hamburg and we scared ourselves watching Jurassic Park while singing along with Whitney Houston with I Will Always Love You.

Few could have foreseen that when Fabrinox was founded in 1993, with five employees supplying stainless steel components to only one customer, that it would grow into one of the Western Cape's leading manufacturers and metal fabricators, offering one-stop, world class manufacturing solutions with a multinational customer base, that sees many of its products and services ending up in foreign destinations.

Today the Paarl-based company occupies two production sites, stocked with a wide array of highly technical equipment, employing 200 well trained staff. Its 25th anniversary year follows an 18 month reorganisation of Fabrinox where the company effectively divided itself into two distinct divisions occupying separate premises just a few kilometres apart.

The original 5 000m² plus 500m² warehouse premises in Jan van Riebeeck Drive occupied since the company's founding in 1993, is now the exclusive home to the company's manufacturing division, which concentrates of components and sub-assemblies, while a similar sized site in Driebergen Street concentrates on projects management and global installations.

FLEXIBILITY AND CUSTOMER CENTRIC

CEO André Visser explained: "Our reputation for quality and expert work is built upon the experience and skills of our team and has earned us the Approved Supplier Status with local and multi-national companies our mantra has always been to invest in our people through on-going high calibre training programmes for our skilled workforce, the latest manufacturing techniques and service solutions, all of which has enabled Fabrinox to deliver on each customer's precise and specific fabrication needs.

"About 18 months ago we took the strategic decision to embark on restructuring of the company to become more globally competitive by recognising the difference in production cycles between manufacturing and our project and installation activities. The separation of the two divisions has resulted in more efficient and effective management which translates into better customer relations, and the physical separation improves the flexibility and response time of both businesses" he said. This approach as led to the company enjoying double digit growth over the past year, contradicting the current and biting recessionary climate."



SHAREHOLDERS:

Ben Steenkamp Technical Director &
André Visser CEO

Fabrinox is a South African success story providing custom manufacturing, project management, procurement, technical advice, drawing office services and documentation of manufactured metal products to OEM multinational companies across six continents.

The manufacturing arm of Fabrinox produces high quality, high accuracy components from sheet and metal sections using bending, tube laser cutting and surface finishing. These components are delivered to OEM's or assembled into added value sub-assemblies using processes such as precision welding, cold forming and bead blasting.

The projects and installation business undertakes under licence manufacturing, project management, commissioning and spare parts to OEM's and the division's six global installation teams get deployed to literally every corner of the globe including China, Russia, Sweden, the rest of Europe and countries in the Americas.

"As an example, one of our clients is based in Barcelona and supplies customers in Australia and in Europe, and their components and sub-assemblies are made here in Paarl!" commented Visser.

Such is the company's quality and reputational profile, that it recently celebrated its 20 year association as a trusted supplier to Sweden based DeLaval - a world leader in the dairy farming industry that operates in more than 100 markets across the globe, developing and manufacturing equipment and complete systems for milk production and animal husbandry. The company supplies highly efficient system solutions for milking, herd management, animal traffic control, feeding, cooling, manure handling, ventilation and energy recovery.

Continues Visser: "Our manufacturing landscape is comprehensive - we serve industries as diverse as agriculture with milk processing equipment, food and beverages dispensers, components and assemblies for water treatment installations and transportation with specialized railway rolling stock. We are in the process of supplying locomotive transformer sumps to a customer, for its major railway rolling stock contract with Germany.

"The Government's decision to proceed with the next phase of its renewable energy programme means the renewed supply of components for wind turbine towers. Components for the architectural and the building & construction sectors are also catered for.

"The diversity of our activities is illustrated by a recent project where we were able to form 'dimples' - golf ball style - on the internal surfaces of boiler tubes which radically improved heat transfer performance for a delighted customer.

INTERNATIONALLY RECOGNISED QUALITY MANAGEMENT SYSTEMS

"Our decision to commit to internationally recognised quality management systems really opened the door to global markets and Fabrinox manufacturing and assembly procedures comply with:

- ISO 9001:2015 QMS certification.
- Weld activities according to ISO 3834-2 certification.
- EN 15085-2 CL1 welding certification for railway vehicles and components.
- Welding of Pressure Vessels according to SANS 347:2012 Appendix C.
- API 650 and PD 5500 manufacturing knowledge.
- Various welding procedures according to ISO, ASME & AWS for Stainless Steel, Aluminium, Carbon Steel & Duplex materials."



INVESTMENT FOCUS

“In order to remain globally competitive, our culture is being open to self-examination and improvement - finding better ways of doing what we do! That includes efficiency enhancement, process flow analysis & automation, repeatability, improvement of production processes using the latest equipment and methodology, and very importantly, continuous investment in youth through training & offering entry level employment” said Visser.

The company has close ties with Stellenbosch University offering reciprocal knowledge sharing and hands-on site visits for students and regards this institution in the same way as it respects and treats its other clients.

“We keep abreast of technology that affects our business and our clients operations by attending local and international trade shows and exhibitions and networking with OEM’s. “With a better understanding their business, makes us more able to focus on the products and improvements we can provide” he said.

OUTPUT AND THE ENVIRONMENT

The output for the Fabrinox operation is impressive and speaks volumes of the company’s passion with efficiency. With a modest workforce of just 200, the company produces 45 000 plus components per month. Materials worked with are stainless, carbon steel, aluminium, copper & brass. And the environmental impact and sustainability aspects of Fabrinox business are not forgotten either. The roof of their Driebergen Street premises provides the platform for rainwater harvesting and PV panels in a grid-linked system allows surplus power to be fed back into the grid. More than 280 000 litres of harvested rain water can be stored on site in a battery of tanks which provides for the total water consumption of the plant and an on-site laundry that cleans not only their own staff’s overalls, but also those of neighbouring firms!

These initiatives have reduced the Driebergen Street premises monthly utilities costs by as much as 70%.

Andre Visser sees a bright future for the company with a new round of technology investment in 2019 and an increased focus on strategic partnerships. This is particularly significant with multinationals eyeing the potential of Africa - as a partnership with Fabrinox is a gateway to the continent.



Congratulations to Fabrinox, with their milestone 25th anniversary! Sharing a valuable business relationship of almost two decades, we salute you for your superior work standards, ethics and dedication to innovation. Fabrinox’s skills, experience and reputation especially for quality control when laser-cutting our parts has contributed a major part in Qualipak’s own manufacturing standards and success. We pride in our association with Fabrinox not only because of sharing the same business values, but also because of your commitment and positive contribution towards the people and communities of Paarl and Wellington. May your many accomplishments over the 25 years inspire you for fantastic future opportunities.



Your neighbours across the river, Qualipak (Pty) Ltd

“The Fabrinox partnership can be traced back 22 years to 1996. It soon after, in 1997, extended to their first International under-licence manufacturing agreement contract signed with Heat and Control.” “Today, albeit with completely different needs, we proudly remain associated with one of the finest companies in the market today. The company is not only a testimony of the finest industry professionals, with a deep understanding and experience of what is often sensitive market conditions and industry challenges, but of the visionary leadership Andre Visser and Ben Steenkamp provides”. We wish you a proudly South African birthday and look forward to watching you go from strength to strength.



Jeff Rossouw, General Manager – Africa, Heat and Control SA (Pty) Ltd

“We wish to congratulate Fabrinox on celebrating 25 successful years in the industry. Your excellent quality and dedication to service is an invaluable benefit to us. May the years ahead be filled with great achievements and prosperity. We wish you all the success on your future endeavours, and look forward to continued mutually beneficial cooperation”.



“Quality work and friendliness is why we chose to work with Fabrinox. We see you as a crucial partner of our business, you are truly our one-stop manufacturing solution partner. We at Gossamer would like to congratulate you on your Silver Jubilee-25 years in business.”



Charl Nieder-Heitmann, Managing Director



Cybercrime, you're up

CYBERCRIME is an ever-evolving key risk which companies ignore at their peril. With penalties and legal fees that can run into hundreds of millions, Justin Keevy, divisional executive at Marsh, says it's time to cover all the bases.

In June, cybercriminals targeted a large South African financial institution and threatened to release confidential information should the company not pay the ransom. This company is not the first and they won't be the last, warns Keevy. To repeat the now overworked phrase, it's not if but when a cyber breach will occur.

"It's imperative that a company has breach protocols and a response plan for when this happens," says Keevy. "This includes IT and communication conventions that must be followed, and having access to a reputational consultant who can manage the ensuing damage to the brand," he says. These services are covered

as value-add services under some insurance policies.

And criminals don't discriminate between companies, warns Keevy. "Virtually all industries are being targeted," he says. Cybercriminals have shifted focus from credit card fraud to theft of data and cyber blackmail, he explains, which is the act of holding data hostage while attempting to extort money from vulnerable companies. In many cases, these companies are willing to put up the money to avoid the loss of data, IP and reputation. These breaches often come from unexpected sources.

Employees are among the biggest threats, often being the weak link where cybercriminals gain access to company data. "Social engineering, the short-term placement of staff within an organisation by a third-party syndicate, is on the rise," says Keevy. Syndicates use these 'employees' to gather critical information, after which

they launch an attack. These hacks typically occur about six months after the mole is no longer employed at the company.

It's important to understand that these attacks don't come from computer geeks armed with sophisticated computers, as often portrayed in films and media, but rather by automated programmes that run continuously to exploit weaknesses in people, businesses and governments, explains Keevy. Attacks can be executed from anywhere in the globe, he warns.

There is currently no legislation in place that requires companies to report data breaches, which makes it almost impossible to accurately pinpoint from where most of the claims in South Africa stem, but it will soon change with the implementation of the Protection of Personal Information Act (POPIA). "Once implemented, the Information Regulator may require that a business publicises a breach,

as well as dictate the medium to which each affected user/customer/stakeholder is contacted," says Keevy. "These costs could potentially run into millions."

In South Africa, the majority of claims seem to arise from first party costs, which is primarily the costs of employing specialist IT forensic services in the event of a cyber incident, as well as business interruption as a result of income lost due to the unavailability of the IT infrastructure. "We are yet to experience any considerable liability claims for damages, whereby it can be proven that a financial loss occurred as a direct result of a security breach," he says.

Businesses must start seeing cyber risk as a key enterprise and operational risk going forward, Keevy stresses. "We must ensure that effective IT controls, procedures and governance are in place to fight the constant war against the

integrity of the IT infrastructure." Should the controls fail, insurance will mitigate the outfall of critical business losses on the balance sheet, but it's not a replacement for responsible cyber-risk practices, says Keevy.

While cyber liability insurance provides coverage for data breaches, insurers require that the insured implements the necessary security to protect such information. Moreover, data privacy legislation places the onus on custodians of personal information to ensure it's suitably protected, Keevy explains.

Cover available

There are two insurance policies available to South African companies: commercial crime insurance, and cyber liability insurance. The first covers the direct financial losses to the insured's business, and the latter deals with all exposures facing computer networks and systems.

"Cyber liability insurance includes the liability attaching to businesses in rendering their services and giving advice to third-parties (particularly IT-related businesses), as well as the multimedia liability to which the business is held liable for statements made in its marketing and advertising efforts, which includes defamation and breach of copyright," explains Keevy. This policy also covers security and privacy liability, such as legal defence costs, for which the business may be held accountable following a data breach; business interruption costs, which is often not covered by other insurance policies; breach of legislation, including the fines and penalties imposed on the business for not securing private information; crisis management costs; and data extortion, which includes the ransom amount paid to the hackers.

Both first- and third-party exposures

are covered and the liability component is only a module within the greater cyber offering, says Keevy. Generally, policies exclude bodily injury and property damage claims as a result of a cyber incident.

The role of the broker

The Protection of Personal Information Act (POPI), enacted in November 2013 (but not yet implemented), provides for fines up to R10 million, as well as prison sentences of up to 10 years. Victims of a data breach, or the Information Regulator, can file a civil liability suit against the company for the leak of private and sensitive information, says Keevy. "The financial implications of the fines and civil suit could potentially cripple a company."

Businesses may also be subject to international privacy laws if they are transacting across borders and have assets in other jurisdictions.



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Balloon payments: the true cost



Dream machine or debt maker?

IT turns out balloons are more than just festive decorations: they have a dark side and it's called a balloon or residual vehicle payment. Balloon payments have become very popular in the last few years because they basically let you buy a more expensive car – hello dream car, it's me – by bringing down your monthly repayments.

The catch? That sneaky not-so-little repayment you get smacked with at the end of your finance term.

“A balloon payment is in effect an inflation of your capital amount... normally 30%...”

Essentially, a balloon payment allows you to pay less on your monthly instalment because it is calculated on the loan amount only and doesn't include that balloon payment. A balloon payment is in effect an inflation of your capital amount at a percentage (normally 30%) built as a final instalment at the end of your finance period.

This leaves you with several options when your contract comes to an end: settle the balloon payment once and for all, re-finance the car, and sell it to cover the amount. “The long and short of it is that you end up paying a substantial amount more than what the car is actually worth with a balloon payment,” says Charl Potgieter, Head Absa Vehicle and Asset Finance, Personal Markets at Absa. “However, sometimes that is the only way you can afford to buy a car, which makes it a bit of a Catch 22.”

Where exactly does this leave you? What are your options when it comes to getting a car, and what should you know about the ins and outs of balloon payments? According

to Potgieter, some important factors you should keep in mind are:

The scenario
Take a VW Polo Vivo, for example, a new Polo Vivo Trendline starts at a recommended price of R179 900. If you bought it on a 60 month finance term at a 10.5 percent interest rate, that would equal a monthly repayment of R3 867. The total payment for the car would be R232 005.

Adding a balloon payment of 30 percent into the mix would mean that you would pay R3 179 every month – however, you would still owe R53 970 at the end of the contract. Overall, the total amount paid for the car would be R244 708.

The implications
Bearing this in mind, you need to be brutally honest with yourself about whether you will be able to afford that additional payment at the end of your finance

term. Think about how you will pay it off. What is the likelihood you will have an extra R53 970 just lying around gathering dust? If you think you would have to take out another loan to cover it, or re-finance or even sell your car, is it really worth it? If the answer to that question is no, then it's probably not the solution for you.

Calculate what you can afford without taking on a debilitating balloon payment. This might be the difference between choosing an entry level vehicle versus that dream car that makes your heart beat faster. However, future you, who's not scrambling to find a huge sum of money to repay the balloon, will thank you for your prudence.

Speak to a financial adviser or your Absa banker. They will help you find the best and most practical solution based on your financial reality, whether that is a more affordable car or longer finance term. Do, however, remember that a longer finance term means paying more interest.

“When choosing a car, think of it as a long-term commitment and focus on the benefits of making a decision that's within your means: you get a much-needed car, and one that isn't going to send you spiralling further into debt,” says Potgieter.

Offshore investment strategies can build wealth

TODAY, the world is truly a village. People who have internationally required skills now often live and work far from home. The time spent abroad can differ, but the common denominator concerning all expatriate workers is how to preserve their incomes and build wealth.

Philip Smith, Head of Investments and Fiduciary at Standard Bank Wealth International, says that South Africans abroad, regardless of the contract period involved, accept international assignments without fully considering the implications involved. What should be considered and resolved before leaving South African shores are issues regarding taxation, opening and operating accounts abroad and how to make offshore investments.

“There is a difference between being an expatriate and a ‘financial emigrant’.” Financial emigration involves people permanently leaving the country. Therefore, after completing the Reserve Bank and SARS requirements, they are no longer regarded as South African taxpayers. They may maintain accounts in South Africa, but these become ‘Blocked Asset/Non-Resident’ bank accounts and only limited transactions can take place. Local tax-

es remain payable on rents or dividends paid into these accounts from local sources.”

“Expats must pay South African tax, regardless of where they work, although they can earn up to R 1 million before taxes kick in. This may sound significant and will benefit some classes of earners who relocate. The sting in the tail, however, is the fact that SARS regards free accommodation, paid flights home and other perks as part of the R1 million tax-free allocation.”

General services freely available for expats and financial emigrants include:

- Setting up local foreign bank accounts for South Africans living or moving abroad in countries of an expat's choice.
- Instant access deposit accounts which allow for easy offshore fund transfer from South Africa and allow the deposit of funds from any source.
- Multi-currency accounts. These are available in pounds, US dollars and Euro's which suit an international lifestyle by making it simple to manage money in different currencies while living abroad.

“The major drawback of working as an expat



are the potentially lucrative opportunities available, especially if the expat is living in a country that does not levy personal income tax. As expat status implies an intention to return home, thus getting advice on how to invest while living abroad is important,” says Mr. Smith, who adds that the starting point of developing a bespoke offshore investment strategy should begin with:

- Understanding that offshore investment should be a long-term commitment.
- Deciding how much to invest
- The tax implications for personal estate planning
- Deciding what access will be needed to invested funds

“Many expats simply invest their international earnings in South Africa as they are comfortable doing so. However, they are losing major opportu-

nities by not using their increased earning power to protect themselves against the volatility of the rand, which has steadily weakened over the years against hard currencies like the US dollar, British Pound, and Euro. This means that the buying power of their savings is constantly being eroded.”

“Many expats simply invest their international earnings in SA...”

“South Africans already living abroad, or considering doing so, should get the best advice they can from an adviser backed by a team of offshore investment specialists to make sure that they do not miss out on major opportunities to make offshore investments that help build their future wealth,” says Mr. Smith.



Business cashflow keeping you up all night?

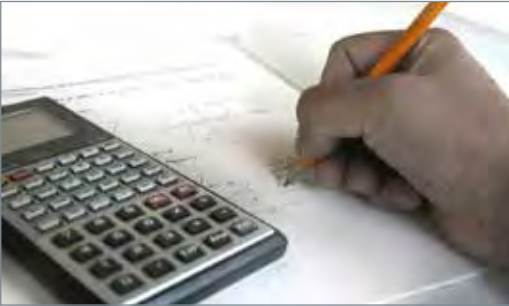
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The smallest businesses spend the largest percentage of working time per year on tax admin



AN economic report published by Sage reveals that South African micro-businesses spend around 20 times more of their available hours on tax-related accounting than medium-sized companies, and around four times more of their available hours than small companies.

This new global research highlights the impact of unfair and inefficient tax systems on Small & Medium Businesses around the world, including findings to suggest that the smallest 515 000 companies and start-ups registered in South Africa face some of the most significant admin-

istrative burdens. Undertaken by Plum Consulting, the research analyses the impact of direct and indirect costs of tax on Small & Medium Businesses, based on a survey of over 3 000 companies across 11 global markets. The report “A Taxing Problem: the impact of tax on small business-

es” found that micro-businesses spend just under nine days per year in total on tax-related accounting, amounting to more than 2% of their working time spent on tax admin. On a more positive note, South African micro-businesses (less than five employees) are paying the low-

est proportion of their taxes relative to profits compared to their larger counterparts among countries in the survey. South Africa and Ireland are the only countries where micro-businesses pay a lower proportion of their profits in tax than both Small & Medium Businesses. In South Africa, micro-businesses pay tax representing around 9% of profits, compared to around 23% for Small & Medium Businesses. In most countries, micro-businesses pay more than 20% of profits in tax, with Brazil’s micro-businesses paying the highest proportion of their profits in tax at 65%.

The average South African company spends just over 20-man days a year on tax-related accounting, or more than 1% of total man hours. This compares favourably to the US (over 4%), Germany (around 3.7%), and Spain (more than 2.5%), but lags the performance of best-practice markets such as the UK and Singapore (both around 0.5%). Reducing man-hours lost to accounting could free time for South African businesses to spend on productive activities that add value to the economy.

“Small & Medium Businesses make a significant contribution to the South African economy, making up 97% of all businesses, employing 70% of the total labour force, and paying 32.2% of corporate tax. The success of these businesses is crucial to growth, job creation and the provision of tax revenues to fund public services,” says Pieter Bensch, Executive Vice-President, Africa & Middle East at Sage.

“It is important to help drive their productivity and growth by recognising the numerous issues they face as result of their size. Limited resources and large payments such as annual tax bills contribute to cashflow problems and operational inefficiencies, in addition to the unproductive hours these businesses log every year dealing with administrative burdens.”

The failure rate of start-ups and small businesses in South Africa is one of the highest in the world, he adds. “Lack of finance, compliance burdens, infrastructure challenges, and late payments all play their part in this picture. A progressive tax regime and further streamlining of tax regulation could help improve their survival rates.”



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Tough new excavator

THE 21t SANY SY210C-9 excavator from Goscor Earth Moving (GEM) is said to offer high levels of efficiency and productivity demanded by arduous applications such as mining.

Powered by a six-cylinder in-line water-cooled Cummins 6BT5.9-C140 engine, with a rated engine power of 104 kW at 2 000 r/min, and a maximum torque of 571 Nm at 1 300 r/min, the engine is matched to the hydraulic system, thanks to the proprietary Dynamic Optimisation Matching Control System (DOMCS) developed by SANY.

This advanced control system not only boosts operating efficiency by 6%, but furthermore slashes fuel consumption by 10%, which also goes a long way in reducing the total cost of ownership,



Andre Steenkamp, General Manager of the SANY range under GEM, points out.

The matched auto-idle speed function is designed for increasing fuel efficiency even further, while ensuring maximum stability during idling for smooth

operation. Variable working modes include heavy-duty, standard, light-duty, and break, which enhance the versatility of the excavator in different working environments.

Additional 'smart' features include an advanced GPRS mon-

itoring system and machine alerts to allow for proactive monitoring of engine hours, fuel usage, and location history. The upgraded undercarriage has a unique X-shape structure in terms of its lateral beams for extra strength and rigidity,

excellent torsion, and bending-resistant performance.

The full range from this Chinese manufacturer of plant and mining equipment includes excavators, graders, rigid dump trucks, front-end loaders, rollers, pavers, cranes, port machinery, pile driving, and concrete pumps.

The main differentiator for SANY in the local market is highly-competitive pricing for this global brand, supplemented by increased parts-holding and full in-field service and technical back-up through GEM's national branch structure. In addition, SANY equipment has been engineered specifically for African operating conditions, focusing on enhanced durability, fuel-efficiency, user-friendliness, and reliability.

Sage advice from a 115 year old

IN 115 years as a supplier of electric hot water heaters (geysers), Kwikot has evolved into a truly hi-tech energy supplier. New and technically advanced products require expert installation and many people have been disappointed with results of hi-tech equipment installed by low-tech installers. To fully realise the potential of these new advanced products, it is essential that the home owner in particular only employs accredited installers and investigates the sometimes superlative claims made by the unscrupulous or technically inept installation companies.

Kwikpump is Kwikot's range of domestic and industrial heat pumps which heat water at about 1/3 of the cost of a conventional geyser.

Heat pumps operating cycle is the reverse of a standard refrigerator and has the advantage of extracting heat from the surrounding

atmosphere, virtually irrespective of external air temperature. Heat pumps are used in conjunction with hot water cylinders or solar systems and are generally micro-computer controlled. An integrated heat pump / storage tank system is also available in a 200l - or a 300l capacity.

The range of Gas-mate forced and natural draft instantaneous gas water heaters is a popular alternative in certain situations where instant hot water is required for hand basins, kitchen prep bowls, wash troughs and bathroom wash basins. Forced draft units are mounted externally and are suitable for both showering and bathing, while the natural draft models can be mounted internally. Both types use LPG for heating which is ignited by an electrical impulse activated via a water pressure sensor triggered when a water

tap is opened. It is also a budget-friendly way to heat water in households across South Africa.

Guidelines for gas geyser installations

Positioning:

- The physical position shall be according to the manufactures specification and protected from excess rain and wind.
- Mount it as close to point of use as possible. Hot water will be ready in five seconds.
- Safety:
- High water temperature cut out when outgoing water temperature exceeds 70°C.
- Flue gasses' temperature cut out when flue gasses are not exiting fast enough, indicating a blockage in the flue or the lack of or incorrect flue.

- Electronic ionisation probe – this detects the presence of a flame
- When there is no water flow, there will be no gas flow.

Warranty:

- No gas "certificate of compliance" (COC), no warranty.
- If the installation does not comply with regulations, it must be corrected first before the warranty call will take place.
- Our warranty is 2 years, based on the same principles as the electric gas geysers.

Ventilation:

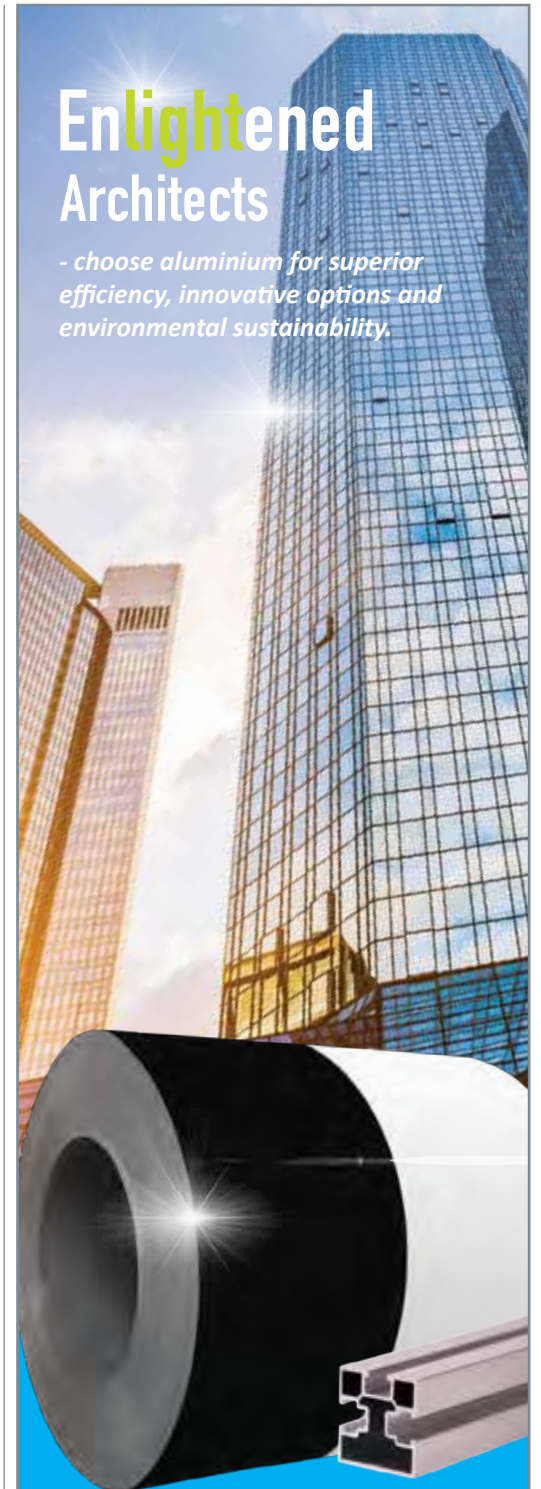
- The geyser can be installed inside, but special attention needs to be placed on the flue exhaust. Flue gasses will need to be ducted outside and permanent ventilation

would be required in the room.

- These units will very quickly consume the oxygen in the room where it is located causing the gas burner to burn incorrectly and changing the products of combustion from carbon dioxide to carbon monoxide.

Regulations:

- Only a LP gas installer or natural gas installer who is registered with SAQCC, may work on a gas installation within the scope of their license. This is law!
- Only installations that have a gas "COC" will have a relevant warranty.
- The geyser flue should not be under or next to an openable window or air vent into the house, but rather 300mm away.



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Shopping comes to Century City



PLANNING for a new 2 500 square metre convenience shop-

ping centre near the Curro School in Century City is well ad-

vanced with construction expected to get underway shortly.

Anchored by a gourmet Spar store, the Century Village Shopping Centre will also be tenanted by restaurants/coffee shops and a range of speciality line shops. It will be served by around 100 open parking bays.

It is to be built on the existing e-parking site opposite The Estuaries Office Park and bordered by Curro and The Terraces residential development

at a cost of around R80m.

Those motorists currently using this e-parking facility will be moved to one of the other e-parking sites in Century City.

Being developed by Rabie Property Group, the centre has been designed by Bam Architects and will be built by Big Ben Construction. It is expected to be up and running by May next year.

Tennis courts for Lavender Hills



World-class tennis courts have been constructed using Mapei specialty chemical solutions for sports facilities.

THE use of specialty construction chemicals has simplified the construction of tennis courts in the sandy geology of Cape Town's suburb of Lavender Hill. Mapei's world-class solutions for sports facilities were adopted on the tricky project to minimise disruption in the busy urban area and to reduce the amount of additional aggregates traditionally required to

establish a stable base foundation for such sports facilities. The municipal project was undertaken by sports facility specialist, SynSport on behalf of the main contractor, Aveng, with the purpose of providing the community with world-class tennis courts that are strong and durable enough to withstand tough environmental and high-traffic situations. Simultane-

ously, the project called for rapid construction minimal disruption of the existing area.

Modern solution

The Mapei range of specialty sports facility solutions was chosen as the most suitable solution and called for the use of its Mapesoil 100 ground stabilisation formulation to provide a stable foundation for a bitumen sur-

face, with Mapecoat basecoats, Mapefill Black crack repair system to fill settling cracks, as well as various finishing and line-coating systems to give the courts an attractive lasting finish for years to come. Mapei representative, Carel Louw, explains that the Mapesoil 100 was used to stabilise base of tennis courts. A dosage of 5% of Mapesoil 100 was used to a depth of 150mm of the natural sandy soil. This provided enough stability for the upper levels and negated the need for additional G5 materials. "The Mapei sport facility solutions not only saved the City of Cape Town time and money, but it also provided the community with world class facilities quickly and with minimal disruption that would otherwise have been caused due to truckloads of additional aggregates and heavy equipment needed on site. The solution will also ensure that the courts remain in good condition for many years to come," concludes Carel.

Drone makes for safe inspection of inaccessible spaces



Flying from chamber to chamber, the drone picks up any irregularities on the screen.

REFRACTORY experts CHB Third Party Inspectorate recently brought in Skyriders Access Specialists (Pty) Ltd. to inspect a high-vacuum furnace at the SAPREF refinery in KwaZulu-Natal using Elios, a collision-tolerant drone, designed for the inspection and exploration of the most inaccessible places. What appears to be a regular maintenance inspection can quickly turn dangerous for the most experienced teams, particularly where chemicals or gas are involved. "This has always been a huge consideration for us," says Skyriders Marketing Manager Mike Zinn. The scope of the project was to inspect the hard-to-reach places that are extremely difficult or dangerous for humans to enter. The drone enters the tight or even inaccessible space from the outside of the unit while the pilot, the CHB expert Visual Observer (VO)

and engineers monitor the inspection via a live feed on a monitor. Flying from chamber to chamber, the drone picks up any irregularities on the screen. The VO can report immediately if a chamber is safe to enter. "It's his job to focus on the safety of the drone pilot, while the pilot's focus is on flying the drone," Zinn points out. The March 2018 inspection took just a day to complete, equating to a massive time-saving over previous methods. This is the first time Skyriders has worked with CHB, and a first for SAPREF, too. "All parties were so impressed with the results produced by the drone that we are in the process of putting together a memorandum of understanding (MoU) with CHB for future inspections," Zinn reveals. With drone technology, Skyriders is now able to carry out difficult or high-risk inspections such as those at chemical plants

and power generation plants. "The timing, efficiency, and safety initiatives required with chemical plants, in particular, means that sending a machine into potentially harmful environments, rather than humans, gives us peace of mind, and a huge reduction in potential injuries. Being able to enter difficult places means drones can ensure the areas are safe before general work continues. It's definitely the way forward," Zinn comments. Skyriders continues to offer the drone option to its South African clients, and pitching the solution to the rest of the continent. "I believe this exercise proved our worth to SAPREF, and maintained our industry reputation of being able to successfully take on difficult tasks where height or confined space make the risk greater for humans to enter before checks have been carried out," Zinn concludes.



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Concor scores three for safety



The Aurum luxury lifestyle development being constructed by Concor Western Cape came first in Category G in the MBAWC 2018 Regional Safety Competition.

CONCOR Western Cape has won three out of the five building categories in the Master Builders Association Western Cape (MBAWC) 2018 Regional Safety Competition.

Mark Fugard, managing director of Concor Western Cape, says that accolades from the MBAWC is an acknowledgement and recognition of the exemplary health, safety and envi-

ronmental programme that the company has in place across all its sites.

"Safety is more than a watch word for Concor, with the highest level of commitment from management to our Stop. Think. Act! philosophy. It is about remaining focused on our objective of Zero Harm while delivering quality projects," he says.

In Category D for project values between R14 million and R40

million, Concor Western Cape was placed first for its Signature Lux project. This project scope involved internal demolition and stripping out of an extremely old heritage status six storey building and converting the building into an 88 key Signature Lux hotel. Fugard says that although challenging at times the project has progressed well and is scheduled to take its first guests in

September this year.

For the second year in a row, the company's 16 Nettleton Road project was placed first in Category F which covers projects from R100 million to R150 million. The project scope is for the construction of a luxury residential house constructed over seven levels on the steeply inclined seaward side of Nettleton Road, Clifton.

This has been a complex project with one of the many challenges being the need to anchor the structure to the shear mountain slope at regular intervals. The project is now entering the very detailed finishing stages. Completion is scheduled for early next year at which stage a new standard of luxury residential construction will have been achieved.

The Aurum luxury lifestyle development in Bantry Bay scored another first for Concor Western Cape, this time in Category G for project values from R250 million to

R450 million. This well publicised project includes building on each side of the busy Victoria Road with the sumptuous Presidential Residences cascading down to the water's edge below the road, and the 15 plush Luxury Residences climbing the hill above the road.

"Safety is a key performance requirement on the project with traffic and pedestrian management and control vital to project performance success, considering the constant heavy flow of vehicular and pedestrian traffic passing the site," Fugard says.

During construction use was made of closed-circuit cameras focused on various points on the road between the two buildings to ensure that traffic and pedestrian behaviour was closely monitored and that construction staff managed the traffic flow while accepting the necessary deliveries of concrete, bricks and other materials.

CEF signs 100MW CSP deal

THE Central Energy Fund and ACWA Power have entered into a co-operation agreement to co-invest in renewable energy projects the first of which will be the 100MW Redstone concentrated solar thermal power (CSP) plant in the country's Northern Cape Province.

The agreement was signed on the occasion of South African President, Cyril Ramaphosa, recent state visit to Saudi Arabia. The CSP plant will go into construction later this year and feature solar energy storage technology that will allow solar energy to be utilised to generate electricity not only when the sun is shining but also through the night cumulatively dispatching 480 000MWh per year. The plant will use a central salt receiver technology with 12 hours of thermal storage allowing the plant to generate during the evening peak demand periods. In addition, while photovoltaics (PV) or wind cannot serve the evening peak unless then linked with utility-scale batteries which are extremely expensive, the CSP Cen-

tral Tower solution will in comparison generate cost competitively more than double the MWh output of electrical energy per the rated MW capacity.

Paddy Padmanathan, CEO of ACWA Power, said: "With capital and operating cost of CSP plants with molten salt storage solution reducing at the same time as demand for cost competitive renewable energy increases in South Africa, our Redstone CSP plant will be able to deliver stable cost competitive electricity supply to more than 210 000 South African homes during peak demand periods which are during the night.

"CSP technology will allow power generation well after sun set and does not require back up fuel. Recognising the scarcity of water, the plant we will install will utilise the dry cooling option thus minimising water use, which also makes it one of the most appealing renewable energy options available in the world."

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"(6) All new developments must provide for the installation of water conservation and demand management systems or alternative water system for non-domestic purposes and full details thereof must accompany the building plans."

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AGL upgrades airport

SOMERSET East Airport, having undergone an eagerly-awaited upgrade, enlisted the help of seasoned technology provider Tellumat in a turnkey supply, installation, support and maintenance deal of airport ground lighting (AGL) equipment.

Chris Wilkens, Operational Manager at Somerset East Airport, says the upgrade follows the conversion of the erstwhile Somerset East aerodrome to a fully-fledged airport in 2017, much to the delight of local businesses and the flying community. Part of the ongoing makeover is a new runway, taxiway and apron to replace the old grass runway.

Patrick Duffy, technical and projects manager at Tellumat Air Traffic Management (ATM), says as part of the undertaking the airport identified a need for AGL – crucial for safety during landing and take-off of aircraft at night and during bad weather.

The choice fell on LED-based (light-emitting diode) technology rather than traditional halogen lamps. “This is because of LED’s low-cost operations and maintenance, its small environmental footprint, long service and robustness in all weather conditions and airfield vibration,” Duffy explains.

Wilkens says the overall project scope



was defined by Delta Building Environmental Consultants and funded by the Department of Rural Development and Land Reform. Tellumat ATM responded to a tender document and was appointed a specialist electrical subcontractor for purposes of the AGL installation, with Ruwaccon getting the nod as the main civil contractor. Tellumat ATM’s managing executive, Bennie Langenhoven, says this business unit of the Tellumat Group offers 40+ years’ experience in the aviation industry – a period during which it built up a full service and solution portfolio and significant skills in systems design, supply, installation, maintenance and support.

“The project was

strategic for us as it was primarily an LED installation, allowing us to showcase our expertise in this cutting-edge technology area. Also, we were able to prove that we could deliver a fully-fledged airfield ground lighting system from scratch – starting from a greenfield site and delivering a complete solution with all components of an AGL system where there had been none before.” Duffy says Tellumat installed and commissioned an AGL system from a leading global OEM, monitored and controlled with a locally designed and manufactured control system. “Our OEM partner, provided a fully-compliant solution as per the specification.”

“All software development and interfacing

was done by us. The lights can also be switched on remotely via a VHF (very high frequency) radio control system. This will enable pilots to have control of the AGL after hours.”

In addition, constant current regulator equipment was installed in an air-conditioned shelter designed by Tellumat ATM and a standby generator was supplied to power the complete AGL system if the mains power supply fails.

Duffy says the Tellumat ATM team delivered the solution as per the design approved by South African Civil Aviation Authority.

The new equipment will support operations for at least the next 10 years.

Foundations shaken

SOME big name investors in Cape Town have been caught under the rapidly falling rubble of an increasingly brittle local construction sector.

Marcel Golding, a former trade union stalwart turned empowerment pioneer, looks set to take a bath with structural engineering and construction specialist Esor.

Golding – who is also a key investor at Salt River-based fashion retailer Rex Trueform and financial services firm Vunani – decided to back an already struggling Esor in early 2017.

Golding – via Geomer Investments – snapped up an initial 53% stake in Esor.

Golding later underwrote a R37.5 million rights offer, which pushed his shareholding to 54.32%. His emergence as a main mover at Esor followed the company’s acquisition of Tuboseal Group for R37.5 million in 2016.

Tuboseal Group is a Cape Town-based pipeline rehabilitation business, and would sharpen Esor’s focus on water and sanitation projects in the Western Cape. As a well-respected pioneer of trenchless technologies in local municipalities and industries, Tuboseal was expected to offer a new pipeline of growth opportunities for Esor.

Tuboseal’s pipeline rehabilitation methods were geared towards minimising disruption to the immediate environment, traffic, the public and commercial activities.

At the time of the deal, Esor reckoned Tuboseal offered the kind of attractive margins that can only be achieved in niche businesses. The acquisition also provided a platform for growing the company’s geographic footprint in the Western Cape as well as offering an opportunity to participate in the expected growth of infrastructure maintenance contracts across Southern Africa.

It may have been a case of too little too late for the Tuboseal acquisition. Before the operation could be fully integrated into Esor’s mainstay operations, the company was forced to file for business rescue last month.

It turns out that major subsidiary Esor Construction is financially distressed after significant losses incurred on certain construction contracts and the hefty R130 million owed to creditors.

The long and short of it is that Esor Construction was struggling to secure short and medium-term funding – which is not helpful in a stressed construction sector.

Esor still believes

Esor Construction has a reasonable chance of being rescued from its current financial difficulties.

Golding will be hoping for a speedy and successful resolution to the business rescue proceedings. In late 2017 the value of his 268 million shares in Esor was around R80m. At the pre-suspension price on the JSE, this stake was decimated to around R8m.

But Golding also holds a chit for sizeable R42 million loan that was extended to Esor in the last financial year. It seems R8.5 million has already been re-paid, but the balance is subject to arrangements for a minimum R2 million payback per month that commenced last month.

Another well-known Cape Town-based investor, RECM & Calibre (RAC), is also facing the prospect of a serious value collapse for spearheading a rescue rights issue at building products supplier Distribution and Warehousing Network (DAWN).

In April last year RAC – headed by well-known investment personalities Piet Viljoen and Jan van Niekerk – underwrote an emergency recapitalisation of DAWN to the tune of nearly R101 million. This secured the company an influential stake of nearly 17% in DAWN.

At the time RAC seemed reassured their participation was undertaken at a deep discount to DAWN’s true value price, and the company indicated it was looking forward to working with the board and management in getting the business back to profitability and sustainability.

RAC is not averse to tricky investment situations – having made solid returns on backing turnarounds at poultry business Sovereign Foods and liquor group KWV.

But the recovery at DAWN has not gone quite as planned. The business is still loss-making, and the value of RAC’s stake has dwindled to less than R15m.

In July this year – at the occasion of RAC’s annual general meeting – Viljoen indicated that trading conditions at Dawn remained “very tough”.

He said various business improvements are being implemented, and alternative strategies were being investigated. “We are not out of the woods yet.”



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Civils in survival mode for 2018, but 2019 holds hope

THE construction sector – and particularly civil engineering – will remain in the doldrums for 2018 with hopes for some improvement to begin next year, according to Industry Insight senior economist David Metelerkamp.

Speaking to construction industry stakeholders at a recent AfriSam breakfast briefing on the State of the South African Construction Industry, Metelerkamp said that the civils sector was bearing the brunt of the construction downturn, and companies reported the worst levels of confidence since the early 1990s.

“Over the last 18 months, there has been a significant decline in the value of tenders awarded,” he said, pointing to a 26% decrease in the value of projects over the past year.

He highlighted that order books across the civils sector remain flat, and even dropped in recent months, possibly as a result of President Cyril Ramaphosa’s planned clean-up of the state-owned enterprises which had in some instances delayed expenditure. But he saw more efficient SOEs as a positive factor in the medium to long term for civils.

“Conditions will remain tough this year, which will possibly be the worst year for the civils sector,” he said, “but we are expecting some improvement next year and the following year.”

The civils sector had experienced poor annual growth levels for many years up to 2016, after which its performance had worsened further with five consecutive quarters of negative growth. Some good news came recently with Energy Minister Jeff Radebe’s interventions to progress 27 independent power producer agreements; Metelerkamp noted that civils contractors would have to rely more on the private sector contracts like these. There might also be good news in store as the next national election looms, with an election run-up often coinciding with the issuing of more government tenders.

In the interests of transforming the sector, government has also been breaking up large infrastructure projects into smaller pieces, to allow greater access by small contractors; these smaller players have therefore taken over a substantial portion of market share from larger contractors.

AfriSam’s chief executive officer Rob Wessels emphasised the positive role that construction played in creating employment. Urging greater partnership between the stakeholders at the briefing – which included construction firms, retailers, trade unions, management,

material suppliers like AfriSam and industry associations – Wessels said that while construction contributed around 3% of gross domestic product, it employed roughly 9% of South Africa’s labour force. The sector employs about 1,4 million of South Africa’s total work-

force of approximately 16,3 million people.

“The construction sector is labour-intensive, and if our President’s vision of creating another one million jobs over the next five years is to be realised, a significant portion of that will have to be achieved by the people in this room,” he said.



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Dealer relationship thrives



From L to R: Wacker Neuson MD Dennis Vietze with Sidney Haddad Director - Haddad Agricultural Services and John Ramshaw - Wacker Neuson Cape Town.

WACKER Neuson Managing Director, Dennis Vietze and Sidney Haddad, Director of S. Haddad Agricultural Services, agree that the thriving relationship between the two companies over the past four years has resulted in increased business opportunities for them within the agricultural sector of the George region in the Western Cape.

Wacker Neuson South Africa has a reputation as an industry leading specialist in the supply of world-class light equipment and compact construction machinery and services to customers across southern Africa for over three decades.

Wacker Neuson is focussing on a dealer expansion strategy and Vietze is quick to add that a fundamental part of this strategy is the strengthening of existing dealer relationships.

When searching for a suitable dealer to serve its solid agricultural customer base in George and surrounds, Wacker Neuson did not hesitate in wel-

coming S. Haddad to its dealer network. "As the largest agricultural machinery dealer in the George area, S. Haddad has the necessary infrastructure and expertise to be able to support our clientele in a dedicated, professional and expert manner," states Vietze. "I am confident that this relationship, which has presented Wacker Neuson with the opportunity to expand its footprint and equipped Haddad with the necessary product ranges, support and training to efficiently penetrate the market, will contribute to the ongoing attainment of our mutual business goals in the area."

"It is our tenet to provide Haddad with dedicated across-the-board support from the Wacker Neuson Cape Town branch," affirms Vietze. "Training for example, conducted both at S. Haddad as well as at Wacker Neuson Cape Town premises, is an ongoing process as our new portfolio expands with new innovations and products."

Aspasa acts on quality issues



Saartjie Duvenhage is the chairperson of Aspasa's technical committee on quality management.

DISAGREEMENTS over the quality of sand and stone delivered on site may soon be a thing of the past, thanks to the intervention of surface mining industry association Aspasa, whose special

task team is moving rapidly to formalise standards for the benefit of both producers and their customers.

According to Saartjie Duvenhage, chairperson of Aspasa's technical committee on quality management, a number of large strides have already been made to narrow the gap between customer's expectations and the actual ability of producers to supply the required materials.

Meaningful progress

"First and foremost, we have defined quality and what it means to everyone on the entire supply chain, from extraction, to processing and delivery to the customer's site. In our

case we define this as a product that meets a certain measure of excellence which is free from deficiencies and significant variations.

"To assist our members to achieve this, we have subsequently introduced our own quick guide to quality management. The 123 of Quality Management for Material Producers guide is designed to act as a guideline to quality management and explains the concept with eight steps for members to successfully implement their own systems.

"Included in the guide we walk members through getting buy-in from all levels of staff, determining customer requirements, commissioning of an

appropriate laboratory, sampling and testing, reporting, dealing with non-conformances and communication. If members successfully implement the 123 system, they will be well on their way to producing quality products," says Saartjie.

Revising codes

She adds that the committee is furthermore assisting in the revision of South African National Standards codes including SANS 1083, as well as the South African National Roads Agency Limited (Sanral) revisions of the G-materials guides and the distribution of guidance specification of G-materials.

The committee has

also appointed Barry Pearce to represent Aspasa on a number of relevant technical forums including SABS roads, concrete aggregates and SANS 1083 committees. It has also attended various meetings and workshops to establish best practices from local and international sources.

"We are working towards introducing mandatory quality audit systems among our members, as well as awarding meritorious achievements among our members. These and other new innovations will also be discussed nationwide as we take our quality solutions to our members further afield across South Africa," concludes Saartjie.

The road to a thriving construction and engineering sector

By Monty Ditibane,
Director at DBI
Consulting Engineers

THE construction and engineering industry is a cornerstone of the South African economy, but one which is under pressure and one, if nothing changes, that will become increasingly unsustainable.

Slow domestic economic growth – South Africa has been lagging behind its peers in Africa and the world for quite some time – exacerbates the situation.

After falling to a record low of 12 in the first quarter of 2018, the FNB/BER Civil Confidence Index rose by 3 points in the second quarter to 15. This means that the overwhelming majority of respondents are dissatisfied with prevailing

business conditions. This sustained low confidence is due to deterioration in almost all of the underlying indicators, most notably construction activity and tendering competition. The civil construction sector therefore remains under tremendous pressure with little, if any, improvement likely over the short term, according to the researchers.

The subdued economic growth locally – the South African economy grew by 1,3% in 2017 and the expectations are that 2018 isn't going to be much better – is one of the factors contributing to the country's high unemployment rate. The official unemployment rate increased to 27.2% in the second quarter of 2018, up from 26.7% in the first three months of the year.

If infrastructure is key to turning things around for the economy, so is the construction and engineering sector, because the one can't function without the other. And although the industry therefore has an enormous role to play in economic development, it faces numerous other problems besides the ones already mentioned, including a lack of access to funding, corruption, and a lack of skills.

One of the solutions to foster a sustainable construction and engineering sector is the upskilling of the labour force in South Africa and the rest of Africa.

This must be done with the 4th Industrial Revolution in mind. It is transforming whole industries, as well as redefining the skills and competencies needed to thrive.

An emphasis should be placed on Science, Technology, Engineering and Maths education in our schools for the youth to have relevant skills, and for the country to be able to compete globally, but this is one of the areas we as a country are critically lacking.

The industry must also integrate and collaborate across the construction industry's value chain, adopt advanced technologies at scale, and maximize the use of data and digital models throughout processes, says the WEF.

According to the Boston Consulting Group (BCG), many of the digital technologies pervading today's industrial landscape are readily applicable to all three phases of the value chain in the construction and engineering space—design and engineering, construction,

and operations.

At a regional level, the Southern African Development Community (SADC), comprising 15 member states, needs to open up its borders for better trade and maximise cooperation and innovation across the value chain. The region can also move towards the standardisation of regulations, making it easier for companies to do business.

All these steps will lead to more certainty and consistency in the industry, and more cooperation will lead to increased learnings from best practice and the upskilling of the workforce by learning from each other.

At a time when the world is seeing increasing trade wars and closed off borders, with pres. Donald Trump at the forefront, SADC should take the lead and make it easier.



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Arup recognised at SAICE 2018

THE South African Institution of Civil Engineering (SAICE) Johannesburg division honoured Arup with multiple project and individual awards at its 2018 regional award ceremony.

The twisting PwC Tower in Midrand won both the Structural Engineering category and the Overall Technical Excellence Achievement. This follows the project's recent win at the South African Property Owners Association Awards for Innovative Excellence for Best Corporate Office. Arup provided structural, façade, civil, wet services and transport engineering to the project with an approach that exemplified collaboration and the use of industry-leading technology.

"It's exhilarating to be a part of a project recognised so widely by the South African industry. I congratulate all members of the project team from Arup, as well as the project's clients, professional team, contractor and sub-contractors who we have worked with since the inception of this amazing construction," said associate director Richard Lawson at Arup and project manager for the PwC Tower.

Two Arup individuals also walked away with honours: Rudolf le Roux was the winner of the Young Engineer of the Year and Claudio Duarte received Highly Commended in the Technologist of the Year category.

Rudolf is a senior façade engineer at Arup who has worked on many recognisable projects across the country including the PwC Tower, the Grain Silo complex in the

V&A Waterfront and THE MARC in Sandton. His knowledge and use of parametric methods have been key to enabling the bold geometries of these project façades.

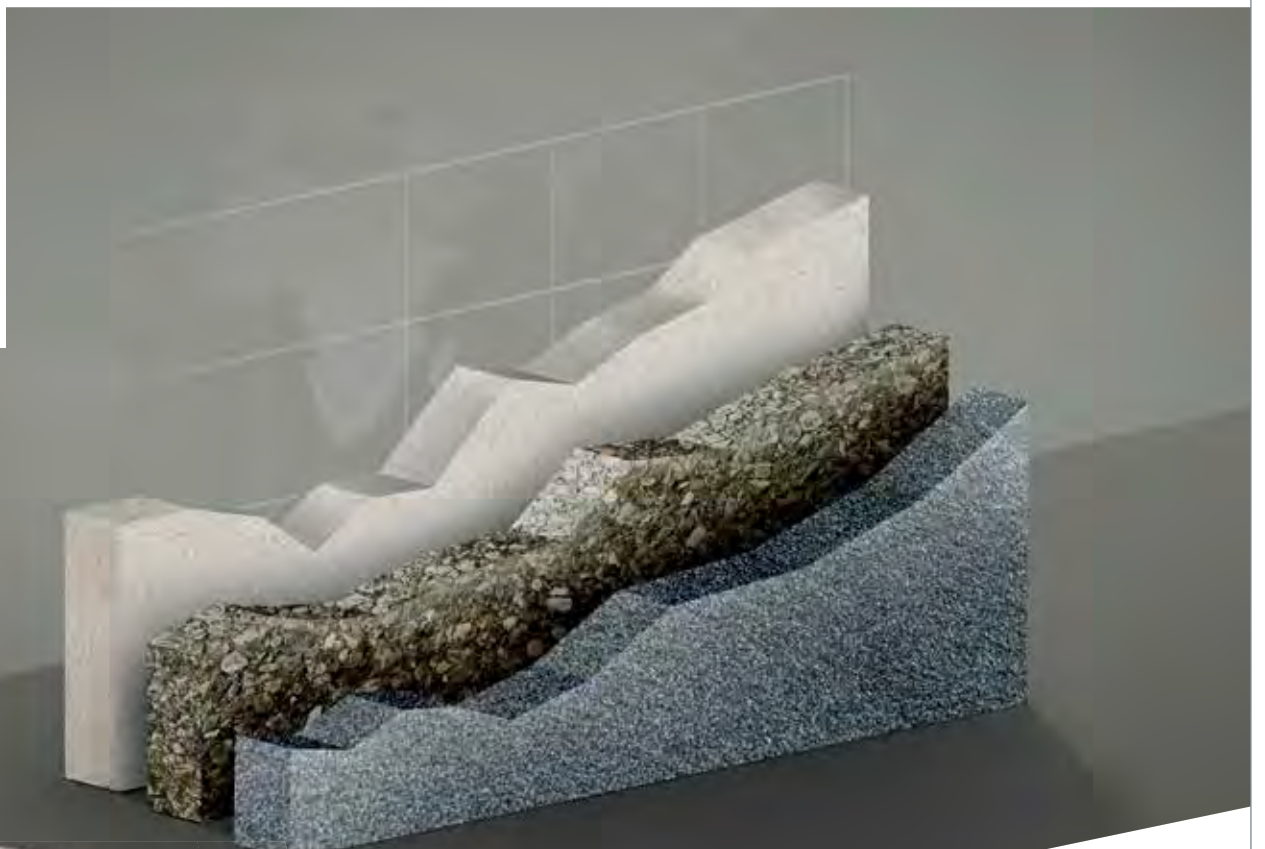
Claudio is a senior

structural engineer in the Arup Industrial Projects team working on numerous large-scale projects such as the New Multi Product Pipeline between Durban and Johannesburg and the Grootegeluk

Medupi Expansion Project in the North West province. Most recently, he is the project engineer leading the design team on the new Twinsaver Kliprivier plant expansion in Ekurhuleni.



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PwC Tower under construction.

Permeable grass blocks used for massive stormwater channel

OVER 76 000 precast concrete Terracrete grass blocks, manufactured by Terraforce licensee and CMA member, Klampmuts Concrete, have been used to line a 6,5m wide section of 1,8km stormwater drainage channel next to what will become the Vlakkeland low-cost housing estate in a peri-urban area on the outskirts of Paarl, Western Cape.

The channel forms the major component of a Sustainable

Urban Drainage System (SUDS) designed to protect the new housing estate from water flows during heavy downpours. Specified by the Western Cape's Provincial Government, it was designed by consulting engineers, Lyners and Associates, based on input from GNEC (Guillaume Nel Environmental Consultants) and some initial stormwater surveys undertaken by Graham McGill of Graham McGill Consulting.



Newly laid Terracrete grass blocks in Channel-1.



The Vlakkeland Drakenstein stormwater layout.

The channel forms part of a system which has been designed to ensure that stormwater flows are managed and dispensed in a controlled manner. Several tributaries and stormwater pipes which previously flowed into several evaporation ponds, situated on the land earmarked for the new housing estate, now drain into the main channel, Channel 1 and into two tributary channels - Chan-

nels 2 and 3.

The unlined section of the main channel was designed to accommodate a 1:100 year flood (50.2m³/s) whereas the lined section can accommodate a 1:5 (18m³/s) year flood.

The deployment of the Terracrete blocks and mini gabion dams, which were built into the downstream section of Channel 1, reduce flow-rates and allow the SUDS system to better

filtrate any runoff. The other major component of the system is a large attenuation pond which was excavated at the bottom end of Channel 1.

The pond further reduces the flow rate and prevents surges by releasing water gradually through a 450mm outlet pipe at the far end of the pond. However, when water volumes are such that the pond fills to capacity, the overflow pushes

back into the main channel at the entrance to the pond.

In addition, a secondary and smaller attenuation pond has been excavated immediately above some culverts which have been installed under a main tarred road adjacent to the estate. Grass has been planted on the floors of both ponds to minimize dust during dry periods and encourage water infiltration.

The main channel is composed of four material layers: the sub-soil which was compacted with rollers to 93% MOD AASHTO; a layer of Grade A2 geofabric, which prevent the blocks from settling too much and allows filtration while preventing the washout of locally sourced bedding sand; and the Terracrete grass blocks.

The Terracrete blocks are being filled with a bio-charcoal material and mushroom spores, the former to absorb pollutants in the water and the latter to recharge the charcoal and keep it fit for purpose. The channel banks above the blocks are being planted with grass.

The main channel, the bulk earthworks, including the attenuation ponds and other channels, were constructed by JVZ Construction.

Landscaping, building design grow together

DEVELOPING one of the last open sites on Umhlanga Rocks Drive in the Ridgeside precinct in Umhlanga, KwaZulu Natal afforded architecture and interior architecture company Paragon the unique opportunity to shape the landscaping as part of the overall design.

Known as Pran Boulevard, the development consists of two separate office buildings of three levels each above ground floor, linked together on each level with enclosed glazed bridges. There are three parking levels providing about 250 parking bays, as well as a ground-floor podium level with timber decks, walkways, landscaping, and water features. The total building area, including the parking levels, is about 18 600 m².

Paragon was commissioned by Shree Property Holdings to design the landscaping as part of the holistic design of the project. This meant using the building's design language throughout the landscaping. "The client gave us the design freedom to sculpt the landscaping to complement the buildings' angular and distinctive design," Project Architect Jurie Geldenhuys comments.

A 4-star Green Star rating was the target

from the offset, which the project received in May 2018. Over and above these specific client requirements, Paragon also had to adhere to the very specific requirements of the Ridgeside Management Association (RMA) concerning the treatment of corner sites in the precinct, as set out in the RMA Design Guidelines Volume 0 & 1.

These guidelines relate to planting types, which had to be presented and approved by the RMA Design Review Committee. The guidelines also include: planting recommended for use on specific streets; 90% of all planting is to be indigenous, and the

landscaping plans are to list and motivate plant types to be used for approval.

A minimum of 20% of each site area is to be landscaped (the 20% is to be regarded as hard and soft landscaping areas); landscape designs are to take into account safety, surveillance, and defensibility of the public environment; in addition, corner sites have very specific requirements in terms of planting height and species, so as not to obscure or obstruct views.

There is a level difference of more than 1 m between Umhlanga Rocks Drive (the western side) down to the ground-floor podium level, while

down Ntusi Road (the northern side), most of the first-level basement would have been exposed was it not for the cascading planters next to the stairs, which provide access from more than 1.5 m below the podium level.

The edge conditions of the landscaping on the site boundaries were designed to, where possible, join seamlessly with the adjacent RMA landscaping levels to soften the transition, to keep the natural slope, and not to impose the new landscaping on the area with hard edges. The RMA landscaping will in future, tie into the project's landscaping as a natural extension of the design.

Pedestrian access to the site was designed with the pedestrian movement through the precinct in mind. From Umhlanga Rocks Drive, pedestrian access was introduced to the podium level through an accessible ramp and a stair down. From Ntusi Road, access is provided through a stair to the podium level, while on the corner, on-grade access was provided that could also be used for deliveries to the coffeshop. The positions and angles of the various access routes were influenced by the buildings' shape, its axes created, and the relationship/position of the pedestrian routes around the site.



Pran Boulevard has a four star Green Star rating.



L13, L18, L22



Terrafix



Terracrete



4x4 Multi



L11, L12, L15, L16

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Mergence pigs out on green energy



CAPE TOWN-based investment company Mergence has earmarked R100m for five innovative waste-to-energy facilities that use anaerobic digestion to convert organic waste into methane gas.

The company has invested an initial R15 million upfront and committed an additional R85 million for these innovative 'green energy' projects.

The investment has been undertaken by the Mergence Infrastructure & Development Equity Fund.

Waste-to-energy is a process that generates energy in the form of electricity or heat from the primary treatment of organic waste.

Another Cape Town-based group Hosken Consolidated Investments (HCI) was an early adopter of green energy production when it nurtured a much overlooked investment in Montauk. Montauk – now separately listed on the JSE – is worth nearly R13bn. Montauk, though, has no local production facilities, and profitably produces gas and electricity from landfill sites scattered across the USA.

Mergence said new landfill legislation has forced industry to seek alternative waste management solutions.

The group argued that the Western Cape, in particular, needed to focus on providing waste solutions for agricultural residues.

Mergence maintained the region was generally not provided with adequate waste disposal infrastructure.

One of the standout projects in a cheese factory and piggery in Cape Town.

Mergence says the piggery has over 6 000 pigs producing up to 40 tons of waste water a day.

By using a 500-cubic meter anaerobic digester, the plant can produce 40 cubic meters of methane an hour. The gas is used to fuel a combined heat and power engine - which has a peak potential of 125kW for electricity and 105kW for heat.

Mergence explained that the heat was used in a separate cheese production process.

The group says that of the 40 tons/day in waste, 20 tons/day is converted into biomethane and digestate - which can also be used as compost. Approximately 234 000 cubic meters of methane are diverted from the atmosphere to

the combined heat and power engine.

By using a combined heat and power engine, the gas is turned into electricity with heat as a by-product.

Alternatively, the gas can be scrubbed, com-

pressed and packaged for use as an alternative to power vehicles, cooking gas in the restaurant industry or for other industrial applications such as the replacement of heavy fuel oil in industrial boilers.

Mergence stressed that this model produced a dual benefit. Firstly the amount of waste going to landfill gets reduced significantly; and secondly energy costs are reduced for the client.

Mergence said there was potential to use the model on a larger scale.

The group reckoned if the model covered a larger radius it could generate enough energy to run a fleet of trucks.

Much more than just happy snaps.



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Kuvinga Energia Natural Gas Project Mozambique



Mettle Solar Africa Rooftop Solar Project Kenya



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Ejuva 1 Solar Energy PV Project Namibia



Ejuva 2 Solar Energy PV Project Namibia



Mettle Solar Namibia Solar PV Project Namibia

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1 million m² of Green Space



Alison Groves.

WSP in Africa, is celebrating a milestone million square meters of Certified Green Space in Africa. WSP sustainability consultants and engineers have been hard at work for over a decade; setting benchmarks and contributing to transforming the built space across Africa to become

more resilient, sustainable, efficient and toward contributing to lower carbon economies. “The Green Building Council of South Africa (GBCSA) was formed in 2007, to lead the way and providing guidance to green South Africa’s commercial property sector. At that time, we

were trading as Green-ByDesign, as part of the WSP group in Africa, and were working on the designs for the second phase of the Nedbank head office in Sandton. In 2009, this building was the first in South Africa, and Africa, to be certified and achieve a Green Star rating,” says Ali-

son Groves, Regional Director, WSP, Building Services, Africa. Groves notes that by 2011 there were already 15 Green Star rated buildings in South Africa. “Since then the industry is doubling exponentially every year and, as the GBCSA introduces more rating tools, the up-

take for green buildings is sky rocketing. The green building uptake can also be seen throughout Africa where, to date, Green Building Councils have been established in Namibia, Zambia, Mauritius, Rwanda, Tanzania, Kenya and Ghana.” Some of the prominent projects that WSP

sustainability consultants and engineers have been involved with and that contribute to the 1 million m² of certified Green Star space include:

- Nedbank Phase II, in Sandton
- Menlyn Maine Central Square, in Pretoria
- FNB Namibia Holdings’ @Parkside building, in Windhoek
- Nobelia Office Tower in Kigali
- City of Johannesburg’s (CoJ) new Council Chamber, in Johannesburg
- Agrivaal refurbishment and new Batho Pele House, Tshwane
- Vodafone Site Solution Innovation Centre (SSIC) in Midrand
- Standard Bank campus, in
- WSP’s African headquarters in Knightsbridge.

WSP teams are also working on a number of exciting projects currently – including but not limited to, the Rosebank Towers that achieved a Four Star Green Star SA Design and As Built rating, Rosebank Link targeting a Four Star Green Star As Built rating, as well as Education buildings, a corporate office campus in Waterfall and, The MARC, state-of-the-art mixed-use development in Sandton. Each of these developments will contribute to the continuation of green certified urban spaces on the continent.



Question today
Imagine tomorrow
Create for the future

As a founding member of the Green Building Council of South Africa and the sustainability consultants behind the development of Green Star rating tools for Namibia and Rwanda as well as Mixed Use Developments in South Africa, WSP has focused on ensuring that the projects we work on are low impact and sustainable.

Since beginning our journey towards driving the uptake of green building, we have maintained a 100% success rate in achieving Green Star Certification for our clients.

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Fixed-Mount IR Cameras for research analysis

The first fully-radiometric infrared cameras with software plug-ins to deliver continuous temperature monitoring for research, science and engineering applications

FOR precise research, science, and engineering applications, just seeing heat is not enough, it needs to be measured and analyzed as well. COM-TEST is offering the new Fluke RSE300 and RSE600 Infrared Cameras, the first fully-radiometric, fixed-mount cameras with advanced features including software plug-ins to easily analyze thermal data.

The software also makes it easy to edit images, generate customized reports, and export images to multiple formats to share thermal data.

The RSE300 and RSE600 cameras continuously stream up-to-60 frames of data per second, allowing for detailed monitoring of temperature patterns and variances. SmartView desktop software is included and allows users to remotely focus the camera, auto-capture images, adjust level and span, and analyze infrared videos frame-by-frame. The software also makes it easy to edit images, generate customized reports, and export images to multiple formats to share thermal data.

More RSE300 / RSE600 features are:

- Improved thermal analysis — thermal data from the infrared cameras can be pulled directly into MATLAB and LabVIEW, allowing users to statistically analyze and trend information.
- Identify heat build-up and dissipation — the cameras capture up to 640 x 480 resolution thermal/radiometric images and video to continuously identify heat buildup, as heat management becomes a priority in product development and testing.
- Test and troubleshoot — the cameras give users the flexibility to strategically mount the unit anywhere there is an electrical connection, remotely focus the camera, and transmit data and images

to PC. Semi-fix the cameras to set up easily repeatable thermal experiments to troubleshoot and improve first pass quality.

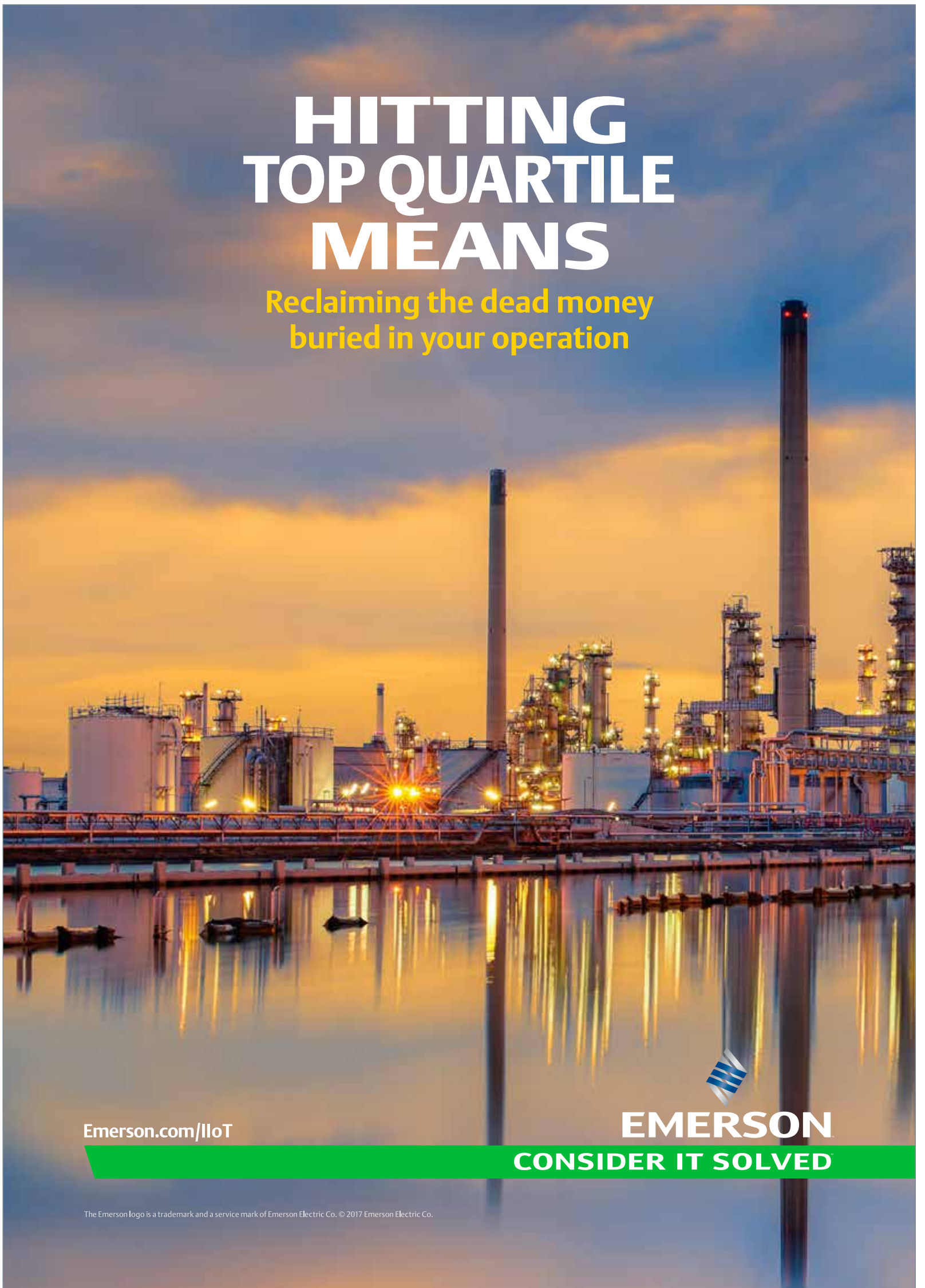
These rugged cameras are IP65 rated so they can be mounted outside in harsh environments. There are optional 2x and 4x telephoto, wide, and

macro lenses to customize for any measurement application. An optional mounting bracket is also available for camera use at workstations.



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Accelerometer detects vibes

INSTROTECH, local representative of Monitran, is promoting their General Purpose Monitoring Sensors,

"It's a general purpose, top-entry velocity transducer with DC output, made from robust stainless steel..."

for use with PLC's and other industrial controllers.

They provide users with a continuous output of vibration

usually as a 4-20mA signal. Changes in the monitor signal will allow the user to spot vibration changes in the part of the machine to which the sensor is attached. Rapid changes accompany such conditions as machinery working loose from its mountings, fan blade malfunction, bearing failure all of which require immediate attention and machine shutdown to avoid widespread damage and loss of machine time.

If the signal is logged at regular intervals, gradually increasing vibration indicates wear in the part of the machine where the sensor is fitted calling for replacement or detailed study

with a portable vibration analyser.

This type of information is required in a wide range of environments so while the basic output is common to all sensors in this category there are many variations allowing them to be used in those different environments ranging from:

- standard industrial conditions
- submersible and long term wet operation
- approved under ATEX, IECEx and ANZEx for use in hazardous areas

The long standing 1185/C series is tried and trusted. It's a general purpose, top-en-

try velocity transducer with DC output, made from robust stainless steel throughout for continuous vibration monitoring in harsh environments. The unit is sealed to IP67 with industry standard two-wire 4-20mA output proportional to sensor range that can connect directly to PLC, DCS and other industrial controllers.

The 1185I /C model is ATEX and IECEx Group I & II certified. It has all of the 1185's components with integral stainless overbraided ETFE cable and is available with a wide range of mountings.

The 1185W model is a submersible, for harsh underwater environments and areas with constant moisture or condensation. Includes integral heavy duty polyurethane cable and is sealed to IP68 and is available with a wide range of mountings. The 1185IW is ATEX and IECEx Group I & II certified.

Reliable detection of objects with sensors

COUNTAPULSE Controls advises that German sensor specialist, Leuze electronic is expanding its portfolio of optoelectronic and inductive switches with capacitive proximity switches.

This move will make it possible for users to obtain complete solutions for detection requirements from a single source.

The company has been the official distributor for Leuze electronic for more than 45 years and offers a full technical advisory service. This, Gerry Bryant, managing director of Countapulse Controls, says enables the company to provide fit-for-purpose sensing solutions to industries across southern Africa.

The introduction of Leuze contactless, wear-free switches which are resistant to electromagnetic influences, interference and contaminants in the air such as dust, will have



Leuze's range of optoelectronic and inductive switches with capacitive proximity switches make it possible to apply a solution for all detection requirements from a single source.

major advantages for end users. The capacitive switches are available in a cylindrical or cubic design, as well as embedded or non-embedded versions for a wide range of mounting options.

Due to their semiconductor technology, the Leuze sensors have a long life expectancy, regardless of the detection and switching frequency.

The new variants facilitate contactless detection of numerous different objects and media, regardless of the shape. These sen-

sors are particularly suitable for detecting objects in harsh and dirty environments due to the IP67 rated housing.

These Leuze sensors can "see through" certain materials, which provide optimum accuracy in difficult sensing applications such as those found in food and beverage and printing and packaging operations. The devices can detect products in outer packaging and behind container walls as well as check fill levels and monitor these for completeness.

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New

Xi series
Compact autonomous spot finder IR camera

The newly developed Optris Xi 80 combines the benefits of infrared cameras and infrared thermometers. A full 80x80 thermal image eliminates the hunt for the hot spot and tedious positioning required with single spot temperature sensors. The integrated spot finder function will identify the hottest (or coldest) spot in the image and automatically communicate these measurements without an external PC.

weighing
pressure
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flow
calibration

Cables and connectors for Africa

LAPP Southern Africa opened its doors as a distribution partner in 1994. Since then the success and milestones have been immeasurable in the local market.

Lapp produces cables and connectors for different industries and markets.

Mechanical and system engineering, the automotive industry, MSR technology, electrical and installation engineering, EDC and more.

Successful digitisation depends above all on future-proof industrial networks. High speeds and excellent reliability are vital for business success. This requires the switches, cables and connectors used in Ethernet networks to be tailor made for the job.

High-performance switches are available from a number of suppliers. But when constructing industrial networks, companies

often make the mistake of using cables and connectors that are not suitable for the robust industrial environment and whose performance does not match that of the switch. Office connection solutions are completely unsuitable for exposure to chemicals and lubricants, or for use in areas such as robotics that require maximum flexibility. Securing industrial network performance for the long-term therefore requires perfect interplay of switch and cable.

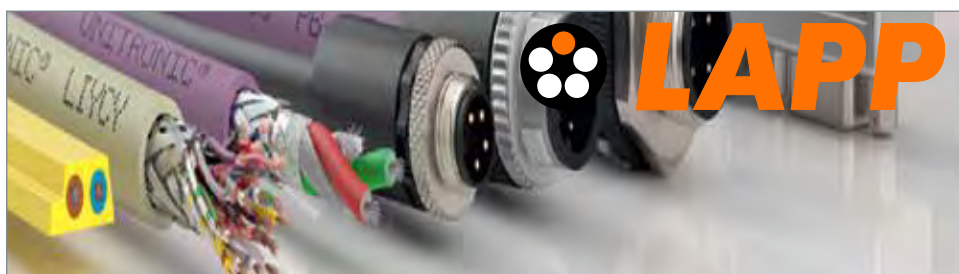
To respond to this need, Lapp, a leading provider of integrated solutions and branded products for cable and connection technology, now offers switches under the



ETHERLINE® ACCESS brand. Users can benefit from Lapp's expertise, receiving a tailored combination of industry-specific switch and industrial cables that ensure both top transmission quality, speed and reliability.

Purchasing components from different suppliers is also a thing of the past. Instead,

users can buy all the switches, cables and connectors they need for a complete industrial communication solution from a single source, along with accessories such as cable glands, protective conduits and markings. With its expertise, Lapp is therefore helping to make industrial networks fit for the future.



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Gas-Trak online cylinder-management system

THE latest innovation to be introduced locally by A-Gas South Africa is Gas-Trak Online (GTO). This is a fast and effective F-Gas reporting and cylinder management solution developed specifically for the HVACR industry.

Comprising both a desktop web portal for office-based staff and a mobile app for engineers for added flexibility, GTO is jam-packed with features, A-Gas South Africa National Sales Manager **Michael Labacher** comments.

"GTO was designed with the main aim of ensuring F-Gas compliance via our F-Gas reporting module, as well as allowing contractors to track their cylinder fleet. What is more, HVACR distributors can track returnable cylinders



across their branch networks," Labacher highlights.

Cylinder Fleet Management (CFM) allows end users to not only manage their cylinders, but also control rental costs. Cylinders can be tracked by location and engineer, while a record can be kept of any supplier's cylinders. In addition,

cylinder rental status reports can be generated and 24/7 F-Gas reports and tracking can be provided via the web portal.

GTO also includes a traffic light warning system, as well as a Global Warming Potential (GWP) and CO₂ calculator. It provides information on leak-checking frequen-

cies, while tasks can be allocated to engineers to access on the app. Gas usage can be monitored by customer, site, and even equipment.

"GTO was designed with the main aim of ensuring F-Gas compliance..."

"End users can create a free GTO account by clicking the 'register' button on the website at www.gastrakonline.com, and fill in the relevant details," Labacher explains. The GTO app is available for download from the Google Play Store or the Apple Play Store. The log-in that is created will provide access to both the app and the desktop web portal.

Advanced HVAC monitoring

THE newly launched RHT Climate available from Mimic Components is ideal for high accuracy HVAC climate monitoring of indoor environments, control of industrial processes, or server rooms.

This unit offers the measurement and display of temperature and humidity and seven other calculate values at operating temperatures of between -40°C to + 60°C broaden the end use of the RHT Climate, while versatile interfaces such as USB, RS485 Modbus, 4-20 mA and 0-10 V allow for integration in any project. Power options are battery, 12-30 Vdc or 5 Vdc.

The seven calculated psychrometric properties that can be displayed are: dew point temperature, wet bulb



temperature, absolute humidity, frost point temperature, specific enthalpy, partial vapor pressure and mixing ratio.

Technology has made it possible to extend the range of measurement with improved accuracy, while the pragmatic design allows for duct or wall mounting. The new RHT Climate features

include high accuracy, a bright backlight display, configurable analog outputs, and an alarm output with an embedded buzzer. The settings are easily done via USB or keyboard. Enclosure rating is IP65 and P130 sensor probe. For more information call Mimic Components on 011-689-5700 or email sales@mimic.co.za

Extensive low voltage electric motor range



The WEG low voltage electric motor range starts from 0,18 kW motors that would be used to drive small fans or used in exhaust applications and goes up to 1,250 kW motors which would drive massive ventilation fans or pumps.

ELECTRIC motor applications require a reliable, robust fit-for-purpose product that will give the end user the requisite low total cost of ownership. Fanie Steyn, manager responsible for rotating machines at Zest WEG Group, says it is encouraging that most industries in southern Africa have woken up to the fact that purchasing the standard efficiency motor is not the best long-term option.

"The depth of the WEG low voltage range of electric motors allows

us to offer customers the best fit for individual applications, and we are also able to draw from a product line-up of motors that are engineered for specific application requirements," Steyn says.

The WEG low voltage electric motor range starts from 0,18 kW motors that would be used to drive small fans or used in exhaust applications and goes up to 1,250 kW motors which would drive massive ventilation fans or pumps.

WEG W22 low volt-

age units now carry a five-year guarantee as standard.

"A significant trend reaping benefits for customers is the move towards using premium efficiency electric motors, also known as IE3," Steyn says. "While WEG electric motors are still available in standard efficiency, also known as IE1, there is a remarkable increase in customers requesting IE3 motors because of the obvious energy savings that can be achieved."

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Compressors for ships



The 3-stage starting-air compressor Levante WP460L Marine comes with a fill-up capacity of up to 460 m³/h at a pressure of 30 bar. © Sauer Compressors.

AT this year's SMM, the world's leading trade fair for the maritime industry, Sauer Compressors will showcase its entire range of compressors. The solutions meet all compressed air requirements on ships, ranging from starting and working air to SCR-systems for exhaust gas purification. A new state-of-the-art compressor control and various accessories round out the manufacturer's impressive line-up.

Purpose-made starting-air compressor

As Sauer Compressors' latest machine exclusively developed for com-

mercial shipping, the Levante series has quickly established itself as a go-to for the maritime industry. In its latest incarnation, the 3-stage air-cooled compressor comes with a fill-up capacity of up to 460 m³/h at a pressure of 30 bar. Due to its robust and compact construction, the low-maintenance compressor can fit into any engine room without taking up much valuable space. To improve inter-cooling efficiency, the air flow has been optimised by installing a newly developed cube-cooler between the motor and the compressor – enabling the recooling temperatures to be

reduced by a third. For maximum usability and comfort, the Levante comes with an integrated gauge panel and an operator-friendly HMI.

Maximum performance

Same as the Levante series, the 3-stage air-cooled Passat range is known for its exceptional durability in even the most demanding operating conditions. With filling capacities of up to 270 m³/h, the Passat is situated slightly below the Levante. Dividing the compression process into three stages notably decreases operating temperatures. This results in significantly lower maintenance costs and improved reliability.

New control generation for highest demands

The new MLC 4.0 presents a new high-end addition to Sauer Compressors' range of controls. With its 7" touchscreen and its intuitive operation it provides excellent usability. Given its easy integration into higher-level systems, the new control enables the high

connectivity required to meet the demands of tomorrow's vessels.

Oil-free solutions for all gas applications

With the integration of the Swiss HAUG Kompressoren AG, Sauer Compressors has extended its portfolio to include a wide range of hermetically gas-tight and oil-free compressors up to 30 kW. Owing to these properties, HAUG Sauer compressors can be used to compress virtually any gas, including boil-off gas in shipping. Even in operations with long standstills, frequent interruptions and cold starts, these compressors operate with maximum reliability.

Efficient exhaust gas purification

Exhaust gas purification is crucial. To supply state-of-the-art SCR systems for the reduction of nitrogen oxides with compressed air, the new Sauer SC85 and SC99 screw compressors deliver a volume flow of up to 700 m³/h with a maximum power of 99 kW.

Modern electromechanical machine design

ENGINEERS from the older generation will remember the days when machine design had to be based around catalogued electromechanical actuators. Variations from standard were rare, in addition to being expensive. Fast-forward around 40 years and the modern experience is somewhat different. Today's machine designers not only desire highly configurable and adaptable products, they expect them.

With this in mind, many leading motion technology suppliers have developed their product portfolio specifically for machine designers. Explained below are some key factors that will aid the selection of electromechanical motion products for use in the machines of today.

Stroke capacity

Among the fundamental questions to ask is: does the actuator offer various stroke lengths as standard? A product using a ball or lead-screw drive is commonly restricted to stroke lengths up to around two metres maximum for practicality. There are some actuators offering strokes to four metres, however at lengths such as these, speed is often limited due to screw whip, so the product that achieves a particular speed at one stroke will not usually achieve that speed at a longer stroke length.

Very long stroke lengths can, however, be achieved by belt drives, which perform to a similar level regardless of stroke length, but lack the precision of a screw-driven product.

A further option is linear motor-driven products, which provide performance levels that scale extremely well with increases in

stroke. In addition, linear motors do not demonstrate speed restrictions at longer strokes and offer the same repeatability over the full stroke.

Scalability

With regard to scalability, machine builders should determine if the actuator is available in a number of different frame sizes or widths. Having a family of products to select from allows the project to be cost-optimised. Moreover, many multi-axis applications demand different loading for each axis.

Having multiple drive train choices in the same product is often overlooked, but the availability of screw or belt options within a given product can prove extremely useful to a machine designer. In the same form factor, designers can tailor the drive train to specific requirements, be it thrust density normally obtainable from a screw drive, or speed from a belt drive. The ability to bounce between the two without having to rethink the machine's layout can be highly beneficial.

Modularity and performance

It is a common requirement for electromechanical actuators to be connected to other actuators or mechanical devices. The ability to combine linear actuators into XY, XZ, or XYZ assemblies quickly and effortlessly is vital. As a result, most modern electromechanical products can be bolted together like building blocks, without the use of transition plates for XY systems (plates are often unavoidable for the Z or vertical axes to maintain stability).

A further factor here is performance-to-size ratios, which should be

“Among the fundamental questions to ask is: does the actuator offer various stroke lengths as standard?”

considered carefully. Using a product that is highly condensed leaves more space for machine designers to include end effectors and tooling. For this reason, metrics such as thrust or rated load per height-by-width become important.

Selectable resolutions and encoder types

To retain good servo control, an actuator should have five to ten times more resolution available than the repeatability of motion required. With this in mind, having multiple options is the optimum solution as high resolution encoders can be quite costly.

Summary

Today, the demand for faster turnaround time on machines has become critical. The same design engineer who might have allowed for a machine to be developed in several months, now expects it in weeks. Key to the machine-building race is selecting the right product from a manufacturer that understands the daily design hurdles and has systems in place that allow for rapid machine development.

Factors such as breadth of product, range of options, modularity and product test data should be taken into account when designing the machines of today.

This strategy will enhance the machine builder's ability to respond to customer needs, and provide faster ROI.

Operation efficiencies enhanced

HYFLO's Cape Town operation has recently completed a rationalisation programme, designed to enhance efficiencies in the Western Cape.

“With the relocation of Hyflo's head office facility from Paarden Eiland to Johannesburg at the beginning of the year, the Cape Town branch has merged its operations into one building. Operational and structural changes have been implemented to streamline flow of productivity and improve our services to a growing customer-base,” explains Wynand Kellerman, Cape Town branch manager, Hyflo Southern Africa. “The re-designed layout at the branch facilitates manufacturing processes that interchange easily for the efficient production of all Hyflo systems. The product



Lauren Vogel is manufacturing a component for a DNV approved cylinder. This unit has been designed, manufactured and tested in-house to the highest quality standards.

portfolio encompasses hydraulics and pneumatics, hose and fittings, as well as automation systems.

“Hyflo has made a substantial investment in advanced equipment, to meet the specific requirements of customers in diverse industries, including marine, manufacturing, mining,

agriculture, off-shore services and general engineering.”

The new workshop is equipped with an overhead crane and spray booth, as well as a 75 kW and 30 kW test bench for testing pumps, manifold blocks, hydraulic motors and control valves. The South African Fluid Power

Association-approved (SAFPA) hose and fittings department has a test bench, designed to pressure test up to 1 500 Bar. Parker hydraulic hose is also manufactured and tested at this facility. The cylinder department manufactures, modifies, repairs and tests class-approved cylinders.

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Ernest Lowe has announced the first ever installation in Africa of the Strate Awalift 80 unit at Amandelbult.

STATE-of-the-art German technology has been installed all over Europe for over 50 years and has finally been introduced to Africa.

The first sewage

pumping system of its kind which separates the solids from the pump impeller, ensuring continued pumping in every scenario.

The Awalift unit solves the traditional

problem of solid waste interfering with the pump impeller and shaft by ensuring the solids are separated in their own chamber independent of the pumping chamber.

Flight simulator challenges resolved

SIMEX, a South African company specialising in the fabrication and upgrading of flight training devices like flight simulators, contracted Tectra Automation to upgrade software, supply new hardware, and adjust and convert a portion of the motion logic control across three flight simulators. The conversions, implemented for software compatibility purposes, pertain to the controls directing inflight aircraft angles (side-slip and shade), the aircraft roll (side-to-side inflight movement) and pitch (altitude increase/decrease).

The simulators benefitting from the upgrades are the Embraer 120 and the King Air 200, 350 and 1900, located at Lanseria airport in Gauteng; and a generic twin-piston

simulator, based on a Piper Seneca V, at Port Alfred airport in the Eastern Cape. All force-feel and control-loading equipment and componentry used for the simulator upgrades are Bosch Rexroth engineered.

The Embraer 120, an FNPTII (Flight Navigation and Procedures Trainer) MCC fixed-base simulator, which is used for imitation training and proficiency checks, experienced compatibility issues with its motor program and its motion logic controller (MLC) device. As the components are Bosch Rexroth, Simex approached Tectra Automation in Johannesburg for assistance. The fault lay in under-resourced componentry (known as CML) for a program contained within the MLC, which

Tectra Automation resolved by replacing the existing CML25 with a CML45 and adjusting the software programming.

Wiets Pretorius, Electric Drives & Controls Manager, Tectra Automation, verified the fault, provided and installed the correct hardware and adjusted the software to ensure compatibility. Commissioning was conducted jointly by Simex and Tectra Automation, and subsequently reconstructed and approved by the South African Civil Aviation Authority (SACAA), the aviation industry regulator in South Africa. "All of this was completed within standard industry time-expectations and to our exact requirements," comments, Leon Postma, Simulation Engineer, Simex.

Based on the successful conclusion of the Embraer 120 project, Simex again contracted Tectra Automation, this time for the other two simulator projects, both of which are ongoing. The Port Alfred-based generic twin-piston simulator had been upgraded with new motors and requires higher grade firmware and the King Air three-way simulator (200, 350 and 1900) involves work on its control loading.

The firmware upgrade for the twin-piston simulator however, proved to be incompatible with the PLC leading to a PLC firmware upgrade. This entailed motor parameter checking and adaption to the motor programming to correct an inverted analogue signal – both of which were conducted remotely.

Tectra Automation also supplied all required Bosch Rexroth equipment and com-



The cockpit interior of the Embraer 120 simulator.

ponents for the control loading of the King Air 200, 350 and 1900 simulator. This aircraft simulator can be adapted to exactly duplicate the airplane cockpits of any of the three aircraft types through the use of interchangeable panels.

All Bosch Rexroth hardware has been delivered to site and Tec-

tra Automation is on standby to assist with commissioning once Simex has completed the installation. "For all projects, which first began in 2017 when we conducted upgrades to the Embraer 120, until now with the work undertaken on our two ongoing projects, we have not experienced any unsolvable chal-

lenges subsequent to Tectra Automation's involvement," points out Postma.

"The service we have received from Tectra Automation exceeds even the exceptional high quality of the Bosch Rexroth equipment they represent, if one could draw a quality comparison," he concludes.

Energy costs cut by 68%

IN a claimed first for South Africa, Tectra Automation and Hytec collaborated to aid a motor vehicle OEM reduce energy costs at its Port Elizabeth engine plant. This was achieved with the installation of a Sytronix Variable Speed Pump Drive in mid-2017, which has subsequently achieved a proven energy saving of 68% on the machine for which it was installed.

To reduce energy consumption Sytronix, which monitors the hydraulic pressure and adjusts the motor running speed so only the required pressure at any given time is delivered, was installed at the plant's block machining line. This was the first of kind for this specific OEM and for the Hytec Group.

Sytronix, a Bosch Rexroth product, is a smart interplay of hydraulics and electronics to generate hydraulic power on demand. It maintains the ideal motor speed without using more motor power than is absolutely necessary leading to energy efficiency and cost-cutting. Additionally, Sytronix reduces the noise levels from 72 dB(a) to 62 dB(a), almost half of that experienced on conventional power units. As the unit is a combination of a hydraulic component and a drive and control component, both Hytec's and Tectra



The Sytronix Variable Speed Pump Drive monitors the hydraulic pressure and adjusts the motor running speed so only the required pressure at any given time is delivered.

Automation's specialties were required for installation and commissioning.

"Sytronix has been available as a drive solution for some time now," says Adriaan Botes, Technical Sales Representative, Tectra Automation. "However, with the rise in electricity tariffs contributing to higher electricity costs, some companies are beginning to show

an interest in this power-saving technology in order to reduce some of their overhead costs."

Installation and commissioning was conducted over two days with Hytec installing the hydraulic components, drive and controls were installed by technical personnel from the OEM and overall commissioning was conducted by Tectra Automation.

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SA exporters need to understand Mozambique's new custom regulations

SOUTH Africa's Foreign Economic Representative (FER) to Mozambique, Mr Matome Kgowedi urges South African companies to strive for a comprehensive understanding of Mozambique's new customs regulations as an initial step prior to commencing with the exporting of goods and services to the country. Kgowedi expressed this sentiment on the backdrop of the 54th Feira Internacional de Maputo (FACIM) trade fair in Maputo, Mozambique.

The Department of Trade and Industry (the dti) is hosting a South Af-

rican Pavilion in FACIM that is housing twenty-three local businesses that are showcasing locally-made goods and services.

"The new custom regulations I am referring to concern the inclusion of Portuguese labels on imported consumable products and the fortification of main staple foods such as maize meal, cake flour and cooking oil. The other key custom regulation requires that exporters of spirits, wines and tobacco attach duty stamps and tax sales on their products. Compliance to these will ensure for a smooth and uninterrupted

flow of South African made goods into Mozambique," said Kgowedi.

Kgowedi also stressed on the importance of conducting due diligence when identifying partners in Mozambique.

"Past experience has shown that South African businesspeople are neglectful of this key element when implementing their business seeking strategies. Most assume that because of our proximity to Mozambique, our cultures of doing business will often be similar. When they arrive here it's a culture shock for them and they end up

disappointed and grow despondent. It is also important to understand the local legal framework when they enter into agreements with potential partners in the country," he said.

Local companies on show at the South African Pavilion in FACIM cut across the sectors of energy, infrastructural development, agriculture, agro-processing and tourism.

"With this being my sixth FACIM in this position, I can say this has been by far the most successful showing in terms of getting feedback from exhibitors and

in terms of secured trade leads. This can be attributed to the type of companies we have brought over because they speak to the needs of this country. The other aspect that made the South African Pavilion a success is the business-to-business meetings that we had organised prior to FACIM. We ensured that our companies met with key decision makers of local companies that were in positions to make key decisions."

Kgowedi signed off by advising businesses to always strive to make use of the South African Embassy as their first



Maputo at sunset.

port of call upon arriving in a foreign country, as that enabled them to intervene when the situation is still salvageable.

The South African Pavilion was voted as the Best National Pavil-

ion in 2017, while Kama Industries, a Johannesburg-based company producing audible and visual signalling devices was voted the Best Exhibitor at FACIM for the same year.

Forum overviews progress of SEZs

THE Coega Development Corporation (CDC) hosted a delegation from the Special Economic Zone (SEZ) Chief Executive Officers (CEO's) Forum recently to reflect on the general performance and progress of SEZ's followed by a site visit to the port of Ngqura and Coega SEZ.

"The initiative by the

Department of Trade & Industry (the dti) to establish a forum of CEO's from various SEZ's has done wonders in knowledge sharing and emulating templates of success in the implementation of the SEZ programme," said Dr Ayanda Vilakazi, CDC unit head brand and marketing.

The meeting reflected

on current arrangements conducted by the dti for the SEZ programme including the planned investment and infrastructure conference for next year.

"The conference will speak to policy imperatives as well as explore various initiatives that would boost investment attraction and market the competitiveness of

SEZ's to investors. An announcement by the dti on the specific details regarding the conference will be announced in due course," said the dti.

"It's exciting to hear about the planned conference, as the CDC, we certainly welcome any initiative that seeks to bolster investment," said Dr Vilakazi.

The meeting further

elaborated on various operational successes and challenges facing the SEZ's. One of the two highlights reported on was the recent launch of the BAIC SA facility, which saw the opening of the plant by both the Peoples Republic of China President Xi Jinping and South Africa's President, Cyril Ramaphosa. Including

the recent approval of six SEZs preferential tax treatment status in terms of section 12R of the Income Tax Act ("s12R") by the Minister of Finance, Nhlanhla Nene.

"Appreciating the developmental nature of new legislations, teething items are likely to creep during the operational phase and it's

through these engagements with the various CEO's we are likely to iron them out. We will certainly take some of the suggestions by the CEO's into cognisance moving forward. Otherwise, since the establishment of this forum, our interaction has been by and large very productive & constructive," concluded the dti.

New medical plant for Coega

MSQ Health, through its wholly owned subsidiary Akacia Medical, will collaborate with Coega SEZ to build a fit for purpose 5 900m² manufacturing plant that is set to create more than 100 new jobs locally

MSQ Health is to invest over R100 million in a 5 900m² Akacia Medical manufacturing plant that will produce cost-effective quality medical products for both the local and international markets at the Coega Special Economic Zone. Construc-

tion of the manufacturing plant is underway and Akacia Medical and the Coega Development Corporation are discussing further ways to ensure this is a viable and sustainable facility that will support manufacturing jobs in the Eastern Cape for the

foreseeable future.

Akacia Medical is a subsidiary of MSQ Health and one of the largest medical manufacturers in South Africa, producing more than 2 600 different product lines of medical devices and medical consumables. Boast-

ing two ISO accredited manufacturing plants in Cape Town and Port Elizabeth whilst employing more than 400 employees that manufacture, market and distribute medical and surgical health products.

"The Akacia Medi-

cal manufacturing plant will add diversity of investors in the zone, which will further reinforce our value proposition in terms of Coega being the gateway to local and international markets. As the leading catalysts for championing of the socio-

economic development in the region, we could not have attracted a more strategic and well-aligned investor in Akacia Medical, given their plans to support the implementation of NHI that will deliver cost-effective health-care to South Africans.

This investment will bring the private sector investment at Coega in excess of R7.1 billion, and further strengthen Coega as the leading SEZ in Africa," concludes Christopher Mashigo, CDC Executive Manager Business Development.

Tax deductions for operators in SEZ

Coega amongst the six SEZs with approved preferential tax benefits



FOLLOWING the promulgation of the Special Economic Zone Act in 2014 (SEZ Act of 2014) which then saw proclamation for commencement on the 9th of February 2016, the Minister of Finance, Nhlanhla Nene approved the

six SEZs preferential tax treatment status in terms of section 12R of the Income Tax Act ("s12R").

"It gives us great joy that the Minister has approved the preferential tax treatment as it forms part of a suite of incentives we use

in attracting investors to the Coega SEZ," says, Dr Ayanda Vilakazi, CDC Unit Head Brand, Marketing and Communication.

"The Coega SEZ being amongst the six SEZs with an approved status provides a long awaited relief for the qualifying companies operating within the SEZ," adds Dr Vilakazi.

The incentives, will also serve as good news for some of Coega's largest foreign investors, including First Automotive Works (FAW) valued at R600

million and BAIC SA with an investment value of R11 billion, which recently launched their vehicle assembly manufacturing plant at the Coega SEZ.

"The announcement by the minister goes a long way in wetting investor appetite and adds to the attractiveness of various SEZ's. "As the CDC, the incentives continue to expand the capacity of Coega SEZ to invest in more innovative measures in enabling growth." Concludes Dr Vilakazi.

Minister Davies unveils regulations on governance of special economic zones

SOUTH Africa's trade and industry minister Rob Davies is inviting public comment on draft regulations on the governance and composition of special economic zones (SEZs), his department said.

The South African government implemented a new SEZ policy after identifying weaknesses in its Industrial Development Zones (IDZ) programme whose main aim was to attract foreign direct investment and promote the export of value-added commodities.

The SEZ Act com-



menced by presidential proclamation in February 2016 and introduced a new regulatory framework for the planning, design, development, management and operation of special economic zones. The new regulatory framework replaces the old framework for IDZs.

The trade depart-

ment said the difference in the governance and institutional framework required in the new SEZ Act from the old IDZ regulatory framework was "very significant" and most IDZ operators would require time to comply.

- African News Agency (ANA)

BUNKERING SERVICES TAKES OFF AT ALGOA BAY

MEC MABUYANE WELCOMES SAMF TO THE EASTERN CAPE - A COMPANY OWNED AND MANAGED BY BLACK WOWNEN



Launch of bunkering services: SA Marine Fuels Managing Director, Ms. Siyamthanda Maya (left) and MEC for Finance, Economic Development, Environmental Affairs and Tourism, Mr. Lubabalo Mabuyane (right).

Launched during the women’s month, the South African Marine Fuels (SAMF) is a South African company that is owned and managed by black women. SAMF is the second company that has recently been awarded a license for offshore bunkering services in the Nelson Mandela Bay Metropolitan, Algoa Bay.

SAMF investment has been welcomed by the MEC for Finance, Economic Development, Environmental Affairs and Tourism in the Eastern Cape (EC), honorable Lubabalo Mabuyane, who highlighted the importance of women participation in a “strategic sector in the economy of the EC”.

The establishment of SAMF is a significant milestone for the province; it brings changes and diversity to a male dominated oceans economy.

Significant to this investment is that the Eastern Cape (EC) hosts the only port in the whole of South Africa that has licensed offshore Bunkering operations.

The Algoa Bay has firmly been established as a leading bunkering and ship service provider to a wider international market that is not restricted by ship calling at ports but generally caters for the passing traffic. In addition, Algoa Bay is positioned as an attractive stopover en-route to various destinations. The bay is located a few miles off the heavily trafficked shipping lanes.

In addition to this significant milestone is a landmark approval of an Environmental Impact Assessment (EIA) for a 440 ha landbased Aquaculture Development Zone (ADZ) and Desalination Plant in Zone 10 of the Coega Special Economic Zone (SEZ).

The ADZ is the largest in South Africa within a geographical area; while the Desalination Plant will contribute to water security and the reduction of severe water shortages at the Nelson Mandela Bay Metro. It is likely to provide for almost a quarter of the Nelson Mandela Bay Metro’s current water consumption needs.



More than enough room to invest in the Coega SEZ. Join the good company of 43 international investors, which make Coega the leading and successful SEZ in Southern Africa.

TOP 9 REASONS TO INVEST AT THE COEGA SPECIAL ECONOMIC ZONE A GATEWAY TO AFRICAN MARKETS

- 1 World Class Infrastructure**
 - The Coega SEZ is ready to “plug and play”. All the necessary infrastructure is in place, including roads, bulk water and sewer networks, telecommunication sleeve networks, electrical substations (HV and MV), and overhead power lines (HV and MV) – all that investors are looking for and more in a world class industrial development zone.
- 2 Governance**
 - CDC has robust internal governance structures in place to prevent fraud and corruption. Strong and proven procurement processes ensure minor and mega infrastructure projects are implemented on time, within scope and on budget.
- 3 A Connected Zone**
 - There is a rail connection between the SEZ, the rest of South Africa and neighbouring countries.
 - Major roads provide a seamless link into the national N2 arterial highway, which connects the SEZ to the rest of the region.
 - The zone is integrated into Africa’s newest deep-water harbour, the Port of Ngqura.
 - National and international connectivity for passengers and freight is provided by the Port Elizabeth International Airport (PLZ), which is around 20 minutes travelling time away on the N2 Freeway.
 - It takes just 1 hour 40 minutes to fly from PLZ to OR Tambo International Airport on a route serviced by a number of airlines.
 - The distance to the main banking and business precincts in Port Elizabeth is around 20 km, which takes about 15 minutes.
- 4 Regional and International Logistics**
 - The Coega SEZ is strategically positioned on the main Southern Hemisphere east-west shipping routes.
 - It is the only SEZ in Africa to be served by two ports, with a combined capacity of over two million TEU (Twenty Foot Equivalent Unit) a year.
 - The deep-water port of Ngqura is the designated South African hub for container traffic, and is served by the world’s top shipping lines.
 - Named day services connect the port to the main global markets and supply centres.
 - The Port of Port Elizabeth operates world class container, vehicle, breakbulk and bulk terminals.
 - The shipping links are complemented by direct road and rail links to the rest of South and Southern Africa.
- 5 World Class Support Systems**
 - Geographic Information System helps investors make informed decisions on positioning their plant.
 - ICT Solutions for supply chain management, budgeting, procurement and financial management.
 - Customs Control Areas (CCA) in the Logistics and Automotive Zones.
 - Customs compliance infrastructure management.
 - Proven in-house expertise in delivering infrastructure projects of all sizes on budget and on time.
- 6 One Stop Investor Services Centre**
 - Full Human Relations support, including recruitment, training and managing labour relations.
 - Assistance with visa applications, work and study permits, applications for municipal services.
 - Assistance with applying for incentives.
 - Facilitation of environmental approvals and licence requirements for project development (EIAs, Basic Assessment, Air Quality Licence, Waste Licence and OEMP).
 - Customs services to assist with all SARS Customs registrations and permit processes in preparation for approval of facility for operational phases.
 - Incentives: Assist all investors to ensure optimal use of all necessary incentives available to industry (SEZ, Municipal, and Sector Specific Incentives).
 - The CDC’s Package of Plans approach allows statutory approvals for Site

- 7 Incentives**
 - The CDC assists investors in their application for incentives offered by the national government, provincial legislature and local municipality. They include incentives for:
 - Training
 - Automotive Production and Development Programme (APDP)
 - Production Incentive Programme
 - Aquaculture Development and Enhancement Programme
 - Research and Development
 - Export promotion incentives
 - Infrastructure support
 - Reduced municipal costs
 - The Coega SEZ also provides some of the most affordable rates for developed and zoned industrial land in Africa.
- 8 Skills Development**
 - Systems are in place to assist investors with skills development.
 - Advanced systems for registering work-seeker and competency based recruitment functionality - visit www.g2o.co.za
 - Advanced labour management systems in place
 - Co-ordinated transport services
 - Induction training capacity
 - Central wage payment services
 - Construction Village facilities provide accommodation, conference and training venues
 - Partnership with internationally recognised university (NMMU) for research and development
 - Apprenticeship training centre (construction, manufacturing and MEI)
 - Technical training for industry
 - Robust corporate social responsibility programmes under Coega Development Foundation
- 9 Lifestyle – the Best of All Worlds**
 - Nelson Mandela Bay and its surroundings offer a lifestyle that is the envy of other SEZ operators around the world.
 - It offers a cosmopolitan Indian Ocean lifestyle that is a unique mix of the best of African, European and Asian cultures.
 - Executives and key staff will find comfortable homes within a 20 minute commute of the SEZ.
 - Nelson Mandela Bay has world-class theatres, including an opera house, museums, restaurants, beaches, public gardens, sports stadiums, gymnasiums, hospitals and shopping malls.
 - It is home to some of South Africa’s top schools, as well as the Nelson Mandela Metropolitan University.
 - There is plenty of opportunity to enjoy the great outdoors – Nelson Mandela Bay is the sunniest metro complex in South Africa.
 - Algoa Bay, the metro, is rated as one of the top water sport venues in the world and has world-renowned Blue Flag beaches.
 - Nelson Mandela Bay is the gateway to the world-famous Garden Route.
 - For those venturing further afield, the Metro is 750 km from Cape Town along the Garden Route, 1 000 km from Durban, and 1 300 km from Gauteng.

For investors who wish to take advantage of opportunities at Coega, please contact, Mr. Christopher Mashigo or Dr. Ayanda Vilakazi:

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“Self-destructing” resin signals end of toxic plastic bags

BIODEGRADABLE, compostable plastic carrier and food bags will begin trending in South Africa before the end of the year as more shoppers turn their backs on environmentally toxic single use plastic bags that choke marine life to death and pollute the planet.

This is the view of Andrew Smith, co-founder of the Really Great Material Company who says that simply recycling conventional plastic is not a solution to reducing plastic waste and its increasingly destructive impact on the environment.

“Plastic in the form of bags and wrapping, eventually ends up in landfills and the ocean. Bioplastic products on the other hand provide an alternative that is biodegradable and compostable. They come from nature and can be returned to nature.”

Smith’s comments follow Pick n Pay’s initiative to gauge customer reaction to the new products in a trial run at one its Cape Town V&A Waterfront flagship store. The retailer replaced all plastic carrier, barrier and fruit and vegetable bags with compostable bags supplied by the Really Great Material Company to mark World Plastic Bag Free Day on July 3. The bioplastic bags were given free to



Andrew Smith and Arthur Williams founders of the Really Great Material Company importing a resin that signals the end of single use plastic bags.

customers on the day.

The Really Great Material Company has secured sole South African rights to import a high-grade resin which is used to manufacture biodegradable and compostable plastic products. Known as Mater-Bi, the resin is produced by an Italian company, Novamont, which is internationally regarded as an industry leader in bioplastics. The resin has already been used by a leading South African conventional plastic bag manufacturer to produce bioplastic bags with only minor adjustments to its machinery.

Unlike conventional plastic products which are manufactured from petroleum oil, bioplastic products are derived from renew-

able resources such as starch, cellulose and vegetable oils and contain no polyethylene or polypropylene, explains Smith who established the Really Great Material Company with Andrew Pollock and Arthur Williams in Cape Town a year ago.

Pick n Pay director for Transformation, Suzanne Ackerman-Berman, said at the launch of the company’s initiative that the bioplastic bags piloted with its customers were strong and reusable and similar to normal plastic bags. “The important difference is that these trial bags are also home compostable. They are designed to collect organic waste, such as your kitchen scraps, and will compost with the organic waste in a home

compost environment.

“The bag will break down after three to six months - depending on the composting system - as opposed to the reported 500 to 1 000 years for plastic bags. Customers can also bring the bags back to our stores and we will take them to a Pick n Pay composting facility.”

“Consumer education is the key. Consumers need to fully understand the difference between bioplastics and petroleum-based plastics. They need to fully appreciate the pollution being caused by conventional plastic products, with the most topical example being the millions of tons of single-use plastic waste now threatening marine life in the world’s oceans” he said.

First in-store recycling vending machine

IN line with its recent announcement to achieve ZERO packaging waste to landfill by 2022, Woolworths has launched the customer trial of an integrated reverse vending machine in its flagship green store, Woolworths Palmyra in Claremont. This is good news for the many South African consumers who have called on retailers and manufacturers to reduce packaging waste.

“It might seem like a fun innovation because it’s so smart, but this is actually an important trial,” says Feroz Koor, the Woolworths Holdings Group Head of Sustainability. “Packaging plays a vital role in protecting products. The effort to reduce pollution is not just about finding the ways to minimise packaging in a responsible way;

it is also about supporting consumers’ in their efforts to recycle, which in turn, boosts the country’s recycling industry. We are very proud to introduce our first in-store recycling vending machine. We know from customer surveys and social media conversations that there many customers concerned about reducing waste and we hope they will be keen to put the recycling vending machine through its paces so that it can be perfected and rolled out to more stores.”

The vending machine, which identifies recyclability by scanning product bar codes, was tested out first over a six-month period at Woolworths’ Head Office in Cape Town. Employees’ recycling efforts helped refine and expand the database and the user

experience of the smart machine to amass a database of recyclable packaging barcodes that includes both Woolies products and other popular brands sold elsewhere. Takeaway paper coffee cups with bar codes, glass and tin containers, plastic bottles and containers up to the 2.25 litre size and Tetrapak are all accepted by the vending machine.

“Our ZERO waste to landfill journey is supported by many Woolies customers,” Koor concludes. “We know that they will appreciate this innovation, and that they recognise that we can’t walk this path alone. From producers to the household, and then beyond to include the South African recycling industry, we need to go forward towards ZERO waste to landfill, hand in hand.”



Feroz Koor - Woolworths Holdings Group Head of Sustainability showing an interested Palmyra customer how the recycling vendor machine works.

AVERDA

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Laststraw: hotel group outlaws straws

RECOGNIZING the environmental toll of single use plastic, Protea Hotels has announced that it will replace plastic straws with biodegradable straws in all of its hotels across Sub-Saharan Africa. This eco-conscious shift will become a brand standard across all Protea Hotels.

The brand recently introduced Vivreau Water at all Protea Hotels by Marriott to limit the use of plastic water bottles. The announcement comes close on the heels of Marriott International’s announcement to remove disposable plastic straws and plastic stirrers from its more than 6 500 properties across 30 brands around the world. Once fully implemented in one year, the company could eliminate the use of more than 1 billion plastic straws per year and about a quarter billion stirrers.

OPINION

Silos mentality costs taxpayer dearly

Continued from back page

dealt with in safety conscious cities like Perth, Australia.

Not so in Cape Town. Say there are two such broken covers in one street. Imagine again that one is an electricity meter cover and the other protects a water meter.

Great swathes would be cut through what had become a series of jealously-guarded mini empires.

Seeing this state of affairs, the conscience ratepayer attempts to report the problem. He/She consults the telephone directory and rings the electricity department. He/ She gets through to a call centre and someone who promises to report the matter.

"No" says the citizen. "I want to talk to someone in authority. I have tried the general number in the telephone book and get referred to you – a call centre operator who does not even work for the Council directly".

Panic ensues. The operator has no a clue what to do. It is not in the script. The citizen sighs and puts the phone down, scratches his head and hunts instead for the local ratepayers' association. If

Lady Luck is operating a new telephone number is found (a secret one not in the telephone directory) and bingo action is promised by a real council official.

But action may have been promised, but it is not quick. Waiting for it can take months. When it arrives our concerned citizen notices that only the electrical meter cover is fixed. The water meter cover is ignored.

Why? It is a different department of the Council and departments do not talk to each other. You have to go through the whole rigmarole again to reach the water people.

The electricity department and the water department clearly operate alone, with their own way of doing things. In other words, they each live, work, think and operate independently, blissfully ignorant of what the other is doing.

Now anyone who has experienced working in the private sector, especially in large corporations, knows that if such a situation developed it would not be long before re-engineering, downsizing, right-sizing and re-organising were put into operation.

Great swathes would be cut through what had become a series of jealously-guarded mini empires. Managers who were found to "need" three assistants would be found out and their helpers would be either given early retirement packages or, if they were lucky, given jobs where they could actually contribute to company production. The little em-

peror would have been found to have no clothes.

There are various ways such thinning out is done in the private sector, ways that are completely foreign to Cape Town's mini-welfare state and unknown to those who take generous salaries from it.

There are voluntary retrenchment packages with the caveat that productive staff cannot take them. There are value-added programmes that identify exactly what each job holder produces, who in the organisation receives that production and – as often happens when the recipient is asked if it is useful -- discovering that it is totally unnecessary.

Departments living and working as if they are in sealed silos, and ignorant of what other parts of the organisation are doing, would be forced to collaborate.

If ever there was a situation needed such treatment it is the present state of the municipal organisation of the Mother City. As things stand today, the ratepayers are at the mercy of a bloated regiment of municipal servants who are in a happy state of sheltered employment, in secure jobs paid on a par with or exceeding those in the taxpaying private sector, with guaranteed annual increases based on time served not their efficiency.

As the City prepares once more to raise the rates on property using a pseudo-scientific computer programme borrowed from the Canadians, it is time its claim to be a paragon of municipal efficiency is seen for the charade it is.

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- Materials Handling and Equipment
- Metals Industry: Stainless Steel / Carbon Steel / Aluminium/ Copper
- Packaging Industry
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Deliberate destruction

CAPE TOWN is facing a deliberate attempt to destroy its public transport infrastructure and this could have a devastating effect on the local economy, says the Cape Chamber of Commerce and Industry.

The comment comes after yet another Metro-rail coach was torched recently.

"If you put these arson attacks together with attacks on the signalling system and copper theft which paralyses the rail service it is difficult to draw any other conclusion," said Ms Janine Myburgh, President of the Chamber.

Last month there were three arson attacks and a failed one. In July 32 coaches were damaged in attacks which inflicted more than R50m of damage to trains and rail infrastructure. In addition, both Golden Arrow and the MiCiti bus services have lost vehicles in arson attacks.

"The cumulative damage to Metrorail is staggering for it is now down to just 50 full trainsets and this means it has lost more than 40% of its trains over the last few years and we still don't know why," said Ms Myburgh.

Some of the attacks had taken place in the main station in the CBD where one would assume security was good.

"We are also looking at a failure of law enforcement," Ms Myburgh said.

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Printed by:

RSA Litho

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Guilty till proven innocent

You know the drill. It was one of those rare occasions when the usual conspiracy of convivial conversationalists congregated in the local Pub & Grill to find solutions to the pressing problems of the day. This time a double sense of outrage fuelled the emotions.

"How many times do I have to tell you to bring back the death penalty?" enquired Luke the Dude with righteous indignation. "Only one punishment is good enough for such people. Actually, they are not people; they are boils on the face of humanity. Prison is far too good for them."

"Useless!" disagreed Jon the Joker. "You obviously know nothing about prisons. From what I hear, particularly about South African prisons, this form of punishment would be fair and just beyond the poetical. They would get paid back in their own medicine at just about every turn of the shower tap, so to speak."

"Shame on you," admonished Irene the Queen.

"Quite so, my dear," agreed The Prof, "but that is neither here nor there. Neither the sentiments of young Lucas nor those of the jovial Jonathan have any relevance in reality."

"I don't know about that," opined Colin the Golfer. "I say they deserve the lot. First send them to prison and then hang them, eh?"

"You might as well add in 'drawn and quartered' while you are in extremis," argued Stevie the Poet in his courtroom persona. "And The Prof is quite correct, as usual, my semi-learned friends. None of those punishments desired by the more blood-thirsty members of the jury can be carried out in reality. Not only is it against the law, the practical problem is that the people at whom the accusers are pointing their ink-stained fingers are already dead."

The topic of conversation, to keep you in the loop, was the controversial book by Mark Minnie and Chris Steyn: *The Lost Boys of Bird Island*. Sub-titled *A shocking exposé from the heart of the NP government*. Published by the well-known publishers of good fiction, Tafelberg. On the basis of this text, newspapers pronounced the late Cabinet members John Wiley and Magnus Malan paedophiles.

"What do you mean 'against the law'?" challenged Big Ben. "Hung, drawn and quartered maybe, but it is not against the law to put somebody in prison."

"It is," insisted Stevie the Poet, "if they have not been charged in a court of law, judged to be guilty and sentenced to prison."

That was the second half of the double sense of outrage. There was no consensus that the so-called paedophiles were guilty.

"Has anybody read the book?" asked The Prof from under his eyebrows.

"Of course I have," sniffed Bob the Book. "In fact, I have it in the car."

"Why don't you give us an informed opinion then," suggested Irene the Queen.

"By all means," grinned Bob. "Let me fetch the book, I want to quote something."

The Governor used the break to call the next

round and the atmosphere improved as poisons pleased palates. Luke the Dude made his a double. "You know Bob," explained he, "we may be in for the long haul."

"Well then, ahem, I've got the Afrikaans copy here, so I'll translate when I quote," lectured Bob the Book. "I accepted that the publishers would have had the facts checked legally and otherwise and that Chris Steyn is a respected journalist. So I believed the 'shocking exposé' claim. But soon I felt uneasy. Let me fill you in."

"The journalist Marianne Thamm begins her introduction to the book with the 2015 arrest of a paedophile in Plett, whom she links to an international child sex conspiracy. Then she describes sexual crimes in Britain. Jumping back home, she claims many networks involving child sex and paedophiles have recently been active in South Africa, but in the late eighties such reports 'seldom reached the front pages'."

"Innuendo number one. Such crimes were not heard of then – not because they seldom happened, but because some dark conspiracy, without doubt involving very powerful people, kept them out of the newspapers."

"However, in 1986-87 'a high-profile investigation into three prominent ministers of the National Party' suspected of abusing young boys bleeped on the radar and swiftly disappeared."

"Some South Africans may vaguely remember it, she says."

"Well, I remember messy and unconfirmed gossip about Minister John Wiley doing the rounds, but these were never confirmed. I don't recall that any other ministers were mentioned."

"Then Thamm uses almost a full page to describe Magnus Malan's importance as minister during the tumultuous last years of apartheid. No reasons are given for involving him, except for this suggestion: '... the shocking story told here, happened against this disturbing and stormy background'."

"The rest is information on the two writers. These two would 'yank the veil of secrecy from the tragic, shocking story of abuse, criminality, cover-ups and official complicity in the rape and possible murder of children, most of whom were vulnerable and black'."

"Horrible, but now we know what we are going to read in the book: Exposed! Nat Ministers as rapists and possible murderers! Except, we never do. What we get, is more innuendo, gossip and nudge nudge, wink wink."

"Mark Minnie wrote in the tough-guy, New York private-eye style we loved as kids. Remember Dick Tracy? This is how we meet 'Mad Max' (a nickname) Minnie: 'Paedophilia. Government corruption. Murders. And they wanted to kill me. F*** them.'"

"We learn about his job as a narcotics detective in Port Elizabeth, about the bar tender who is his girl friend, the nurse who was his lover and his prowess as a bar fighter."

"I want to hear more about that," insisted Luke the Dude, warming to the subject.

"Well," smiled Bob the Book. "Here it is, in

the man's own words:

"I realise immediately that I need to take out the guy who is the biggest threat – a tactic I learned from my karate instructor. That would have to be the ox next to me. My eye catches an ashtray on the bar counter. It is within reach. I am now considering all possibilities..."

"My adrenaline is pumping while I grab the ashtray and hit the ox in the face. His nose breaks as I connect. I can hear the cartilage crumble. But it seems as if the blow merely struck him from the bar stool. He is still standing, even though somewhat unsteady, and is shaking his head from side to side as if he is trying to clear it. I realise he won't go down easily."

"I follow up my first shot with a kick to the stomach and is immediately rewarded with the pleasant sound of air escaping from his insides. This encourages me to plant the knock-out blow. It drives him backwards, teetering, creating the ideal distance for an easy shot and I hit him on the side of the head. He drops down, out for the count."

"There's your bar fighter, Luke," continued Bob. "That should give you a good idea who Mr Minnie was."

"He also writes that the victims of a paedophile ring in Port Elizabeth nick-named one of their abusers 'Ore' (Afrikaans for 'ears') because of his protruding ears – and assumes that this person must be Malan, because the general also had prominent ears. So Minnie calls Malan 'Ore'."

"On pages 47 and 48 he reports interviewing an injured boy in hospital:

"The boy remembers there were two men in the flat when he arrived. One was lying on the bed and the other was in the bathroom, apparently having a bath. The man in the bathroom told the one on the bed to pour the boy a drink. This man did not look very happy with the instruction and muttered: 'Bliksem, Ore'."

"While the man went to the next room to pour the drink, the boy peeked into the bathroom. He saw a man with protruding ears sitting in the bath."

"He immediately recognised him and was panic-stricken, the boy told me. He considered fleeing."

"But how? And he had already been paid –

Silos mentality costs taxpayer dearly

MANY citizens and businesses experience frustration when dealing with the City Council of Cape Town, but it not with the elected officials, who they generally don't know and few vote for. Their frustrations are with the army of municipal servants, who now total 27 000 (not including contractors).

Few citizens realise that this Council army has grown by some 7 000 since the Democratic Alliance (DA) took over which is a bit rich seeing as this political party prides itself as being the best in the country at running municipalities.

The 800 000 +- ratepayers in the City might well balk at the knowledge that so many have been added to their already heavy rates burden.

But back to ratepayer frustrations: By

OPINION

ON THE CONTRARY

.....
Pieter Schoombie
.....



lots. The man brought a glass with hard liquor in; the boy thinks it was brandy and Coke. He drank it in silence. The other man was still in the bath.

"And after that I remember nothing," says the boy. "I promise, sir. I don't remember anything further. And now I am here in the hospital. That's my story."

"Now compare that to this on page 49:

"I am trying to link faces and identities to the two guilty parties. The victim – the older brother – says the men do not use names. Forms of address are limited to 'sir', 'you' and 'uncle'. But they must be reasonably important people. They obviously have money. Or connections."

"Who can spot the mistake," asks Bob the Book.

"I know," claimed Luke the Dude. "The guy on the bed saying 'Bliksem, Ore' to the man with the ears. Whoever the guy in the bath was, it was not Malan. Nobody would call General Malan 'Ore' to his face."

"I am sure you are right, nobody dared," admitted Bob the Book, "but look at this: First Minnie writes that the boy immediately recognised the man with protruding ears and was panic-stricken. A page later he tries to find a face and identity for that same man. Why not ask the boy? He recognised him after all."

Silence.

"We can continue till closing time," threatened Bob.

"I think that's enough for now," ruled The Prof. "We can conclude that everybody is innocent until proven guilty, except when they are dead political opponents who cannot speak – but will sell."

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THE OTHER SIDE OF THE COIN



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

way of a small illustration consider what happens when a broken cover of a water or electricity meter is reported.

These holes in the pavement are a danger to pedestrians, even their dogs, and become waste bins for all sorts of detritus from sweet papers to cigarette packets to ??.

Depending on the neighbourhood, they often become hiding places for bottle necks carefully sliced off to take white pills and herbal (sic) tobacco....

One would imagine that in the most perfect municipality in the country according to the DA that open holes in pavements would swiftly be identified and fixed. Certainly they would be promptly

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